

MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, JANUARY 6, 1904

Number 1059

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EARN MORE MONEY,
write me for an investment
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Will pay your money back
at end of year if you de-
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Have Invested Over Three Million Dol-
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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withdrawn from sale with the exception of
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customer.

Our plans are worth investigating. Full
information furnished upon application to
CURRIE & FORSYTH
Managers of Douglas, Lacey & Company
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MONUMENTAL INHUMANITY.

Probably the most inhuman act
ever perpetrated by civilized men in
a civilized country was the following,
related in the press dispatches from
Chicago:

Six hundred people were lying
dead in the ruins of the burning
theater and as many more, almost
in the agonies of death, were lying
on the sidewalks and on the floors of
stores and warehouses, and there was
an overwhelming need for means to
remove them to the hospitals where
they could receive medical treatment.

The union drivers of Chicago were
on a strike. It was impossible to
get a carriage or even a hearse to
transport the wounded. Fred W.
Job, Secretary of the Chicago Em-
ployers' Association, telephoned to
W. D. Moon, a livery stable proprie-
tor, asking that carriages be sent for
the relief of the sufferers. Mr. Moon
replied that he would give him car-
riages for the work. He went to the
union headquarters, where the driv-
ers who are now on strike were con-
gregated, and said that he had do-
nated the carriages and asked if they
would drive them to the Iroquois
Theater to help remove the wounded.
The union was in session, with a
large attendance, and the matter was
discussed at great length, while 600
writhing victims of the fire were

freezing to death for want of means
to transport them to the hospitals,
which were placed in readiness to re-
ceive them. On being put to vote, it
was unanimously decided not to as-
sist in the removal of the dead and
dying, and, worse yet, committees
were appointed to prevent non-union
men and volunteer drivers from go-
ing to the rescue!

The wave of indignation over this
action was so intense that even the
union monsters quailed under the im-
pending storm and, quickly calling an-
other meeting of the union, they re-
scinded their previous action, called
off their committees of murderers and
suspended their strike for ten
days.

The action of the union reached
the limit of human atrocity. Any
organization whose laws require its
members to refuse common charity
in so tremendous a calamity should
perish from the earth. The entire
civilized world can never forget the
impression made upon it by the re-
fusal of the striking drivers on that
terrible Wednesday to lend a hand
to succor the multitudes of helpless
sufferers dying in the streets for the
lack of medical aid and nursing that
could only be given them in a bed
and in a house. The dark side of
human nature is seldom wholly black.
There is generally some redeeming
feature, but in the case of the union
drivers of Chicago there is not a
single spark of human light. Let us
hope that never again in the heart-
rending history of human suffering
will there be another such exhibi-
tion of savagery!

GENERAL TRADE REVIEW.

It is too soon after the beginning
of the year, while action in many
cases as to reports and dividends is
still pending, for any settled condi-
tion of the securities markets to be-
come manifest. The passing of the
dividend on the common stock and
the declaration of the regular amount
on the preferred of United States
Steel had been fully anticipated and
yet there was enough of uncertainty
to keep the market stagnant. It is
significant that the Copper shares
are taking the lead in the direction
of better prices and activity as it was
this branch that led in the long de-
cline of two years ago.

The erratic and violent changes of
cotton still dominate the situation
in the textile market. The price
broke all records for a quarter of a
century and then lost a matter of
\$40,000,000 in a single day on the es-
timated crop. Footwear still main-
tains its favorable standing as in
many months past.

Many a man who owes something
to himself refuses to pay it.

The Passing of Morgan.

One of the most remarkable fea-
tures of the year in the stock and
money markets of the country was
the displacing of J. Pierpont Morgan
as the chief figure in Wall Street. A
couple of years ago Mr. Morgan was
always the one to be consulted in
deals of importance, and his was al-
ways the last word. But Mr. Morgan
has lost prestige through the failure
of his Mercantile Marine consolida-
tion, the connection of his house with
the scandalous shipbuilding deal and
in various other ways, and John D.
Rockefeller is now the foremost fig-
ure in the money markets of the
United States, as he is, of course, the
richest. His operations in the mar-
kets are watched now as Mr. Morn-
gan's used to be, but not as much is
learned concerning his doings as was
the case with the erstwhile leader
of the Street. Mr. Rockefeller has a
tremendously powerful following that
is supposed to have grown richer as
the market went down during the
last year. Whether rightfully or not,
that following has been blamed re-
peatedly for helping along by their
"short" sales the decline which be-
gan in the market a year or more ago,
and to have made exceedingly large
profits in the process.

However this may be, it is certain
that the influence of Rockefeller has
increased in the money world during
the last year as the influence of Mor-
gan has waned. Even in United
States Steel, Mr. Morgan's greatest
project, the Rockefeller influence is
believed to be the more potent at
the present time.

The Boys Behind the Counter.

Lansing—A. B. Goffer, who has
been in the employ of Gardner &
Robertson for six months, has gone
to Big Rapids to finish his course at
the Ferris school of pharmacy.

St. Ignace—Chas. Miner has taken
a position as pharmacist in a Clin-
ton drug store.

Walter Baker & Co., Ltd., brought
a suit recently against the Cream of
Chocolate Co. to prevent it from us-
ing in its advertisements or on its
labels an imitation of the trade mark
"La Belle Chocolatiere." The Su-
preme Court has now entered a final
decree perpetually enjoining the
Cream of Chocolate Co. from using
in any way "a picture of a waitress
or nurse wearing a cap and apron
and carrying a tray with a cup of
chocolate, or any other picture so
closely resembling the trade mark
used by Walter Baker & Co., Ltd.,
as to be calculated to deceive."

People who marry for money are
sometimes divorced for love.

Don't cry over spilled milk; there's
enough water wasted as it is.

GAS
ELECTRIC LIGHT & TRACTION
BONDS
EDWARD M. DEANE & CO.
BANKERS

SECOND FLOOR, MICHIGAN TRUST BUILDING
GRAND RAPIDS, MICHIGAN

KNIGHTS OF THE GRIP.

Proceedings of Their Fifteenth Annual Convention.

The fifteenth annual convention of the Michigan Knights of the Grip was held at Flint Dec. 29 and 30, the initial meeting being called to order by President Palmer at 2:30 p. m. on the day first named.

Chaplain Gainard then uttered the following prayer:

Our Father in heaven, we come to Thee at this time in the attitude of prayer because Thou art the creator of the universe. Thou art the creator of all things in the universe. Thou art the creator and ruler of our lives, and we realize that it is by the kind hand of Providence that we are permitted to assemble together this afternoon in our fifteenth annual convention. We come here firmly believing in the fatherhood of God and the brotherhood of man; and as we look upon Thee as father grant that we may look upon one another as brothers; grant that a feeling of brotherly love may exist among us; grant that a feeling of fraternity in its true sense may possess us at this meeting, and in our deliberations may all selfish motives and all personal strife be laid aside, and may our sole object be the good of this order and the good of one another.

We thank Thee for the year of prosperity that is opening to us, we thank Thee for the successful year that is past. As we stand at the threshold of another year may we be hopeful; grant that prosperity may continue to attend us in every way. We thank Thee for our efficient officers and for the work they have done, and as we meet together we ask Thy blessing upon them. We ask Thy comfort for our presiding officer in the misfortune that has come to him; wilt Thou ease for him the pain and give him strength to endure it, and be with him in the days that are to follow, and grant that he may recover speedily to health and the active duties of life?

We thank Thee for the homes represented here by the wives, the sons and daughters of the Michigan Knights of the Grip; may our homes be true homes, and may happiness abound there. Wilt Thou bless the officers who shall be chosen for another year; bless us in all our deliberations, be with us through life and may success attend us, and may we all feel that Thou art our God.

We ask all of these favors in the name of Jesus Christ our Lord. Amen.

The Chairman—I take great pleasure, gentlemen and ladies, in introducing to you Mr. Alvord, Mayor of the city of Flint, who will welcome you to this beautiful city.

Mayor Alvord—I am gratified to see that the same rule applies to your order as to orders of more ancient times. Before entering upon any great undertaking you invoke the aid of Deity, and His recognition of the fact that you are of some importance, and you ask Him who rules above to govern not only each individual action, but your actions collectively as an organization.

I am here as the representative of the citizens of Flint, the best city of its size in the State of Michigan, and we are represented here by a large number of the members of this organization. It becomes me and gives me pleasure for a second time during the time I have been the executive of this city to welcome this organization as a convention at this place, and I know from the fact of your having decided to hold your fifteenth annual convention here, that, as the Methodists say, you have thought it well to have been here.

When, as the city's executive, I welcome you to this city, I welcome you to the best city in the State of Michigan, as we claim; I welcome you to the best people that there are in the State of Michigan; the most enterprising, the most up-to-date, a better city than this can not be found within the borders of this State or any state in the Union. There may be some difference of opinion on that, but we claim it; and I observe that nothing is given unless it is claimed. I know that our local post of your fraternity will make each and every individual member of this Association feel that they have been to one of the very best places in this State of Michigan, and I know that the hospitalities that will be shown you by our boys will assure you that our local organization is not behind in that respect, and the entertainment provided for will show you that we are up to date in that respect. Many of you visit our city with your line of goods and know that we buy the best and we pay for what we buy. That is what the traveling man is looking for; that is what his house wants him to find; anything short of that is unsatisfactory.

Gentlemen of the convention, without taking more of your time, as you know you have a large programme to go through with, and much enjoyment in store for you, I again, in the name of the city of Flint, the best city in the State of Michigan, and I think I am warranted in saying it has among its population the most traveling men of any city in Michigan. I welcome you to all the hospitalities that the city can bestow upon you, and at this time if I had a key to the city of Flint I would willingly turn it over to you, but unfortunately the key has not been returned

to me, yet as executive of the city I have control of the prison, and should it become necessary I will see that that matter is properly attended to; you may fear no trouble from that source. I thank you, gentlemen. (Applause.)

The Chairman—Mr. Mayor, you have the finest city in Michigan for its size. In behalf of the Michigan Knights of the Grip I thank you for the cordial welcome that has been extended to us by the executive of the city. We know the city of Flint has an enviable reputation, and our former entertainment here has proven the truth of that reputation.

The Chairman—The next order is reading of communications. Mr. Secretary, have you anything in that line?

The Secretary—I have a communication from W. M. Gibbs, Fredonia, N. Y., greeting this convention, and mentioning some matters that I think would be more appropriately considered later on, at which time I will read the communication. I have also a communication relating to railroad matters and another relating to hotels and busses, which will come up in connection with the reports of committees on those matters.

At this time the Chair announced the following committees:

Credentials—John C. Saunders, A. A. Weeks, J. J. Machen.

Rules and Order of Business—Frank R. Street, N. B. Jones, D. F. Kinney, James Cook.

Vice-Presidents—Ben. N. Mercer, Manley Jones, J. W. Schram.

Resolutions—C. Northrup, A. F. Peake, John A. Hoffman.

Amendments—M. Howarn, H. P. Gopple, C. S. Schofield.

President's Address—Geo. F. Owen, H. E. Bartlett, E. C. Hamblin.

Bro. Street—I would ask leave for the Committee on Order of Business to retire at this time to prepare their report.

The committee was granted leave to retire, and Brother Fitch was permitted to occupy the time by an informal address.

Bro. Saunders—Mr. Chairman and gentlemen, your Committee on Credentials begs leave to submit the following report: All members who have paid assessment No. 2 and annual dues for the year 1903, together with all new members just joining the order, are entitled to a seat in the convention and a vote on all questions.

The Chairman—Gentlemen, you have heard the report of your Committee on Credentials. What is your pleasure?

Bro. Owen—Mr. Chairman, I move the report be accepted and adopted.

The report was unanimously adopted.

Bro. Street—Your Committee on Rules and Order of Business beg leave to make the following report:

We recommend that the order of business be as follows:

1. Report of Committee on Credentials.
2. Report of Committee on Vice-Presidents.
3. Report of Committee on President's Address.
4. Report of Standing Committees.
5. Report of Committee on Resolutions.
6. Report of Committee on Amendments to Constitution.
7. Election of officers to be held at 1:30 standard Wednesday in the following order: Three members of Board of Directors to fill vacancies. Election of President. Election of Secretary. Election of Treasurer.
8. Unfinished business.
9. General business.

The Chairman—Gentlemen, you have heard the report of your Committee on Rules and Order of Business. What will you do with this report?

Bro. Street—I move we accept and adopt the report.

The report was adopted unanimously.

The Chairman—The next order of business is the President's address. This is a pretty dry subject, and I will take a little rest before beginning.

It affords me great pleasure to greet you in this our fifteenth annual convention, where we together will review the record for the past year, and also enjoy the generous hospitality of our brothers in this beautiful city of Flint.

We have work and business of much importance to our Association to do; still we shall find time for the delightful social intercourse, which we all look forward to with so much pleasure from year to year. It affords me unbounded gratitude, Brother Knights, to be able to say to you that the year which is about to close has been one of unprecedented prosperity. We have to-day 1,550 active members, and 170 honorary members. We have organized one new post, Post T. of Traverse City, which began with a membership of 40. I am sure the members of this convention will rejoice with them to know that they are next to Post G., of Flint, who are the prize winners for 1903, and we hope they feel, as we are sure they do, that the real prize lies in the fact that they have done their best in the struggle to win out, and not in the fact of receiving the \$25. Also Post G. of Flint, has been reorganized with 21 members and has added 41 members, making them the prize winners. These posts have the congratulations of this convention in their success. Our various committees have done well their work assigned to them. The Legislative Committee ought to have the thanks of every traveling man in Michigan for the work they did in having a bill introduced in our last State Legislature known as the "Brown Bill," to

regulate the sale of goods in bulk; and largely through their effort it passed almost unanimously, both in the Senate and House of Representatives, and they were given to understand that this bill would become a law; but, as you know, it was vetoed by Governor Bliss. If he read the criticism on his act in vetoing this bill in the Michigan Tradesman and some of our State papers his life about this time would not have been very blissful. I think this a matter of enough importance to traveling salesmen, honest retail merchants and jobbing houses that I would earnestly recommend that the coming Legislative Committee take up the same, or similar bill, and carry it to a successful finish.

Your special Committee on Revision of the Constitution have spent much time and labor on the same. They will bring before you for your consideration several very important amendments. I can assure you they have given these proposed amendments very careful thought, and I heartily endorse and recommend their adoption, and trust they will meet with your approval. Your Railroad Committee has again been able to secure reduced railroad rates to this convention. The work which has been done by your Relief Committee was fully explained in the letter you received in your last assessment, and I am pleased to report that this met with a hearty response from our members for our afflicted Brother Matson. There was \$60 in the relief fund at the time this call was made, Oct. 31, and as it would be about two months before monies from this call would be available, your Board of Directors authorized the Relief Committee to send Brother Matson \$7 per week so long as the fund should last, or as long as he may be in need of it. "To pity distress is but human, to relieve it is Godlike." Our relief fund is small and inadequate, and I believe this Association should so enlarge this fund that the Relief Committee may be able to respond promptly to calls for help for the really afflicted. We have held five Board meetings during the year, all of which have been well attended. Your Secretary's and Treasurer's reports have been approved by the Finance Committee and you will soon have an opportunity to judge for yourselves whether they have done their work well and faithfully.

I will ask you to rise for a moment. The year 1903 has brought prosperity and happiness to most of our homes, but to some it has brought sadness and sorrow.

God in His infinite wisdom has called from our ranks our honored and respected brother, H. W. Bow in reverent submission to his will and to these loved ones we extend our heartfelt sympathies in this their hour of sadness. "The dead are like the stars, by day withdrawn from mortal eye but not extinct, they hold the way in glory through the sky."

Will the Secretary read the names of our brothers departed during the year?

The Secretary—Isaac N. Lash, Edwin H. Povah, Edward Ross, Elijah Calkins, Joseph H. Wyck, F. H. White, Ezra N. Carrier, Peter Huyser, A. R. Ramage, Frank E. Hooker, Nelson Patterson.

It is a noticeable fact that the new members joining our order to-day are largely young men, which means much for the future success of the Michigan Knights of the Grip. What is this success to consist of? It is a well known doctrine that a man's fortune lies in his own brain and character. This great truth can not be urged too strongly upon the young men who are steadily and surely taking the place of the veterans of this order. It is a fact that this is one of the freest fields in the world for the expression of personal energy, and that, as a rule, men either fail or succeed, not because they are born with position, influence, power or wealth, or without these things, but because they are willing to pay in firmness of character, standing and ability the price of success. I would advise our young men starting out on the road not to be too particular about the amount of salary they are to receive at the start, but to think rather of the time they will make themselves essential to their employer, by superiority of character and of skill and now, gentlemen of the convention, I wish to say one word about a matter that seems to me to be an injustice to the member who has passed the age of 50 years. Your assessment notice reads—If not paid in 30 days your insurance is invalid, and if you are over 50 years old you can not be reinstated. Why deprive one of our members who has grown old and gray in the ranks, if by some oversight he fails to pay his assessment (within the 30 days) of the same privilege which you accord to his younger brother, viz: If they can sign a certificate of health and pay past assessments, they can be reinstated. I submit this matter for your consideration. In closing this short address, I wish to thank you for the honor you conferred upon me by electing me to the highest office in your power to bestow, and I sincerely trust that I have not been weighed and found wanting. I wish to thank the Board of Directors, and the various Committees for the courtesies they have extended to me during the year. And to my successor would bespeak the same hearty co-operation that you have accorded me. And now, I want once more to urge upon you all the necessity of vigilance and personal labor for the betterment of our Order.

Bro. Bradner—On behalf of a few of your lady friends and admirers, Mr. President, who sympathize with you in your affliction, I wish you to accept flowers as evidence of their regard for you. (Presenting President Palmer with a handsome bouquet of flowers.)

President Palmer—Ladies and gentlemen, I can stand broken arms, I can stand misfortunes of all kinds, but a matter of this kind touches me deeply. I appreciate fully this beautiful bouquet, and desire to express my heartfelt gratitude. Ladies, I thank you.

Secretary Brown then read his annual report, as follows: Total membership, 1,726, a net gain of 206 during the year.

As the stability of our organization depends upon our procuring new members constantly, you may be interested in the men and cities that have done this work this year.

Members in Traverse City have procured thirty new members this year, which is remarkable owing to the fact that only eighteen of our members live there.

Flint has succeeded in getting 41 new members. This exceeds Traverse City, as on January 1st, we only had twenty-one members there.

Saginaw has a membership of one hundred fourteen and this year added twenty-six new members to the list.

Bay City is responsible for fifteen new members, Detroit ten, Lansing seven and Grand Rapids three.

Of the personal work of individual members, leaving out your Secretary, George H. Randall, 14, and Chas. J. Lewis, 15, head the list with thirteen each. These two brothers are so well-known to all of you that the Secretary's report can add nothing to the honor that belongs to them.

A. W. Peck, of Traverse City, comes next with ten new members. He is a good man to get acquainted with. One of your Board of Directors, C. W. Hurd, stands next in line with 10. Your Vice-President from the 11th District, F. M. Bosworth, procured six, and M. Howarn, of Detroit, always has six new members each year.

Your Sargeant-At-Arms, Samuel Schaefer, of Saginaw, procured five. We have also heard from Ex-Presidents Hoffman, Owen and Weston with new members.

In securing honorary members, Chas. L. Heubner, of Saginaw, stands first with twenty-four to his credit; George H. Randall second, with fourteen and Samuel Schaefer third, and many others have from two to five. These are K. of G. men from the ground floor up.

The death and receipts have been \$8,805, as follows:

Cash on hand Jan. 16, 1903.....	\$1,759
From assessment No. 4, 1902.....	132
From assessment No. 1, 1903.....	2,670
From assessment No. 2, 1903.....	2,674
From assessment No. 3, 1903.....	1,570
The general fund receipts have been	\$2,886.43.

The aid and relief fund receipts have been \$405.09.

The total receipts have been \$11,294.52. Treasurer Bradner presented his annual report, showing total receipts of \$11,564.02 and total disbursements of \$7,546.70, leaving a balance on hand of \$4,017.32.

The report was approved by the Finance Committee previous to its presentation to the convention.

We will receive about \$1,700 yet from assessment No. 3, which will give us about \$5,720 with which to commence 1904, and all claims paid.

The eleven death warrants drawn as given in the previous disbursement account were for the following deceased brothers for \$500 each:

Isaac M. Lash, Constantine, Edwin H. Povah, Detroit, Edward Ross, Rochester, N. Y., Elijah Ross, Holly, Joseph H. Wyck, Saginaw, F. H. White, Grand Rapids, Ezra N. Carpenter, Grand Rapids, Peter Huyser, Detroit, A. R. Ramage, Saginaw, Frank E. Hooker, Coldwater, Nelson Patterson, Grand Rapids.

The average time from date of death until beneficiaries have received their money has been less than forty days. There is not a death claim unpaid to date, and none to adjust.

I received a very kind suggestion from Brother Frank Mosher, of Port Huron, to incorporate in my report something of what the M. K. of G. had done. He, like a great many others of us, was often confronted with the question by prospective members, "What good is the M. K. of G.? What has this organization done?" This part of my report will cover the ground since 1894.

I find in looking over the records that our Railroad Committees secured our Northern mileage book; that they caused indirectly the removal of the objectionable gates on the old C. & W. M.; that they received concessions from the G. T. in stopping some of their fast trains at some of the smaller towns and that in 1901, when the Lake Shore Railroad pulled out of the Northern Mileage Bureau, our Railroad Committee by diligent work and constant communication was able to still maintain our Northern mileage ticket.

Our Legislative Committee's report at this meeting will speak for itself. While we met with defeat—Governor Bliss alone being to blame—the fight is still on and we shall win. If we can cause legisla-

(Continued on page six)



"Everyone stretches his legs according to the length of his coverlets."---So says the Spanish proverb.

Every merchant, however, does not get cash business in proportion to his capacity to handle it.

Why not stretch out and pull some away from your competitors? Appeal to the prosperous, well-to-do people that are in the habit of spending their cash with your competitors. Make it an object for them to come to your store and spend their money with you.

We can help you to draw cash trade that will increase your sales from 25 per cent. to 50 per cent., and the cost to you will be about a postage stamp for each dollar placed in your cash drawer. You can place a lasting advertisement in every one of your competitor's customers' homes and get them as your permanent customers if you will adopt our

Porcelain Premium Plan

before your competitor gets it.

You not only get new cash trade, but educate your old customers to pay cash for each purchase they make.

We have an endless chain feature connected with our plan that not only brings new customers but keeps them constantly returning to your store for further purchases. Of course we give one dealer in each town the exclusive control of the proposition, and if you want to examine it before your competitor gets in his inquiry you better drop us a postal to-day, and we will send full particulars, a

SAMPLE and HANDSOME BOOKLET FREE

JOHN MCKINLEY. HARRY E. MACK.

THE MCKINLEY & MACK COMPANY.
DRY GOODS, GROCERIES AND SHOES.
BAKERY.

ST. JOHNS, MICH. *Dec 20 1903*

*Robt Johns
Chgo*

Dear Sir

*In reply to yours of recent date asking
an opinion of your Porcelain Premium
Plan will say we began using your plan
about six months ago as a result have
noticed a large increase in our cash
trade. We propose to continue its use
as long as we can get such results &
have today given you Mr Huncombe
an order for \$50 worth of your ware*

Respy The M-Kinley & Mack Co

Ask for sample
81

ROBERT JOHNS 200 Monroe St.
Chicago

State News

Movements of Merchants

Sears—James Brady has engaged in the grocery business, with meat market in connection.

Byron—Frank Williams, of White Lake, has purchased the buggy and implement stock of L. J. Braden & Son.

Akron—W. H. Paugman & Son succeed H. M. Woolley in the hardware, implement and bicycle business.

Mason—Receiver L. T. Hemans will sell the plant and effects of the Mason Cold Storage Co. at auction Jan. 8.

Port Huron—J. C. Price has sold his grocery stock on State street to James Fullwood, recently of London, England.

Douglas—David Weaver has purchased the Geo. Plummer store building and will shortly occupy it as a meat market.

Fremont—The G. E. Hain Co., dealer in agricultural implements, has increased its capital stock from \$19,000 to \$21,000.

Hanover—T. H. Knickerbocker succeeds Geo. W. Jones in the furniture and undertaking business. G. P. Ryon will have charge of the store.

Crosswell—Arthur Taylor, who has been with P. L. Graham for the past few years, has leased the Swartz block and will open a shoe store on Feb. 1. Mulliken—J. W. Triphagen has retired from the boot and shoe business of J. W. Triphagen & Son. The business is continued under the style of C. A. Triphagen.

Charlotte—Lewis E. Winegar and Martin V. Mulholland have purchased the hardware stock of S. M. Horner, at Dimondale, and will take possession of the stock Feb. 15.

Saginaw—The shoe store of Schaitberger & Marwinske, 717 Genesee avenue, has been closed as the result of a mortgage for \$400 foreclosed by John Wolf, 817 Lapeer avenue. The liabilities are estimated at \$4,000.

Owosso—W. H. Tripp & Co., who have conducted the Globe notion store, have filed chattel mortgages aggregating \$1,500 in favor of their creditors. The stock will be sold at cost until their obligations are met.

Detroit—E. A. Bridge, who has been with Phelps, Brace & Co. the past seventeen years, has engaged in the produce and commission business for himself at 81 and 83 Jefferson avenue. The firm will be known as E. A. Bridge & Co.

Sparta—Henry Murray, who was head clerk for C. C. Darling for several years, has leased the building occupied by Mr. Darling and made an offer on the stock. If he does not get the stock he will engage in business on his own account at the same location.

Kinde—John Neph, who two months ago succeeded Kinde & Neph in the general mercantile business, has gone into voluntary bankruptcy. Jos. Fremont, of Bad Axe, has been appointed receiver and has taken pos-

session of the stock. The liabilities are \$5,000.

Saginaw—F. H. Simpson, who has been head salesman for the Gately & Donovan Company for the past twelve years, has tendered his resignation, and after Jan. 15 will be connected with his brothers-in-law, Charles W. and Leonard A. Henning, in the Saginaw sausage works.

Saginaw—A. M. Bentley has sold his grocery stock to his son, H. M. Bentley, who will continue the business at the same location. A. M. Bentley has engaged in the brokerage business and will make a specialty of selling Gold Mine flour to the trade of Northern Michigan.

Detroit—The Standard Metal Furniture Co. has been formed with a capital stock of \$325,000 to deal in all kinds of furniture. The members of the new concern are V. J. Gillett, 5,000 shares; H. C. Bulkly, 3,500 shares; D. F. Atland, 3,500 shares and F. W. Wheeler, 2,000 shares.

Caro—The Davison & Landsberg Co. has engaged in the mercantile business with an authorized capital stock of \$15,000, all of which has been paid in cash. The stockholders are Louis Davison, Hillman, 750 shares; Louis Landsberg, Detroit, 700 shares, and Geo. A. Essler, Chelsea, 50 shares.

Muskegon—Isaac Brandt and Richard Fisher have formed a co-partnership and engaged in the meat business at 42 Mason avenue. Mr. Brandt has been in the employ of A. Dick, the Pine street meat dealer, the past two years and Mr. Fisher has been a cabinet maker for the Moon Desk Co. for several years.

Traverse City—A company has been organized at this place under the style of the World Time Co. to engage in the sale and rental of timepieces. The new concern is capitalized at \$50,000 and is held as follows: Wm. H. Foster, 3,600 shares, and A. H. Halliday, A. B. Cook and W. O. Holden each 40 shares.

Menominee—J. Dana & Co., dealers in agricultural implements, have filed articles of incorporation under the style of the Dana Implement Co. The members of the company are W. L. Damkochler, Menominee; J. C. Dana, Sturgeon Bay, Wis., and R. C. Schloessor, Menominee. The capital stock is \$15,000, held in equal amounts by the stockholders.

Kendall—George Deuel, junior member of the firm of J. W. Deuel & Son, general dealers at this place, died last Thursday, after an illness of two or three days, aged 28 years. Deceased was identified with his father in the mercantile business since he finished school and by strict attention to details and courteous treatment of customers had won for himself a large circle of friends. The funeral, which was held on the Sunday following death, was largely attended.

Manufacturing Matters

Lake Odessa—Robert Ainsworth has begun the erection of an elevator at this place.

Detroit—The Victor Jar Co. has increased its capital stock from \$20,000 to \$30,000.

Saginaw—The Saginaw Whistle Co. has increased its capital stock from \$5,000 to \$20,000.

Waldron—The Avis Milling Co. has decreased its capital stock from \$30,000 to \$15,000.

Grand Haven—J. Olsen has engaged in the shoe business in one side of the Nichols block.

Monroe—The capital stock of the Monroe Glass Co. has been increased from \$80,000 to \$120,000.

Lake Odessa—F. B. Nims & Co. have sold their elevator to Smith Bros., of Woodbury, who take possession in two weeks.

Marion Springs—A notice of dissolution has been filed by the Spring Cheese Association. All of the property of the Association has been sold at private sale.

Quincy—K. B. Etheridge and F. P. Field have purchased the factory building of the Quincy Knitting Co., of Three Rivers, which they will equip for a feed mill.

Carrollton—Sidney L. Eastman, manufacturer of maple flooring, has merged his business into a stock company with a capital stock of \$80,000, of which he holds \$72,500.

Vickeryville—The new stave mill at this place is nearly ready to start operations. The proprietor, H. H. Thomas, has succeeded in purchasing some fine lots of standing timber.

Galesburg—The Blake Bros. Stock Food Co., Limited, has engaged in the manufacture of live stock food and remedies. The authorized capital stock is \$90,000. The members of the new company are Wm. I.

Blake, J. R. Blake, G. R. Raymond, D. O. Holden and H. A. Seeward.

Jackson—A. J. Callaghan, R. Campbell, Wm. F. Cowham and A. Dettman have engaged in the manufacture of petroleum and other oils and disinfectants under the style of the American Oil Co. The authorized capital stock is \$10,000.

Jackson—The Harmon-Whitmore Co., manufacturer of flour mill machinery, will shortly remove to Muncie, Pa., and consolidate with a plant at that place. The company owns a patent on a machine which is very popular with the trade.

Cedar River—Samuel Crawford & Sons have a large crew of men in the woods and expect to have a full stock of hemlock in stock for the mill next spring. They had left on their docks this winter about 200,000 feet of lumber, all of which was sold.

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

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

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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 H. M. Reynolds Roofing Co. is enlarging its roofing factory at the corner of Oakland avenue and the P. M. Railway, increasing its capacity from 50,000 to 75,000 rolls of roofing per year. Included in the betterments is a concrete tank with a capacity of 250 barrels.

Wm. Logie, Samuel Krause, A Herold and E. G. Studley left Monday noon for St. Louis to attend the annual convention of the Western Association of Shoe Wholesalers. The entertainment features include a banquet Tuesday evening and a lunch at the World's Fair grounds Wednesday noon.

The Jas. H. Fox Co., Ltd., engaged in the shoe business at the corner of Lyon and Canal streets, has merged its business into a corporation under the same style. The new concern is capitalized at \$10,000, held as follows: Jas. H. Fox, 498 shares; T. H. Goodspeed, 251 shares, and J. W. Goodspeed, 251 shares.

Judge Wanty, of the United States Court, has sustained the position of Referee in Bankruptcy Henry C. Briggs, of Kalamazoo, and effectually squelched Attorney James O'Hara, of St. Joseph, in the consideration of contempt proceedings connected with a bankruptcy case. The estate of Melsheimer & Co., dry goods merchants of St. Joseph, has been in the hands of the referee for some time. It involves some peculiar proceedings, including the sale of the entire stock by the firm a short time ago for \$4,900. One of the partners also disposed of a farm, securing for it \$6,000 in cash. Soon after these transactions the creditors of the firm filed a petition in the United States Court and Melsheimer & Co. were declared involuntary bankrupts. The proceeds from the sale of the stock had been placed by the firm in the hands of their attorney, James O'Hara, and Referee Briggs ordered the \$4,900 turned over to the trustee appointed under bankruptcy proceedings. O'Hara finally paid over \$4,400, holding the remaining \$500 and claiming part of it due him for services and part held as exemptions. The \$6,000 received from the sale of the farm was also considered, but its former owner contended that he had paid his father all but \$1,400 of it on a debt. This balance he was ordered to pay over, but refused. Petitions were filed that the attorney and bankrupt be summoned to appear and show cause why they should not be punished for contempt. At the hearing Judge Wanty decided the case immediately, held both parties in contempt, and ordered that the amounts be paid over to the trustee before 12 o'clock noon, in default of which both would be sent to jail. The money was paid and O'Hara and his client escaped the jail proposition. In deciding the case Judge Wanty gave the two a strong statement of their position, stating in emphatic terms that the orders of the

referee must be complied with and that the referee was entirely right in his actions. This does not end the proposition for the bankrupts and Attorney O'Hara, however, as certain peculiar transactions will have full investigation and the large sum alleged to have been paid by the bankrupt to his father on a debt will be brought up. It is probable that other contempt proceedings may follow.

The Grocery Market.

Sugar—Cuban sugar is now coming in at the reduced duty, and the refiners have loaded up with all they need. The only change in the refined market during the week has been an advance of 5 points by all refiners in sugar packed in bags. The reason given out for this advance is that the condition of the cotton market has raised the price of bags. There is some reason, however, to believe that barrels have declined. The difference between barrel and bag sugar is now only 5 points.

Tea—The market is already feeling the effects of the uncertain conditions in Japan and the prospects of a war in the East have made holders reluctant to part with their holdings on a low basis. No actual advances have occurred as yet, but if unpleasant developments occur there will be advances all along the line.

Coffee—Package brands have been marked up another 1/2c. This is getting to be almost a regular thing, although this advance was not anticipated quite so much as the previous one had been. It was felt that the market had about reached the limit for the present, but it is evident that the makers of package coffee are determined to take advantage of the bull movement to put prices up as near to where they once were as is possible.

Canned Goods—In the canned goods trade at present the market is a very narrow one. Futures do not command much attention and the movement in spot goods is regulated by small current wants of consumption. The outlook for trade is generally held to be excellent, as, except in tomatoes, distributors are carrying exceptionally light stocks of all commodities. There is little show of general interest in spot tomatoes at the moment. Stocks are said to be pretty well out of weak hands and the market displays a decidedly strong tone, but little quotable improvement in prices is expected much before spring. Future corn continues to attract more or less attention, but offerings from the west and south are limited and New York State packers are holding out for pro rata deliveries while buyers demand a guarantee. Maine futures are offered sparingly and few packers have made prices. Occasional purchases of small lots of salmon are made by jobbers, but there is no disposition manifested anywhere to stock up at the present time. The market for Red Alaska is somewhat unsettled by offerings of outside packs at a considerable concession from the association price, but the latter is firmly maintained. There is nothing new in the canned fruits. Everyone has been resting for

the past two weeks and it is expected considerable more activity will be noted soon, but that will all depend on the size of the jobbers' stocks.

Dried Fruits—Peaches are quiet, except a few grades, notably Muirs, which sell readily at full prices. Prices throughout are unchanged. Currants are slow at unchanged prices. The market, however, is weak. The receipts were late and heavy. Seeded raisins are unchanged and in the same poor demand. Loose raisins are also quiet and unchanged. Apricots are selling well at firm prices.

Syrups and molasses—The price of compound syrup has been advanced by practically all refiners 1c per gallon. The demand now shows a lull. Sugar syrup is unchanged and slow. Molasses is in light demand at fully maintained prices.

Fish—The fish market remains persistently dull. Mackerel is fully maintained and quiet. Cod, hake and haddock are firmer, but very dull. Sardines are unchanged and dull. Salmon is dull and there have been statements of sales of red Alaska made on the coast at \$1.12 1/2c, which is 17 1/2c below the ruling market. Lake fish is quiet and unchanged.

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—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 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. The movement is of normal volume, which is gradually growing smaller, or would if it were not for the temporary spurt occasioned by the New Year's holiday. After this week the trade will decrease considerably.

Eggs—The egg market is 1c higher than a week ago, due to the non-receipt of fresh eggs in sufficient volume to cut much figure in the consumptive demand. Local dealers hold fresh at 29@30c for case count and

31@32c for candled. Cold storage command 26@27c for case count and 28@29c for recandled. From now on the course of the market depends largely, if not entirely, on the hen. If she gets busy and throws off her daily quota of eggs the market will in all probability not go higher. But if the conditions should be against her working, there is no telling where the price will stop. Some jobbers predict that 35c will be reached. Others say that a cent more will be the limit. Naturally the demand has fallen off heavily. The bakers, hospitals and the restaurants are the only people that buy eggs now to any extent. Even the restaurants and hotels are not indulging heavily. As long as the storage stocks hold out they will supply a large part of the restaurant trade, but when they are gone there will be nothing but the current receipts to draw on and the chances are that the demand will be still further curtailed.

Game—Live pigeons, 60@75c per doz. Drawn rabbits, \$1@1.10 per doz.

Grapes—Malagas have advanced to \$4.50 per keg.

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

Lemons—Messinas and Californias have declined to \$3.25@3.50 per box.

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, \$3; California Navels, \$3.25; California Seedlings, \$2@2.25.

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

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

Potatoes—The accumulation has been cleaned up, on account of the cold weather, and the price is strong and will probably remain in that condition until the weather moderates. Country buyers are paying 45@50c.

Poultry—Receipts are small, in consequence of which prices are firm. Spring chickens, 12@13c; fowls, 10@11c; No. 1 turkeys, 16@18c; No. 2 turkeys, 14@15c; ducks, 12@14c; geese, 10@11c.

Squash—1 1/4c per lb. for Hubbard.

Sweet Potatoes—Jerseys are steady at \$4 per bu.

A Roof Without a Leak

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is what can be obtained by using

Wolverine Ready Roofing

Put up in rolls already to lay.

Easy to handle. Sold through the dealer.

Write for prices and samples.

H. M. Reynolds Roofing Co.
Grand Rapids, Michigan

KNIGHTS OF THE GRIP.

(Continued from page two)

tion that will enable us to say to our employer, "I haven't lost a dollar," our salary will be different. Our organization pays.

The records show that our Hotel Committees have secured several concessions from hotels in rates and adjusted numerous personal difficulties. From communications on file, I find instances where the landlord has promised a better table for the money in the future. The Bus and Baggage Committee secured the 25 cent fee instead of 50 cents for single trunk at Manistiquette. It secured a 25 cent round trip fare at Sault Ste. Marie instead of 50 cents. There are numerous other cases of this kind.

The Employment and Relief Committee has had requests from twenty-seven firms for experienced traveling men since 1894 and it has been able to put sixty-four of our brothers in touch with firms wanting salesmen. Our aid and relief work takes in the H. J. Maynard fund of \$343.75; Tennant fund of \$330.90 and the Matson fund that is now out and at the present time has \$338.85. We are paying Brother Matson \$7 per week and gentlemen, if it were not for you, he would be a county charge. Since the notice was sent out with the last assessment his wife has died. Why do they ask, "What has the Michigan Knights of the Grip ever done?"

We will now go back to the insurance feature. Since the first day of January, 1894, we have paid our deceased brother beneficiaries \$83,000. I have no means of telling what percentage this amount is of the total insurance carried by our departed brothers, except under my own administration as Secretary. Last year we had twenty deaths. In seven cases, it was all the insurance carried by the deceased. This year we had eleven deaths and in four cases it was all the insurance carried.

You who traveled twelve to twenty years ago can remember of petitions presented to you for donations for the family of such and such a brother traveler, dead, and his family destitute. It took a five or ten dollar bill. You don't meet with these petitions to-day. The M. K. of G. has shouldered that responsibility.

Of the future there is tremendous work for our organization. It has been suggested that the Legislature of the State of Michigan enact such a law as to compel a commercial traveler to stand an examination on commercial law, adulterations and derivations of all food products and wearing and mechanical products.

Gentlemen, it means a higher education and less competition with its emoluments. It means the undoing of your worst enemy, the office clerk, out of the house, at \$7 per week.

This concludes my report and I only hope the Secretary's work for the last two years meets with your approval.

The Chairman—Gentlemen, you have heard the report of your Secretary. What is your further pleasure?

Bro. Street—I move the report of the Secretary be received and adopted and the thanks of this organization be extended to our retiring Secretary by a rising vote for the efficient manner in which he has conducted the business of the order.

The Chairman—Gentlemen, you have heard the motion. All in favor will rise.

The motion was unanimously adopted. Bro. Howarn—Mr. Chairman, I move a vote of thanks be extended to the real Secretary of the Michigan Knights of the Grip, Mrs. Mark S. Brown, by a rising vote.

The Chairman—It is moved and seconded that we extend our thanks to the real Secretary of this organization. All those in favor of the motion will rise.

The vote was unanimous. The Chairman—Gentlemen, what is your pleasure regarding the Treasurer's report?

Bro. Waldron—I move it be received and adopted.

The Treasurer's report was unanimously adopted.

Vice-Presidents' reports were then received, as follows:

Fifth District—A. A. Weeks.

Another year has come and gone. To-day we find ourselves in convention assembled to celebrate our fifteenth annual meeting, to transact the business of an organization that has made rapid strides in strength, popularity and usefulness; to once more look into the beaming faces and extend the fraternal hand to our brother travelers who, through years of acquaintance, aided by our annual gatherings, we have learned to love.

Through the courtesy of the members of this organization I am permitted for the third time to stand upon the floor of this convention and render to you an account of my stewardship as a Vice-President. But my present report will fall far short of the two preceding ones in good results accomplished for the Michigan Knights of the Grip. Not through any lack of zeal for the organization, or because of loss of interest in its noble purposes, but for other reasons.

One year ago I resigned my position with the Dunkley Co. and laid aside my grips to engage in an enterprise of my own. And during the past year I have been building two flats in the best part of the best city, in the best State, in

best country in the world (barring our water deal).

As said, flats are now nearing completion and this construction has left me comparatively flat. I have about decided to return to my old love.

Having been assured by the old company, after serving five years on probation and one year of absence, which "makes the heart grow fonder," that my old job is open for me, possibly during the coming year I may be discovered taking my grips again and booking orders from the genial trade, located where the beautiful waters of Old Superior kiss the northern shores of our own fair Peninsula, or the raging Mississippi empties her polluted and muddy mixture into the Gulf in Sunny Southland. If such shall be my conduct I assure you that I shall renew my labors also in the interest of the M. K. of G., bringing as many members into the fold as possible.

During the past year it has been my good fortune to secure one active member (one scalp only dangling from my belt). On May 25 I forwarded to Secretary Brown the application of J. H. Armstrong, of Grand Rapids, together with the \$3 fee. And right here I wish to state that if every member had done even that much our membership would have been doubled, the standard of our banner raised to that eminence which it deserves and to-day we would have had even greater reason to rejoice.

In conclusion, I have only to add: In returning to your keeping the trust you have so long confided in me I wish to thank you one and all and to assure you that I fully appreciate the confidence you have reposed; and I return to you the Vice-Presidency of the Fifth District as unsullied and spotless as I received it three years ago; for by no act of mine, either in public or private life, have I brought discredit upon the office or organization.

Eighth District—F. W. Gore, Saginaw. Post F of the Eighth District has secured during the year 31 new members, which number as follows:

S. Brown, 16; Sam'l Shaffee, 4; Chas. Huebner, 2; J. Sonnenberg, 2; Thos. Denton, 2; M. V. Foley, 1; A. R. Sutton, 1; Chas. Hodges, 1; B. N. Mercer, 1; F. W. Gore, 1.

We have also secured 53 honorary members, of which number Chas. Huebner secured 24.

During the year two of our members have died—Jos. Wyek and A. R. Ramage.

One local organization has been kept up by its social entertainments, banquets and balls. The ball this year was the most successful we have ever held and has become one of the events of the social life of Saginaw.

That our enthusiasm has not in any way abated is shown by the fact that we have come to Flint with forty out of a total membership of 124.

We show a gain this year of twenty new members. Post F did its best to secure the passage of the bill introduced in the last Legislature to regulate the sale of goods in bulk.

We cordially invite any member of the Michigan Knights of the Grip to visit us at any time they may be in Saginaw when we meet, which is the first Saturday evening of each month, in P. P. P. hall, Avery building, Tenth District—F. L. Vantile, Bay City.

Owing to circumstance I am very sorry not to be with you at your fifteenth annual meeting. However, rest assured that my heart is with you and with the principles of the Michigan Knights of the Grip. As your Vice-President from the Tenth District, I wish to say, Post D, M. K. of G., is in fairly good condition. We have been able during the past year to add some fifteen or sixteen new names to the list.

While we have not held regular meetings during the year we have kept together, are out of debt and start in the new year with good prospects of increasing our number. Wishing you all a good time and a successful meeting. Eleventh District—Chas. M. Beers, Traverse City.

I think that I have been a little slow in reporting our post at Traverse City. We organized last spring with about forty members, with the following officers:

President—Chas. S. Brooks. Vice-President—A. W. Peck. Secretary and Treasurer—Chas. M. Beers.

Things have been very quiet during the summer. To-morrow night we have our first social party and we expect to follow it up with more of them and so work up some enthusiasm for new members. We have considerable material that has not been worked very hard. If we get a hard shell fellow, we send Brother Bosworth after him, and the man generally surrenders. Twelfth District—W. G. Tapert, Sault Ste. Marie.

I have not prepared a very labored report on the Twelfth District. I am up here alone in the Northern woods, you might say, and am somewhat isolated from my brother traveling men. We have not many traveling men living up here, yet I think I can say we have the largest percentage of growth to report of any district I have heard from yet. We have increased our membership the last year 100 per cent., which is one member. We hope next year to do likewise. (Applause.)

The Secretary—There is one thing I

neglected to embody in the Secretary's report, and I presume it will interest you: Of the 139 new members I did not figure the average age, as sixteen have come in since we came to Flint. The average age of the 139 persons is a trifle less than 34 years. This shows that the new members are young men. The Chairman—Gentlemen, you have heard the reports of the Vice-Presidents.

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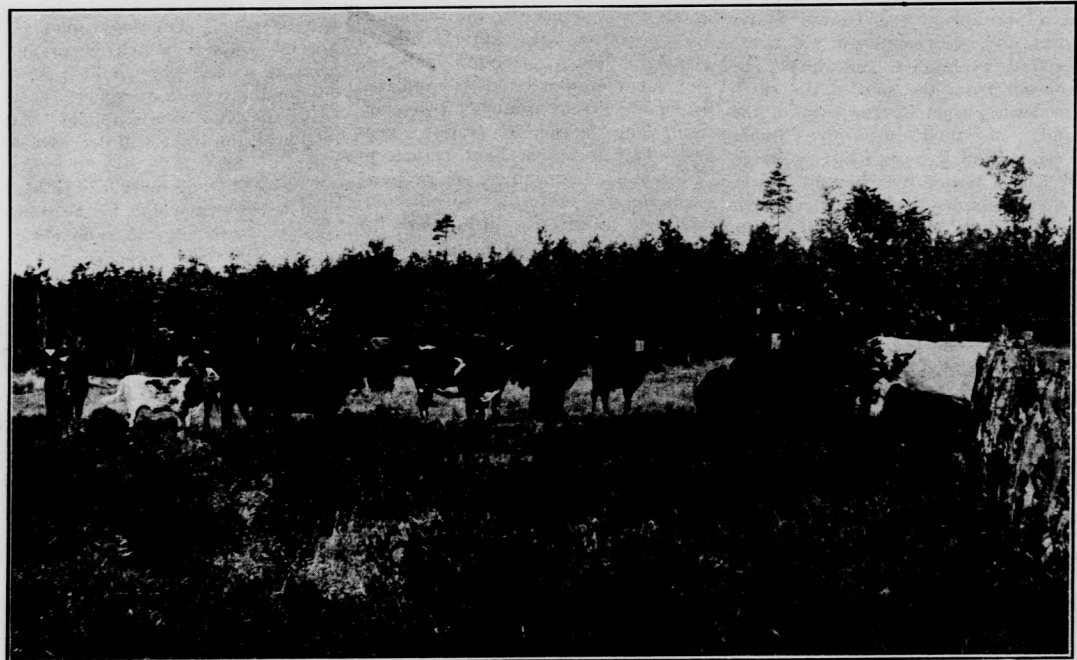
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Photograph of Cattle Grazing on Northern Michigan Cut-Over Lands



Eighty-four thousand acres of land in Lake county to be offered at public auction at the office of the State Land Commissioner, at Lansing, January 28, 1904.

For further information address

EDWIN A. WILDEY, Lansing, Michigan

We will act upon these various reports at one time. What is your pleasure?

Bro. Klocksiem—I move they be received and adopted and placed on file. Reports unanimously adopted and ordered filed.

The Chairman—The chairman of the Reception Committee and Ball at the Dryden this evening asks me to say to any gentlemen who have not received their little pasteboards to be sure and get them in the ante room. This is the cheapest thing of the kind I ever received at a convention and I have been to a good many. It is a great surprise to me and I presume it is to the rest of the gentlemen.

Bro. Brown—I move that we take this opportunity of expressing to the traveling men of Flint our heartfelt thanks for their cordial support to this, our State convention.

The Chairman—Gentlemen, you have heard the motion. Those in favor will rise.

Motion carried. The Committee on President's Address reported as follows:

Four Committee on President's Address would recommend that the recommendation regarding the reinstatement of members that have passed the 50 year age limit; also regarding the increase of the relief fund be referred to the Committee on Amendments to the Constitution.

We recommend that the matter known as the Brown bill be referred to the Committee on Legislation.

The Chairman—I move, Mr. Chairman, that this report be received and adopted. The report was adopted without opposition.

Bro. Bradner—I now renew my motion to adjourn.

Bro. Street—Mr. President, inasmuch as you have submitted by your address several questions of importance to many of us, upon which we desire an expression of our ideas upon them, we might as well spend a little time discussing them now. There are some here who are considerably interested in the question of dropping from our constitution the age limit of 50 after which if one through inadvertence or adversity fails to meet his assessments within thirty days he is dropped and can not be reinstated. I would like to hear an expression of opinion on that question from the gentlemen present and other questions submitted to the committee.

The Secretary—Mr. Chairman, I want to say in this respect that the Secretary has stretched this clause as far as possible regarding these old members, and when a man is 50 years old I have given him a second notice. And in order to afford such members relief I move that this meeting recommend to the Committee on Revision of the Constitution that such a provision be incorporated as will give all members a second notice within thirty days from the date of the first notice. We can't throw down the bars entirely; there must be a limit somewhere. I feel there should be something done in this direction, because such cases are coming up constantly. Among the seventy delinquents dropped last year I think there were four or five that were above the age limit.

Bro. Street—I don't want to make any motion to-day, but I simply want an expression of ideas. I don't want any second notice, speaking individually. When a man has become less of a wage earner than in former years I want him to have an equal chance with the young man, nothing more; if I am absent from home for thirty or more days or by some mishap fail to get my notice, I want to be put on the same footing as the young man.

Bro. Howarn—Many of the younger members of this institution drop out and remain out a year or two, and we are always glad to reinstate them upon application, but I don't think that would be a good policy with members past 50. The precedent has already been established by the Michigan Knights of the Grip, if I remember, at the convention at Lansing by reinstating a member past 50 who made application to the convention to be reinstated. The convention ruled that if he would pay all past dues and assessments he should be placed in good standing on the books, and I think, as that precedent has been established, that is all the gentlemen past the age limit should require us to do.

The Secretary—I want to correct Brother Street. When I say a second notice I would not do any more for the old man than the youngest man in the

order; they both get their second notice.

Bro. Jones—I am getting pretty well along in years. A while ago I received a notice from the Connecticut Mutual Insurance Co. that my payment was due January 2 and if I did not pay it by that date my policy would be forfeited. I have met my payments for thirty-five years, and there is no hardship in it. The life companies can not afford to do anything else; they must have a limit. You are treading upon dangerous ground in this matter, in my judgment. I would not put an amendment in the constitution that a man could be reinstated if he comes up with his money ninety days after if he was 100 years old. I would make him come up and show himself before this convention; and if he is poor and worthy we will do something for him just as we are doing for our poor brother at Lapeer. Suppose that man has become a confirmed drunkard and allowed his dues to lapse because he spent his money for whisky; then if you open your door you can't help yourself. Suppose a man has committed forgery or something of that kind he is coming in in the same way. The old man is entitled to your sympathy. I am entitled to your sympathy. I have been in here some years and done some hard work, and when I knock at your door and want your sympathy I will come to your convention. I don't want any amendment to your constitution for me any more than anybody else. I think the subject is worthy of consideration, but I would urge you to take care and not jump over the fence. * * *

Bro. Bradner—I don't like the phrase, "old man." They are all young. I am willing to vote for the sixty days, but let us treat everybody alike. * * *

Bro. Street—I don't want any special favors for old men; I want them on the same footing as the young men. I think the term "old man" is an honorable one. We are not working on the lines of old line life insurance. We are a fraternal association—fraternalism blended with insurance; not all one nor all the other.

Bro. Schofield—Brother Jones says we are growing old. I have passed the limit, and I have thought for several years this thing was not just right. I don't ask any sympathy, but I agree with Brother Street in all he says. I want fair play; if I happen to be away on a trip and don't get home in time to pay an assessment, I don't want to be left out.

Bro. Saunders—It has been intimated that old men past 50 are asking favors at our hands. I don't know that because a man is past 50 he is unable to pay his dues and assessments, nor that he should not be accorded the same privilege as the young man. When the amendment was made fixing the limit at 50 years I know of three members who were cut off that were good risks, and I have always contended it was an injustice to the older members.

Bro. Owen—I am one of the old men; I have some interest in this matter. Last Sunday one of the old members came to me and said, "I don't know what I will do, I am over 50 and am doing nothing. I have very little insurance. I have sent my assessment, but I haven't got my receipt. I wish you would see about it." I find he has paid and his receipt has been sent him, but he had not received it. He grew anxious. Brother Jones is used to coming before this body, is thoroughly familiar with our way of doing business. How many members have any idea of coming before this body? It might be a hardship for one living in a remote part of the State to come to this convention. The member Brother Howarn referred to lived in Lansing and the convention happened to be held at his home town and he came before the convention; such a case might not happen again in a long time.

Bro. Burns—I have been Record Keeper of the Maccabees for the last eight years. We receive members from 18 to 50. A great many times I have sent older members whose assessments run over a few days two notices and they are on the same footing with the man of 18. If they have a certificate of good health within thirty days they can come in the same as the young man. It is only fair to give them the same chance. When they arrive at the age of 70 we remit their assessment; and personally I would be in favor of remitting every member's assessment after they pass the age of 60. That would be my personal idea. I should certainly be in favor of putting them on a par with the younger man.

Bro. Waldron—The more we discuss this the more we will arrive at the conclusion that we are treading on dangerous ground. I don't think there is any one here talking on the subject but would hold up both hands for the best interests of this Association, and we have got to guard against the assessments becoming burdensome. While life insurance is not our prime motive, when we deal with the subject at all we must be governed somewhat by the rules laid down by other associations whether they be fraternal or otherwise. The gentleman who last spoke said their age limit was 50 years. If I am correct ours is 55.

Bro. Brown—No, it is 50. It used to be 55.

Bro. Waldron—I am glad we have spent the time discussing the question, but our constitution would prohibit us doing anything with it to-day.

Bro. Begg—Something has been said about life insurance, and that being my business I can state we make it a rule always at any age to give them a reinstatement by furnishing a certificate of health. They must go before our medical examiner and be examined. If we have to have an age limit it would seem all the more necessary that we should have it where it is to-day, as we do not require at any time a medical examination. I don't think we should change the limit.

Bro. Hill—I don't see the injustice as it is. A young man can drop out and come in again as a new member. I think the second notice would cover the ground fairly and squarely and give all a fair chance for protection.

Bro. Jones—I move we adjourn until 9 o'clock to-morrow morning. Motion prevailed.

(Concluded next week)

Why Some Men Fail.

My song is this: Why some men miss In life their chosen goal— They seek to fill, with half the will— A plan that needs the whole.

They sow the seed on mount and mead, And wait to see it spread; While, half concerned, they leave unturned The clod upon its head.

They waste in play the light of day, Knowing that there will come, At even-fall, the welcome call— To eat the unearned crumb.

Thus down the tide of life they glide, In poverty and pain, Leaving undone, from sun to sun, The things that lead to gain.

But when the last lone hope is past, No more to light their way; And all is lost—they learn the cost Of doing things halfway.

—Edwin T. Jones, in Success.

After hearing a sermon in which the preacher condemned the strife for money, John D. Rockefeller said: "I indorse every word of it. Such an example for young men! It is true there is no happiness in the possession of great wealth."

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E. A. STOWE, Editor.

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SWELLING THE SWARM.

There have long been outcries against foreign immigration into this country. Since the year 1830 some 15,000,000 foreigners have come into the country. With so vast a territory as we have to settle up and develop, such an addition to the natural increase of population has been absolutely necessary and there is still need for more labor, particularly in the agricultural regions. Up to the present time the outcry against foreigners has resulted in excluding the Chinese only. All the other peoples are freely allowed to come in provided they are free from dangerous and contagious diseases and are not paupers, criminals, idiots or insane. Doubtless some further regulations are necessary to keep out the objectionable classes, but at this very moment the country needs a large accession to the ranks of its agricultural laborers.

Dr. McLaughlin, of the United States Public Health and Marine Hospital Service, in the Popular Science Monthly for January, declares that from the point of view of the public health of the United States, there are three factors that must be considered. These are the physique of the immigrant, his destination and the presence or absence of communicable disease.

The first mentioned, the physique of the immigrant, is by far the most important factor. Good physique was much more general among immigrants a quarter of a century ago than among the immigrants of today. The bulk of the immigrants previous to 1880 came from the sturdy races of Northern and Western Europe, and, not only was good physique the rule, but loathsome, communicable or contagious disease was extremely rare. The immigration from Ireland, Germany and the Scandinavian countries is insignificant to-day compared with the thousands of Slavs, Italians, Hebrews and other immigrants from Southern or Eastern Europe, which now crowd American-bound vessels and pour through the ports of this country in an ever-increasing stream.

With the change in the racial character of immigration, most marked in the past decade, a pronounced deterioration in the general physique of the immigrants, and a much higher percentage of loathsome and dangerous disease is noticeable. Thousands of immigrants of poor physique are

recorded as such by the medical inspectors at Ellis Island, and a card to this effect sent to the registry clerk or immigrant inspector with the immigrant, but this mere note of physical defect carries little significance under the present law, and the vast majority of them are admitted by the immigration authorities, because it does not appear that the physical defect noted will make the immigrant a public charge. When the physical defect or poor physique is so marked that it seems to the medical inspector likely to make the immigrant a public charge, the immigrant is detained, and a certificate is made stating his disability, which certificate goes to the Board of Special Enquiry with the detained immigrant. About two-thirds of the immigrants so certified as likely to become a public charge are admitted.

Thus it is, many immigrants who are liable to disease and pauperism become inmates of the country when they ought to be excluded. The idea of the writer quoted is that there should be but one standard of physique for the immigrant, no matter whether his destination be the Pennsylvania mines or the New York sweat-shops. The skilled laborer should be expected to possess the same rugged physique as is now expected of the unskilled laborer. The standard should be fixed by law by comparison with other well-recognized standards of physique, and should be sufficiently high to exclude all who could not beyond doubt make a living at manual labor.

One of the most serious objections to many classes of immigrants is their tendency to stop in the cities and swell the swarms of the poor and undesirable classes. These new people are wanted in the cotton fields of the South and the grain fields of the West. They are needed to fill up the sparsely settled regions and cover them with farms and homes. On the contrary, too many of them stick to the cities, creating a vast population of idlers, loafers and criminals, preying on the community in which they live, while the agricultural interests are suffering for labor.

Thus it is that the people of this great new republic are realizing what has long been declared of the cities of the Old World, that they are frightful physical and moral ulcers on the body politic.

A judgment for \$4,000 has been entered in the Circuit Court at Nashville, Tenn., against the Louisville and Nashville Terminal Railroad for injury to an adjacent property from the smoke of locomotives operating in the terminal company's yards. Eighteen other suits of a like character are pending against the corporation. The principle sustained in this suit is, however, correct. No one has a right to conduct even a legitimate business in a way to damage his neighbor's property.

The comprehensive article on Grafting, published elsewhere in this week's paper, is reprinted from the Brooklyn Eagle with the permission of that publication.

BUSINESS VS. BEER.

The business world in sheer self-defense has been obliged to turn reformer. Little by little it has found out that it is not the man with the hoe but the man behind that implement of agricultural industry that settles the question of commercial success. Thus far the theory has been that the better the implement the better the workmanship and that the excellent tool in the hands of the average American workman was the foundation of the Nation's acknowledged greatness. Gradually, however, that thought has been changing and to-day it is the workman that has centered upon him the attention he has all along deserved. Now it is the unsurpassed machine and the unsurpassed man that runs it which together are moving the American world and it is because of this union that this Nation's progress has made so many and so rapid strides.

This same fact has become especially prominent in the railroad world. Little by little the railroads have been looking after the details which, it was thought, had everything to do with the roads' general prosperity in the search after rapid transit. The engines, the rolling stock and the management of them were supposed to have everything to do with the number of miles an hour and they were accordingly looked after. Then it was found that the road bed was an equation to be carefully considered and worked out. Now it was the steel rail that must be put down; and so, item by item, constant test was resorted to until perfection in these lines led up to the culminating thought that, no matter how near perfection the physical condition of the road might be, a hundred miles an hour would never be reached and above all kept up unless the brain that drove the machine was on a par with the machine itself.

Then it was that business became a reformer for purely business reasons. Then it was that beer and what it stands for became a matter of the greatest interest. Then it was that the cigarette was found to be a bar to the attainment of the required number of miles an hour. In a word, the man with the machine began to receive the attention that he had deserved all along and had not received, until to-day the workman and his habits enter more largely into the problem of rapid transit than did the physical features when the matter became a subject of concern. The Northern Pacific is a case in hand. It has decided that temperance is an element of success in railway management and has formulated an order which is to take effect on the first of the coming year. This requires that all employes of the company shall abstain from liquor as a condition necessary to a continuance in its service. Not only is drinking to excess forbidden, but the social glass, the forerunner of excess in thousands of instances, is forbidden under pain of dismissal. When the question comes down to business versus beer the railroad asks for no time for deliberation.

It is easy to understand why this decision came to be so promptly reached. Without the fearful record which beer has made for itself in the loss of life and other fearful consequences from a drunken workman, from trainman to engineer, it has long been a wonder that roads have been willing to place in the uncertain hands of a beer-muddled brain the amount of property which the modern train represents. It was, and has been found, too great a risk. Aside from the question of life and death it involves an amount of suffering or the risk of it which no company has a right to assume; and every railroad in the country found upon a slight examination into the existing condition of things that beer and its representative were exacting more tribute from the company than it could really pay. They were giving them a class of men that they could not afford to employ and, when the question of speed was taken into account, a class of men too far gone in intemperance to be safe handlers of traffic. From every point of view it was hundreds to nothing against the beer and for purely commercial reasons business became a reformer.

The action of the railroads has been adopted in other lines of commercial enterprise and beer is not the only indulgence "cut out." The deadly cigarette is teaching a lesson to youthful humanity by unqualifying them for hoped for positions which nothing else can. No longer are the tobacco-stained thumb and forefinger considered the unmistakable signs of manhood and fitness for commercial endeavor. Trained intelligence is to the boy's astonishment not only asked after but demanded, and a high school diploma is no longer looked upon as so much worthless paper. The old-time traveling man with his ignorance, his vulgarity and his too often dissolute life has given place to the gentleman who is now valued in proportion as he represents his house from every first-class point of view. Profanity is not now considered a commercial recommendation and character is more and more looked upon as an essential in an aspirant for place in the world of traffic. The fact is business has been compelled to become a reformer and the improved conditions in matters mercantile show not only the great changes necessary but the urgent need of his taking up the role he so reluctantly assumed.

No one who is at all familiar with the matter will dissent from Dorothy Dix in her general statement in this week's contribution that membership in a trades union "changes well-meaning people into shirks, sneaks and liars." An instance in point is afforded by the letter carriers' union in Chicago, which held a ball under the auspices of the union two days after the horrible holocaust in that city. Letter carriers are generally men of superior intelligence, but membership in a trades union apparently changes them into fiends, as it does men of other occupations.

GROWTH OF GRAFT.

It Threatens the Very Existence of the Nation.

Graft is the extorted profit from an official representative position or employment. It is the purchase price of an unfair favor; an accepted bribe in consideration of which the tender is permitted to violate or evade a law. Graft is money stolen in perfidy to a confidence reposed in a representative. It is the price of official dishonor. It is a dishonest perquisite. Graft is the meanest and lowest form of thievery. The pickpocket betrays no confidences, and the cautious man can guard himself against this nimble-fingered species of thief. The burglar and the highwayman risk their lives in their plunderings. They are open and avowed enemies of society, and boldly defy its laws and dare its penalties. They ask no meed of respect from those they would rob. They quarrel not that society brands them as criminals. The forger operates against those who are trained to be on guard against his villainy.

Compared to the grafter, the pickpocket, burglar, highwayman, forger and others who aim to secure money without returning a fair equivalent in goods or service are deserving of some degree of respect. The grafter deliberately robs those who have elevated him to a place of power or honor. Ignoring that splendid instinct which impels a gentleman to do more for his friends than he would do for his own pleasure or preferment, the grafter plunders those who have given him the guardianship of their property or the watching of their interests. The guest who steals from the table of his host the silver spoons which are placed by his plate has in him the making of a successful grafter. His crime, although mean, is small compared to the public official who robs not one friend, but an entire community of his fellow citizens.

Grafting is by no means confined to the petty and wholesome robbing of the community by public officials. There is the grafter who is false to the interests of his employer; the grafter who, as trusted clerk or official, uses his position with corporation or company to a dishonest end. In every branch and ramification of the business, financial and industrial world is found the grafter; smug of face, discreet of tongue, mealy-mouthed in pretended loyalty—a snake warmed in the bosom of the one he systematically plunders. This systematic spoilation of employes, public, corporate and private, has become the besetting and shameful sin of the American people. There is not a position so high or one so menial without candidates and applicants who desire to hold it for its plundering. There are janitors who exact graft from tenants and landlords; the street laborer bribes his way into his employment and shirks his work; the street railway conductor purchases the influence which makes him a collector of fares. The confidence of the street railway corporation in its employes is evidenced by the fortunes expended in cash registers and

in the services of detectives and inspectors. The engineer of many a power plant reckons as a fair part of his income the commissions he receives on coal, oil and everything else purchased for his use. The commercial traveler bribes the trusted representatives of his customers, and there is a legend that some of them are not above exacting that item of graft which is concealed in a distorted expense account. The policeman buys his place on the force, and is disciplined by removal to a precinct or district where there is less opportunity for graft. The contractor blocks the public streets with building materials, and feels secure from the enforcement of the law when he has bribed those whose influence will permit its disregard. Bootblacks and newsboys pay blood money for permission to ply their trades on cer-

remarks expressive of envy or of admiration for the successful grafter than of condemnation of his methods. It is unreasonable to hope for the honest conduct of public affairs so long as the business and professional grafter is looked on not with contempt, but with admiration. The tolerance extended to the grafter demonstrates the existence of a deplorably low public moral tone. Grafting has become a science; it is the besetting sin of the American people. In this world of speculation there are three distinct divisions, viz.: Those who receive the graft, those who tender the graft, and those who aspire to be grafters. Allied with these is a fourth class who, while not participating in the proceeds, look upon the system, not with honest abhorrence, but as a trifling and necessary evil. There has been stealing in all

officials had stolen the funds raised for the support of the men who fought at Saratoga and Trenton. The first act of the regularly constituted Congress—the refunding of the public debt—reeked of speculation and corruption. But such instances are rare in the early history of the nation. There is nothing to show that the system of petty and wholesale official thievery, which now goes by the comprehensive name of "graft," had yet been established. It was fashionable to be honest. When a man betrayed a public trust he became an outcast. If the Benedict Arnolds of to-day in a city of the size of New York or Chicago were to march in solid ranks past the respective city halls, it would take them long to pass, and it is to be feared that they would be greeted and applauded by throngs of admiring and envious followers. Before making the serious statements which follow, I desire to insert this preface: The vast majority of those who fill positions of trust in this country are honest and honorable men. Of the thousands and ten of thousands who fill political places in the national and state capitols, and in the cities, towns and villages between the two oceans, the overwhelming majority receive no money which they do not fairly earn, and in numberless instances they are but ill requited for their services. There is an army of hard working men and women who have spent the best years of their lives in faithful service in our public departments. They will retire in their old age with nothing but gray hairs to show for weary years spent for barely enough to maintain a respectable existence. There are scientists, specialists and professional men holding official positions who work with an earnest most disinterested zeal which would bring them fame and material reward if devoted to other than the public welfare. Yet the reputation of such as these is smirched by their forced contact and association with the grafter. Let us look the truth fully in the face. Is it not a fact that the man who holds or aspires to a public position renders himself liable to the suspicion that he is or would be dishonest? Is it not a fact that men who value their good fame and name above all other considerations hesitate to accept or compete for public office for fear their honor will be tarnished? Is there not much of truth in the assertion that while all officeholders are not thieves, all thieves would be officeholders? Is it not a fact that the mercenary violation of public trusts and of private positions is more widespread in this country than in any other? An unbiased study of the facts will compel one to answer all of these questions in the affirmative. The grafter rules in the political world, and he has extended his sway into hundreds of the avenues of business and finance. The inexorable law of supply and demand governs and determines in the world of graft. As naturally as water seeks its level, and as instinctively as rats discern the scent of cheese, does your grafter locate and reach out after



Frederick Upham Adams

tain corners. Railroad passes, issued to members of the clergy, are found in the office of "ticket scalpers"—hardly an occupation or a profession which does not afford opportunity for that systematic thievery which goes by the name of graft. The time has come when graft is a recognized and conventional factor in determining the incomes of those who profit thereby. When a position is under consideration the question is blandly asked, "How much is there in it outside of the salary?" The suspicion that an individual is taking dishonest advantage of his office or employment may become a certainty without seriously menacing his standing or reputation. Society frowns only on the detected and exposed grafter, and has more of contempt for his stupidity than of scorn for his knavery. One oftener hears

ages, and as far back as we can look in the records of nations we learn of men who have attained wealth and position by taking mercenary advantage of places of trust and honor. There have been those, who, like Walpole, defended corruption as a conservative force which tended to protect vested rights. Alexander Hamilton is on record in a speech delivered before the convention which framed the Constitution of the United States as indorsing in part Walpole's position, and certain of his critics claim that he made practice of his theory. Certain it is that during the seven desperate years when we were struggling for our national independence, there were not wanting those who in devious ways fattened on the public revenues. Our soldier forefathers went ragged and hungry because contractors and bribed

the positions where graft is possible and profitable. Since there are more grafters than opportunities for grafting, there is engendered a lively competition between those who would fatten at the public expense. Thus there is established a market price for official positions. At times a combination of grafters will sacrifice one of these positions to an honest man in order that in an election the influence of his good name will place or hold them in power. But as a rule these places are sold to the highest bidder, discrimination being shown to those whose personality adds to that popularity necessary to the winning of votes. No investment yields so large returns on money expended as that which establishes one as a grafter. Experienced politicians usually estimate the profit at a minimum of 100 per cent. If a man spends \$10,000 in order to secure a political job he expects to make as much or more each year out of it. Like gambling, the profits are high because the risks are great. There ever looms up the shadow of the jail. It will not be claimed that official salaries are too high in city, county, state or nation. On the contrary they are too low. It will not be claimed that there is longer any honor in serving a community while suspicion attaches to every officeholder. A capable man can make more in a civic position than he can in a public one, and his reputation stands in no danger. It may, therefore, be fair to assume that the man who pays his way into an office purposes to rob the community through it. No other inference is logical. It naturally follows that the greater the opportunities for plunder the higher the price paid for the office. The law of supply and demand is followed absolutely. It is, therefore, possible to locate the more important grafters and to determine the approximate amount of their stealings by naming the offices which are sold, and by determining the price paid for them. Every elective position in New York and, for that matter, in all large cities in this country, offers possibilities for graft, and all of them in the metropolis have been filled by grafters. It is conceivable that an honest man of great wealth might pay as a campaign assessment a sum of money equal to his salary for the entire term to which he aspires, but in doing so he evinces a sad lack of delicacy and sets a most deplorable example. But we may quickly dismiss these figureheads who stand as the standard bearers of the party. They may or may not be intending grafters. As a rule they pay campaign assessments, and large ones. In England, France and Germany such indiscretions are not permitted. But what shall we say of aldermen who pay in assessments many times the amounts of their salaries? What shall we say of candidates for the judiciary who pay vast sums of money in order that they may be elected to the most respected places within the gift of citizenship? The demand is made from pulpit and editorial page that no word of criticism or breath of censure be directed

against the bench. They may thus cultivate a respect among the masses, but the damning, practical fact remains that there are communities in which the highest assessments in proportion to the prospective salaries are levied against the judicial candidates, and coupled with this is the additional and more ominous fact that in many instances these assessments are paid, not by the candidate, but by corporate and other interests which reasonably may expect to have litigation before the judge whose election is in question. Where there is reasonable doubt as to which ticket will win, it is customary for such interests to pay the assessments of the rival candidates. No fact is better known to those admitted behind the scenes in politics. It is not an agreeable thing to write about, but "graft" is not a poetic topic.

We may accept it as a self evident proposition that the man who buys his way into an office intends to steal his way out of it. It makes small difference how he spends his money; it is bribery if it be devoted to the winning of an office. There are ways of bribery other than holding a man by the shoulder and jamming a roll of bills into his pocket. The candidate who lavishly expends money on picnics and entertainments for his constituents; who distributes thousands of turkeys during the holiday season; who pays police court fines and funeral expenses, may be justly suspected in most instances of motives far different from those which inspire the philanthropist. What is more significant is the fact that the recipients of these favors are not in the least deceived thereby. They recognize and accept them as their share of the graft. If the donor be in office, they realize that he is expending a small percentage of his stolen profits; if he be a candidate, they know that for every dollar risked he hopes to win ten.

The type just considered may be classed as professional grafters. They make no hypocritical pretense of a fine-spun morality. As a rule they are no lower in the scale than the electorate responsible for them. Grafting is their business. They are "working for their own pockets all the time," and scorn to deny it. The answer to the question, "What is there in it for me?" determines their action in all things political or governmental.

Equally dangerous and far more despicable is the grafter who poses as a respectable member of society. The grafter from the slums—brutal, ignorant and redolent of the barroom—would not be tolerated for one moment had he not his counterpart in the genteel, educated character in broadcloth who prates of patriotism and asks the blessing of Providence on his peculations. It is to fill the hungry maws of such as these that lobbies are maintained wherever representatives have at their disposal franchise favors or special legislation. It is to swell their bank accounts that certain corporations set aside corruption funds. By means of iniquitous favors, for which they received the purchase price, robberies

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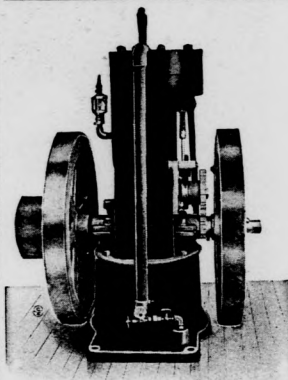
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and extortions innumerable are being practiced on the American people. Where is the community which can proudly and truthfully say that it is not being plundered as a consequence of the venality of its elected or appointed officials?

How many boards of aldermen are there which stand so high in honesty as to be above suspicion? In what state do legislatures meet which have the respect, approval and implicit trust of its people?

This is the only nation in the world where the holding of a public office raises a suspicion as to the character of the incumbent. In our great municipalities we esteem it a matter for congratulation if a man of known probity and of recognized character and ability can be induced to stand for office. Derisive names are coined to designate those whose unselfish civic pride impels them to bear the odium of office holding. We call the man who places honest citizenship above partisan greed a "mugwump." We term the man who dares defy the cohorts of organized rapacity a "goo-goo." In most of our large cities and in hundreds of smaller ones it is impossible to elect a ticket composed wholly of reputable men, except at long separated intervals when disgust with outrageous mis-government arouses a municipal revolution.

In other words we have not enough of civic pride to outweigh the energy and influence of the grafter. Surely this is an astounding and deplorable state of affairs! Since it obtains in no other nation on the face of the globe the inference is clear that we have reached a low moral plane, which should and which does hold us up to the scorn of all students of these contaminated institutions.

Look the facts straight in the face and attempt to read the secret of this infamy. Who is the ally of the grafter? Who pays over the money which makes his ceaseless activities profitable? In the answer to these questions is found the secret of the success of the grafter and of the shame of American citizenship.

For each grafter who receives bribes there are a score or more of men who tender them. These patrons of the grafter, these producers of graft, are, as a rule, men who make pretense of respectability. They have bank accounts. They employ other men, and expect and often insist that their employes shall not vote counter to their interests. They belong to churches, clubs and societies. They are a part of the solid conservative element. Why are they the patrons of grafting? Why do they vote for grafters in conventions and at the polls? Because, like their henchmen, the grafter, they "are working for their own pockets all the time."

No city on earth has a criminal class so strong or a slum district so populous as to return a majority in favor of political thieves. The grafter is to the fore because criminal business interests have placed him there. He is on the same pay roll with the lobbyist. He is the hireling of respectable rapacity.

Whenever a bribe is tendered, four crimes are committed or contemplat-

ed. The one who offers the bribe wishes to violate or evade a law. He declares his intent as a criminal. That is crime No. 1. He offers the bribe, or authorizes an agent to do so. This is crime No. 2. The grafter accepts the blood money. This is crime No. 3. He violates his oath of office and permits the infraction of a law. This is crime No. 4.

No vicious piece of legislation stands on a statute book but that bought it and placed it there. There is no grafter of consequence, who in time or stress of danger, can not demand and speedily receive the support and influence of men who stand high in the world of affairs.

Is there any other door at which we can lay these crimes? Do the people as a mass raise corruption funds and assail the virtue of their representatives and officials? Do those whose children are denied an education because there are not sufficient school buildings secure quick relief by purchasing the necessary appropriation? Are parks and playgrounds to be had through the use of money in the hands of a paid lobby? Was a dollar ever expended in bribery for other than a personal and selfish purpose? There is only one answer to these questions.

The grafter is an effect; not a cause. He is the retainer of dishonest business interests; the henchman of those so carried away by the lust of greed that they do not hesitate to plunder their fellow citizens through the bribed co-operation of those who are paid to protect their interests.

In foreign countries, which make no claim to the liberty which is our heritage, they are partly recompensed by the service of officials who find honor and pleasure in the just and careful administration of the duties of their positions. In the great municipalities of England the citizen who has served his country and amassed an honest competence as a business or professional man looks forward after middle age to the possibility that the riper years of his life may be called into requisition by the community of which he is a part. Such men fill the higher elective and appointive positions, serving generally without pay, and finding their reward in the appreciation of those who have honored them by their confidence. The vast engineering works completed in recent years have been planned and supervised by men whose only pay was the applause of their fellows. The great public utilities of Glasgow, Birmingham, Manchester and London are in charge of men whose lives and acts raise them beyond the reach of suspicion. Bribery is a crime in England; it is a profession in our beloved country.

We have blurred and well-nigh obliterated the line which separates honesty from dishonesty. We have considered honesty as a policy and not as a virtue. The shrewd trading and business instinct of the former generations has degenerated in many instances into an over-reaching and unscrupulous avarice. The "tricks of trade" had not far to fall to become the crimes of business.

Powerful and seemingly unassailable as is this alliance between criminal interests and criminal officials, it will be ground to powder when once the American people realize the shame which has crept upon them. There is brewing a revolution against venality, whether of the tap room or of the counting room. When it bursts it will fill the jails with strangely assorted criminals. There will come a day when honesty will be fashionable; when probity will no longer be the subject of a sneer.—Frederick Upham Adams.

The Egg Treatment For Felon.

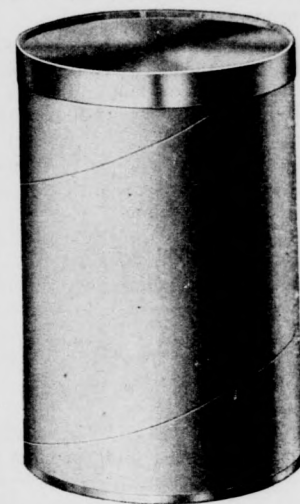
The skin of an egg has been recommended in felons, but does not seem to be very efficacious. Dr. Whitman says that for the last fifteen years he has used the whole egg and has yet to see a case it will not cure, if it is a real bone felon. He uses it thus: Take a fresh egg and crack the shell at the larger end, making a hole just large enough to admit the thumb or finger, whichever it may be, and forcing it into the egg as far as you can without further rupturing the shell. Wipe off the egg which runs out and bind around the whole a handkerchief or soft cloth; let it remain over night, and generally the felon is cured; if not, make another application. Dr. Whitman has yet to see the case where it has failed.

The best religion to have in hand is the kind we give away.

God gives peace by sending pain.

We Save You \$4 to \$6 per 1000

If you use this 1 lb. coffee box



Gem Fibre Package Co.

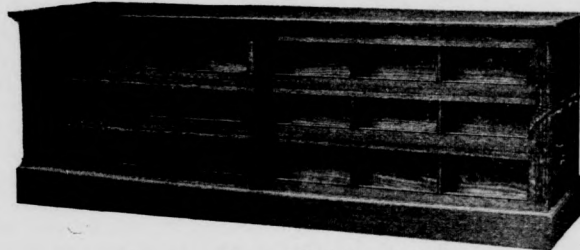
Detroit, Michigan

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4, 8, 12 and 16 feet long.
Drawer back of each glass 6 3/4 x 13 3/4 x 20 1/2 inches.



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

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

WORDEN GROCER COMPANY

BUSY BEASLEY.**Eccentricities of a Customer Familiar in Every Store.**

Written for the Tradesman.

There were a good many customers in the little country store and every clerk was busy when Mr. Beasley made his appearance.

"I want to git waited on right away," he announced before the door had closed behind him. "I'm in a dretful hurry and I can't fool around here a second."

But the force was pretty familiar with Mr. Beasley's eccentricities, and nobody answered him.

"Be you busy?" he asked directly, addressing Mr. Williams, who was filling a red paper sack with dark brown sugar for a man from way over east.

"Why, rather," answered Mr. Williams without looking up from his work.

"I didn't know," said Mr. Beasley in an injured tone. "I'm in most an awful rush jest now. The ole womern says we're all out of dust tea—hain't got enough fer supper, an' Bill's folks is comin' over to take a clean meal with us fer a change, an' she can't do nothin' about gittin' of it ready without she's got every blessed thing in sight that she's goin' to cook. Say, how soon d'you reckon you'll be at libe'ty?"

"O, I don't know," replied Williams, as he set the scales, "I've got to finish with this man and then there's Mis' Calkins and the Van der Bunts and Billy Chapin ahead of you, if some of the clerks don't get around to pick them up before I do."

"My, that'll take an awful while," sighed Mr. Beasley. "Say, d'you s'pose you've got another pair of pants in the store that'll fit me an' wear like them I got here last winter?"

"O, Gee! I don't know," replied the merchant, as he wound an extra wrapping of twine about the package of sugar, "I've most forgot what kind you had. What else was it you spoke of?" he enquired of the man from way over east. "O, yes, I remember now. It was yarn. Now we have several kinds; but more than likely you'll want some of this heavy home-spun yarn. It's about the warmest and most durable kind there is to be had, and it's mighty hard to get hold of nowadays, too."

"Say, le'me get a look at that!" demanded Mr. Beasley.

"Is this the jannewine?" asked the man from way over east.

"Say, that don't look like what my old mammy used to spin," observed Mr. Beasley, as he ran the strands through his withered fingers. "It's the single thread, an' it won't wear like what we used to git. You allers want to buy the doubled and twisted kind fer wear," and Mr. Beasley threw it down in disgust.

"Well, now that's pretty good yarn," said Williams with a slight show of annoyance. "You'll have to look a good while before you'll find any that'll beat it."

"How much is it a pound?" asked the man from way over east.

"Yes," said Mr. Beasley, "that's

what I'm a waitin' to hear. How much is it a pound? Can't form no good judgment onto a piece of goods nowadays without you know the price. Price is what counts—price an' quality."

"One dollar a pound," said the merchant.

"Say, hain't that a pretty stiff figger?" demanded Mr. Beasley. "Seems like a body orter git the like o' that fer sixty or seventy cents."

"That's jess what I was a thinkin', too," remarked the man from way over east, who really hadn't thought anything of the kind until Mr. Beasley suggested it to his mind.

"Seventy cents for yarn like that!" exclaimed Williams in well-feigned surprise. "Yarn like that for seventy cents? Well, I guess not. The way cottons and woolens are now it's a wonder I don't have to get ten shillings for it. How much will I do up for you?" he asked the man from way over east.

"I reckon you could do better over to Jones's," suggested Mr. Beasley. "They keep an awful good stock of such like truck. Course I don't want to interfere with your business, Williams," said Mr. Beasley, apologetically, "but a feller ort to do the best he kin, and I allers like to do a neighbor a good turn. Air you pretty nigh ready to wait on me? You know I said I was in a dretful hurry."

"Say," suggested Williams, "don't you want to go and sit down for a few minutes? You'll get tired standing around so much, and I'll attend to you just as soon as possible."

"No, by Mighty! I don't," answered Mr. Beasley with some asperity. "You nee'n't to think I carry this cane because I n-e-e-d it. It's an old keepsake, an' I lug it around with me jess fer comp'ny. I can stand hard work better'n some o' the young fellers. Course if you don't care fer me to be hanging around I can go somers elst," he suggested as a look of displeasure crossed his face, "but I don't see how you kin expect to sell yer goods unless you let folks look at 'em, an' it must be a sight easier to show two fellers to onct than to have to haul down all your stuff jest fer one, an' him not knowin' whether or not you got anything he'll want to buy."

"O, that's all right," Williams hastened to reply. "Look all you like," and with an inward groan he turned once more to the man from way over east, and finally managed to get an order for home-made yarn at the regular price.

"Le'me look at some o' your rubbers to wear with socks," said the man from way over east.

"Certainly," replied Williams, promptly leading the way to the rubber department.

"Say," said Beasley, "you want to kind o' keep your eyes skinned if you're going to buyin' rubbers."

"Why?" asked the man from way over east.

"Cus the's such a fraud into 'em. They sell rubbers here that look all right, but that hain't good fer more'n three or four days' hard knockin'. Holes come into 'em right off, an'

they cost enough to be good ones, too."

"Who got poor rubbers here?" demanded Williams, as he came forward with a pair of long "leather tops" with snag proof bottoms. "Did I ever sell you any rubbers that didn't wear all right?"

"O, mine wa'n't nothing to brag of," replied the old man calmly.

"Got 'em on now?" asked the merchant.

"Yes, here they be, if that's any satisfaction to you."

"Why, those look all right," said Williams after a careful examination. "What's the matter with t-h-e-m?"

"Well, there hain't nothing very bad the matter with 'em y-i-t," said Mr. Beasley, "but I hain't had 'em long enough to give 'em a good

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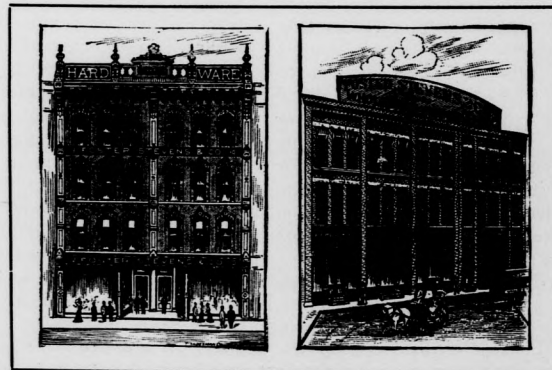
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Foster, Stevens & Co.**Grand Rapids, Michigan**

test. Kin tell you more about them rubbers after I git through with 'em." "How long have you had them?" asked Williams.

"Well, now, if I had my ledger here I could give you day an' date fer it," answered the old man, "but being as accuracy is one of my principles, I don't like to give no dates without the books to show for it. I can fetch 'em up next time I come to the store, an' tell you all about it." "Did you get them this winter?" persisted the merchant.

"O, goodness, no. I got 'em longer ago'n that. Seems like you orter to remember when it was. Don't you mind of my being in here and Bill's woman was here at the same time, an' we looked at a whole lot of pairs afore we decided on these, and you said how good they was and that I could change 'em for another pair if they didn't suit the woman when I got 'em home?"

"Was it last winter, then?" asked Williams, ignoring the rest of the statement.

"No, I don't reckon it was. Seems to me like it was a year ago last Janewary, or it might of been in December. Anyhow it was right along after pension time. Course I hain't wore 'em every day, and they may turn out to be all right. I hope so, but the' so many ways of sculduggering a feller on rubbers now, that I ain't going to place no dependence in 'em till I know just what they be."

Williams laughed a little, and even the man from way over east saw that Beasley's opinions on rubber goods were of an unusual sort, so he turned to the merchant and was soon in possession of a suitable pair.

"And now," said he, "show me a good, warm Mackinaw. I want one that'll wear, and that won't get wringin' wet three days afore a thaw. Gimme a dandy one and don't charge more'n thribble fer it."

"Say, stranger," interrupted Mr. Beasley, "have you see any them sheepskin lined wammusses they got to the Boston store? Gee! but them's warm an' good. Wisht I had one myself some these cold days."

"There now," said Williams in desperation, "I know you're in an awful hurry, Mr. Beasley, and Fannie is just out of a job. She'll be tickled to death to wait on you. Here, Fannie!" he called to the new and perhaps over-enthusiastic clerk, "Mr. Beasley wants to be waited on right away. Will you please attend to him?"

"O, s-u-r-e!" said Fannie, as she rushed to the rescue.

"I don't care to be waited on by no gal," remarked Mr. Beasley grumpily.

"Now, what do you want me to get for you?" asked the clerk.

"I'm a waitin' fer Mr. Williams," said the customer, without looking up.

"O, Mr. Beasley," exclaimed Fannie, "I can wait on you just splendid. I know where the tobacco is and the pork and the cheese, and I guess that's about all you buy, ain't it, Mr. Beasley?"

"Never did like to be helped by no gal," remarked the old man.

"Now, Mr. Beasley," said the girl airily, "I know you'll be awfully well pleased with me for a clerk. We've got the loveliest prunes you ever saw. Can I put up some for you?"

"I can allers do better with the proprietor," said Mr. Beasley querulously.

"O, I guess not," answered Fannie cheerfully, "just try me once. Won't you come and see the prunes? They are dreadfully cheap. Everybody says so."

"If I had a store," remarked Mr. Beasley decisively, "I'd never have no gal into it."

"Did you say you wanted some tea, Mr. Beasley? How much would you like?"

"If I had forty stores I wouldn't have a gal into a one on 'em," growled Mr. Beasley.

"C-a-n-'t I get you that tea?" asked Fannie in despair. "I'd like to s-o well, and I know I can do it right."

"If I had stores to burn, and they was all afire, an' the' wa'n't nothin' but wimmen around to put 'em out, an' I was there to say the word, I'd say, 'Let 'em burn!' by Thunder!"

Fannie went out on the back steps, threw her apron over her head and wept silently for a long time. After a while Mr. Williams found opportunity to wait on Mr. Beasley, who put his packages in his overcoat pocket, and immediately sat down by the stove and discussed army experiences with an old comrade until the whistle blew for six o'clock. And then, and not until then did he seem to remember that he was in the hurry of his life, and seizing his cane he hobbled through the door, and on out into the darkness of the early winter's night.

George Crandall Lee.

Advertising World Catch Phrases.

We've clipped off the profits.
A sale of best odds and ends.
Seldom seen in this quality.
We've values for everyone.
Our goods argue their own case.
It's here you find the good ones.
Up to you—use your judgment.
Cost counts when values are right.
Nothing like them at the price.
See them while the stock is large.
Up to the pinnacle of excellence.
We want you to think well of us.
January values without profits.
Your chance for reliable things.
Cheaper, but not a poorer quality.
Just the thing for your present needs.
Did you ever see the like for the price?
Making the dollar cover your needs.
Where our interest is similar to your own.
Isn't it good to have these good things?
Savings that will prove of worth to you.
Closing the old year in a blaze of glory.
Strange that any one should miss this chance.
Something for the economical to think about.

Do you comprehend what this means to you?

Judges of good things give these their approval.

We live for business and our business helps us live.

You'll see what we mean when you see the goods.

It never occurs to fools that merit and good fortune are closely united.

When money talks it seldom has any trouble in finding a listener.

Make Tidy Packages

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

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Greenville Planter Co.
Greenville, Michigan
Manufacturers of

The Eureka Potato Planter, a tube planter with locking jaws and an adjustable depth gauge.
The Pingree Potato Planter, a stick planter with locking jaws and an adjustable depth gauge.
The Dewey Potato Planter, a non-locking stick planter, with an adjustable depth gauge.
The Swan Potato Planter, a non-locking planter with a Stationary depth gauge. See cut above.
The Segment Corn and Bean Planter, accurate, light, compact, simple, durable and cheap. No cast parts.

Our Salesmen

Will Soon See You

It will be to your advantage to wait for them before placing your orders for spring goods of all kinds.

We solicit your business, and will give your orders *extra prompt* attention.

With best wishes for a Prosperous New Year

Fletcher Hardware Co.
Detroit, Michigan

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Both three and four yard sheetings are on a very high level as compared with a few weeks ago and drills are one of the firmest lines on the list. Ticks have advanced and denims are exceedingly firm with manufacturers unwilling to sell any large quantities. On wide brown goods the market has further stiffened, while in bleached goods many lines are practically withdrawn.

Wool Dress Goods—It is now quiet in the dress goods market, the buying being over on initial orders and the duplicate buying not having reached the active stage. The aggregate business for the past week under such conditions has been fragmentary and non-important. Inasmuch, however, as sellers did not expect much business to develop they are not disappointed. The fact that few orders are coming in at this time does not, of course, mean that the manufacturer is pressed for work. As a matter of fact, the majority of mills are working busily reeling off the goods ordered by cutter, jobber, etc. Most manufacturers are borrowing little trouble over the future, their lines being sold up sufficiently well to make that unnecessary. The initial orders of the cutter-up and the jobber have not been speculatively large, neither have they been of a kind to indicate timidity and distrust of business conditions and prospects. They have been of a healthy size and sufficiently well distributed to put the market in a good position.

Fancies—It is perhaps not unnatural in this quiet period that more or less speculation should be indulged in in regard to the ultimate status of fancy effects in the season's distribution. It is a settled fact in the minds of sellers in general that in point of yardage sales monotone effects are assured of first place, but it is not by any means a settled point as to just how important a share of the season's trade is to be attracted by the fancy goods lines. On a considerable number of lines of fancies of a suiting character a very promising distribution has been secured on initial orders. Goods of this character embrace Scotch cheviot, tweed and homespun effects that savor strongly of the men's wear fabrics, although in lighter weights. There are a great many mills bidding for business on these goods and in the opinion of certain factors there are going to be more than a few disappointments. These fabrics are well adapted for knock-about wear and on this account sellers of such goods are hopeful for the future. Others say, however, that the mannish effects have been overdone and that a reactionary movement is by no means improbable. Should demand turn from these goods, holdings would have to be worked off at sharp

reductions for there is nothing more undesirable than an out-of-date fancy. It has yet to be proven that the sentiment of consumers will not favor these Scotch fancy effects and therefore sellers of such goods are not cast down. Mohairs are assured of a prominent place in the trading, a good distribution having been secured on plain mohairs and sicilians. Promising orders have also been secured on mohair, novelty and fancy effects. In novelty effects lace and embroidered designs have been well considered. Confidence in sheer fabrics of the voile, etamine, eolienne and similar effects is undiminished, sellers looking for the best season yet experienced on these goods. It is expected that the wool and silk creations will cut in to a considerable extent on the wash fabric business, especially in view of the high cost of cotton. Plain effects are in the lead. Net good sales of noppe effects have also been made. These sheer fabrics are offered in a wide range of prices and in different weights and are calculated to fit into the needs of the popular-priced as well as the fine trade.

Underwear—A good many underwear salesmen who are on the road did not return for the holidays, as has always been customary. In fact, as a rule, the selling of underwear for the following fall season was practically over some time before Christmas and they only made supplementary trips after that. This year, however, many of them, especially those who are a considerable distance from home, stayed out and are still staying out. The reason for this is that it is a very hard season to sell their goods. It was expected that it would be so and in this there has been no disappointment. Before the season opened buyers were clamoring to see the goods and a great many seemed ready to see them, but even to-day the traveling representatives find many who are not yet anxious to see their lines. Furthermore, the radical advances in the price of cotton goods or goods containing cotton to any extent make the buyers hesitate. In nearby sections, though, they understand the situation better. It is the far Western trade, that does not know or appreciate the strength of the market, with which the greatest difficulty is found. As a rule, they believe that to-day's prices for cotton are but temporary and greatly inflated. They do not know and probably do not care anything about the size of the crop or its influence on the cost of cotton underwear. All they know is that the prices asked for underwear to-day are more than those asked a year ago, and they do not appreciate the fact that most of the lines are not as high as they really ought to be, considering the cost of raw material. They do not understand either why it is that the difference between the prices of the low-grade all-wool lines and the finer cotton mixed lines is so much less than usual. There seems to be a lurking suspicion that because the season opened late, the mills are trying to take advantage of

Grand Rapids Dry Goods Company

Exclusively Wholesale

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



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.

their desire to buy the goods. Undoubtedly the easiest customers with which the underwear representatives have to deal are the buyers for the large retail stores and department stores, for they have evidently studied the matter with more care. They make it their business to know why certain things are so. The other classes of trade are fighting shy of business or buying small quantities compared with what they usually take, yet with all this the total amount of business accomplished so far seems pretty fair.

Carpets—The men are on the road and in general the report is favorable regarding orders booked for carpets, especially the tapestry and velvets. Each season finds an increased demand for this class of carpets. The higher grades, such as Brussels, Axminsters and a few of the other high quality goods, while receiving a fair share of attention, are not what can be called active. In the sections where industrial disturbances have occurred the retailers have materially reduced their orders. This is in part at least offset by a larger increase in business obtained from other sections where the people have been prosperous, and no local disturbances have occurred. In the general round-up of business there is very little doubt regarding the aggregate business on three-quarter goods, particularly tapestries and velvets running ahead of last season. In fact, one instance is noted where a large mill on some lines of three-quarter goods is already practically sold up for the entire season in sufficient amounts to not permit of duplicates. The increase in orders is due in part to the fact that buyers realize that all classes of raw material which enter into carpets (except possibly jute) have advanced in price. On this latter class of yarn the spinners have not taken advantage of the increased demand to advance price, as they might have done, but, on the contrary, have taken orders (where they were covered with raw material) at prices prevailing for several months past. On ingrain lines the manufacturers use cotton and wool and, while worsted warps and wool filling yarn have not for some time shown any material advance, the raw material is steadily advancing, and it is generally admitted by manufacturers that this season will show but very meager profits, and many will barely come out whole, unless there is some advance on duplicate carpet orders later on. Cotton ingrain carpets constitute one of the difficult problems to-day for manufacturers to solve—how they can be gotten up to be sold at present prices, when the cotton market continues to steadily advance.

Scarcity of Radium.

At the present time we possess only about a gram of the pure salts of radium. However great may be the care taken in such researches, small losses are inevitable, and serious losses have at times resulted from unforeseen accidents brought on by the disconcerting properties of radium. Research in all branches of

experimental science—physics, chemistry, physiology, medicine—is impeded, and a whole evolution in science is retarded, by the lack of this precious and unique material, which can now be obtained only at great expense. We must now look to individual initiative to come to the aid of science, as it has so often done in the past, and to facilitate and expedite by generous gifts the success of researches the influence of which may be far-reaching.

**A Bigger,
Better
Business**

You can win success and increase your business—not only in paint, but in every line you handle, by accepting the agency for

**Forest City
Paint**

It's paint that's easy to sell because it's so favorably known and gives such universal satisfaction.

It's paint that will increase your general trade because customers judge the balance of your stock by the paint you sell, and buy other goods accordingly.

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

Our Paint Proposition explains all. It's worth sending for. Write today.

**The Forest City
Paint & Varnish Co.**

Kirtland St.
Cleveland, Ohio

**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.

M. I. SCHLOSS

MANUFACTURER OF

MEN'S AND BOYS' CLOTHING

143 JEFFERSON AVE.
DETROIT, MICHIGAN

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

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; Citz, 1957

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

"The Clothing that makes Rochester Famous"

REGISTERED BY Solomon Bros. & Lempert, 1900.

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



PREPARED MUSTARD WITH HORSERADISH

Just What the People Want.
Good Profit; Quick Sales.

THOS. S. BEAUDOIN, Manufacturer

Write for prices

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

RACE SUICIDE.**Argument of a Review Writer
Against Large Families.**

It is a curious circumstance that an English magazine should be the medium through which an American writer first takes a distinct stand in opposition to President Roosevelt's plea for the large family. Under the caption, "The Small Family and American Society," Francis Albert Doughty, of Baltimore, undertakes, in a recent number of the Nineteenth Century and After, to demonstrate that to concentrate attention upon the rearing of few children is a momentous step in human evolution. As Mr. Roosevelt's protest against existing conditions was based wholly upon the parental selfishness which prefers its own comfort and liberty to the responsibilities entailed by the rearing of children, this opposition, which rests solely upon the greater good to the child, must command attention, and carries with it a certain logic.

Beginning with the statement that governments dependent upon militarism, as well as colonial and territorial communities, naturally set a high value upon large families, through whom the land may be populated and brought under cultivation on the one hand, or the ranks of an army be re-enforced on the other, the writer plunges headlong into his argument with the assertion that the vanishing of the large family is a characteristic feature of our refined, educated and law-abiding citizenship. Briefly stated, this view is supported as follows:

The modern tendency in all grades is toward the development and elevation of the individual as a unit. Among the reasoning, well-bred class the sense of parental responsibility, of obligation, extends over a widening area. It is the mother of the few children who develops the maternal instinct most fully and most admirably, for she has time to realize and to follow out its manifold bearings. The sorely pressed mother of a swarm is forced to be content if she can fill their clamorous stomachs, keep decent clothes on their backs, and send them abroad with tolerably clean faces. If she thinks sometimes of the higher spiritual development it must be, perforce, with a despairing sigh. The desire to expand all of the finer faculties of the child increases among parents as the social scale is climbed and the parental means and culture advance, and these children, by force of inheritance and of youthful environment, are found more highly organized and sensitive. It becomes evident that the self-preserving instinct, the necessity for concentrating advantages, is the chief factor in this noticeable appreciation of the small family on the part of our most refined and best educated citizens.

Pursuing another line of reflection, the writer urges that if civilization in the future to depend upon the numbers of its exponents, it can not be assured, as the unwashed will always outnumber the washed. Quality rather than quantity is the impor-

tant consideration. More vital energies, moral, mental and physical advantages, in all probability, will be transmitted to posterity by three or four highly individualized, well-equipped representatives of a family than by eight or ten poverty-stricken weaklings and degenerates. As an odd illustration, he suggests that the locust, the potato bug, the army worm, even the insignificant house fly, coming in vast, incalculable hordes, might at some future day actually succeed in crowding out human life, and that if such a catastrophe were to be averted at the time of imminent danger, it would only be by a supreme exercise of the highly organized human brain as an offset to the persevering destructive instinct of the lower organism.

As a matter of theory, Mr. Doughty's reasoning reads forcibly, and it will doubtless win many adherents, albeit many will recognize it as a new variation of the old Malthusian doctrine. But it is not true that the most cared for become the best members of society. The children of large families, the offspring of healthy, industrious, right-minded parentage, usually gain in sturdiness of character, something far more valuable to the national life than a "highly organized individuality" or "sensitiveness." The little one who first opens his eyes in a household where earnest effort is essential, where self-sacrifice is manifest, where there is little time for idleness, gains early a sense of responsibility, of affectionate solicitude for the young and dependent, a habit of helpfulness, which is one of the best credentials that any young man and woman can carry into business life. In the necessary system and organization of the large family in the home, a breadth of view and an elimination of the trivial occur among the growing lads and lasses, rarely found among the petted and indulged young individuals who undergo the new culture. In its practical workings a large family of rightly born children—and by rightly born is meant those who have their just heritage of sobriety, level-headedness and capability from father and mother—begin to lift care from their parents much earlier in life and with greater surety than "only" children. It is much more likely to be the oldest son of a brood of eight or ten, that unfortunate company which Mr. Doughty, by inference, would have us believe "poverty-stricken weaklings or degenerates," who is ready to shoulder the father's burden, when the latter's strength begins to fail, than the polished scion of the ambitious small family. It is the oldest daughter of the large flock who is first to relieve the mother's cares. The larger families entertain and help each other, and, doing this, forget to be exacting and capricious. No one but the mother who has watched the happy companionship of little folks nearly of an age and has witnessed with a heartache the grief and discontent of the children left behind when death makes a gap in the circle can realize the actual help that even little people render, when their first infancy is passed.

When Mr. Roosevelt commended the large family to American parents, he was not merely bent upon denouncing the fashionable folly or crime which baned the presence of little ones from luxurious homes. He undoubtedly spoke from a wide knowledge of American history. The large families bred upon farms East and West and amid the stirring scenes of frontier life have given to this Nation her noblest statesmen and furnished a large majority of the men and women who count for most in the Nation's progress.

Too Inquisitive.

Samsmith—Piker lost out in his attempt to win that rich widow.

Jimjones—How did it happen?

Samsmith—She's been married three times, you know, and he asked her if he was the first man she had ever loved.

Individual liberty often depends upon the size of the individual.

Be Wise

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

Cash Register Paper

PRICES and QUALITY guaranteed against all competition.

Address

Standard Cash Register Co.

No. 4 Factory St., Wabash, Ind.

**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 productiveness 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

ALABASTINE

**The Only Permanent Wall Coating
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



THE IDEAL 5c CIGAR.

Highest in price because of its quality.

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

WILL PAY YET.

Resumption of Operations at the Two Soos.

Written for the Tradesman.

The report that has recently gone the rounds of the newspapers of the country, to the effect that the affairs of the power canal on the American side of the St. Mary's River will be looked after and controlled in the future by an individual corporation that will be in no way connected with the Consolidated Lake Superior Company, has been received by the people of Sault Ste. Marie very favorably. According to the statements of the gentlemen who informed the newspapers that a move in this direction will be made in the not far distant future, it is believed that by operating the canal independently greater prosperity will result.

With the coming of this announcement the history of this, the greatest power canal in the world, is again recalled. The history of the Consolidated Lake Superior Company in all its departments is believed, by persons who have watched the progress of this great undertaking from the time of its inception, to be mirrored in a large measure by the way in which the great canal was built—or perhaps dug would be better. Magazine writers, men who have to do in a great measure with fiction, but who occasionally plunge into things of a more material character, have at great length endeavored to tell the reading public just how and why this gigantic undertaking, embracing transportation, mining, manufacturing and power furnishing, came to drop into the pit of failure just at the time when everything seemed ready to prosper, at a time when the wheels were beginning to turn and money to come in. These men of letters have told us in glowing language, with a diction wellnigh perfect, that, when the imaginative mind of Clergue evolved this great industrial plan, and when he carried it into effect, he reckoned ahead of his time. They have claimed that the country was not yet ripe for such a gigantic scheme and that as a result one of the greatest financial catastrophes the country has seen in years was due to follow as surely as the night the day. The world has read all this—has believed it in fact—so there is small wonder that a feeling is entertained that the great Superior enterprises can never pay until the country in which they have been established at such enormous expense is developed greater than now.

It would seem, however, that people who have lived in the vicinity of the operations of this great concern should be better qualified to discuss the subject than gifted writers who have contributed to the magazines articles in which glaring mis-statements have been made, not because of any intent to stretch the truth but from the fact that they were writing about something with which they were not familiar, a good many not even having visited this part of the country. The people of the Sault Ste. Marie country, among whom are bankers, merchants and business

men generally, who will compare favorably with persons of the same class elsewhere, do not believe that the failure of the Consolidated Lake Superior Company was brought about through setting a pace too fast for the country. Those who had ample opportunity to watch the progress of this gigantic undertaking during the half dozen years just past attribute the sudden smash to lack of proper management, and appearances seem to indicate that they are not far wrong in their conclusion.

Ask the average Soo business man what he thinks of the way things were run when the work on the power canal was under way and he will tell you that the company was held up on all sides; that thousands of dollars were wasted owing to the slack manner in which the thing was handled. There were too many favored people whose salaries drew on the strong box of the company in an alarming fashion. According to the stories told here—and, mind you, not by street and barroom loafers—high salaried men whose duties seemed to consist mainly in dodging each other were to be found on every hand. A good many of these men were engineers. Everything was done on a grand scale, as though economy were a thing not to be considered, so that much money was wasted.

One of the things that troubled the workmen was flooding. It would be reasonable to suppose that in digging a canal of this size some provision would have been made for carrying off water in time of heavy rains, but such was not the case. As the excavating was not started at the lower end there was no possible chance of escape for the water and as a result much of the company's money went to defray the expense of pumping. As a consequence of the way things were carried on wrangles with the city officials resulted. Five bridges span the canal and in the building of the piers on which they should rest the city had hard work keeping tab so that everything should be as called for in the specifications. To be frank about the matter, about nine of every ten of the people in Sault Ste. Marie believe that the company was held up by a number of unscrupulous persons who acquired riches through the workings of the deal.

On the other side of the River it was the same. The salaries of a large staff of people who had to do nothing but look wise divested the treasury of a large part of the contents. One gentleman drew a high salary for dealing out permits to sightseers, which allowed them to inspect the works of the company. The permits cost ten cents and the amount or money taken in, according to stories here, did not amount to as much as his salary. When Cornelius Shields took hold of the company's affairs he inaugurated a campaign of retrenchment, placing everything on a business basis. But it was too late in the day to avert the crash and the Consolidated Lake Superior Company went to the wall.

In the light of past events as told

by those on the spot it looks as if the stockholders have been skinned in true Wall Street style. As a result several men of very mediocre ability have grown rich and live in handsome residences that cost thousands of Consolidated Lake Superior dollars. Had this fat-salary money been saved—for which no value was given—and in paying bills of those whose blunders increased the cost of the undertaking, it is probable that the Speyer loan could have been paid and the crash could have been averted.

This goes to show that the undertaking in question will be all right when managed right. The country has advanced far enough to support these industries when the holdup man and grafter are crowded out. Like the ship-building and steel fiasco it was a game in which lambs were sheared right and left; but the possibilities for profit are as great as ever. There is but one steel rail mill in Canada, and Speyer & Co.'s representatives claim that it can be operated at a profit, as it is protected by a tariff. Many of the other industries have already shown a profit, so it is evident that with reorganization the companies should be able to go ahead and to prosper. As far as the two Soos are concerned prospects are better now than they have been in a long time. But there are several gentlemen who will never enjoy the confidence of the stockholders of the old company—not if they live to be a thousand years old!

Raymond H. Merrill.

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

Hand in Hand

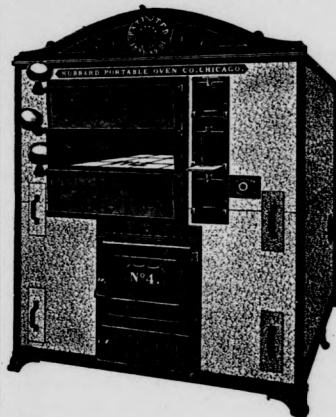


New Century Flour

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

Caledonia Milling Co.
Caledonia, Mich.

BAKERS' OVENS



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

HUBBARD PORTABLE OVEN CO.

182 BELDEN AVE.,
CHICAGO, ILL.

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

Clothing

Eternal Effort Is the Price of Successful Progress.

Never in the history of clothes-making has the ready-made been so triumphant. Progress has been the law and the life of success. In no department of industry has the fact been better exemplified than in clothing that when things animate cease to grow decay begins; that those who have stood still are dead. Eternal effort has been the price of progress, crowned with success. Hence to-day we have with us the ready-made triumphant! And all because those who have built up an enduring business recognize the unlimited opportunities for expansion.

Properly made clothes count for much in business, where the individuals as well as the makers are concerned, and the philosophy as well as the ethics of dress constitutes a science mastered by successful manufacturers. How much truth there is in the foregoing is apparent in the triumphing of the ready-made over the made-to-measure. Evidences of this fact frequently come under the observations of those who are in constant contact with the growth of the ready-made business.

All the large and successful retail houses are to-day enthusiastic over the number of converts they are making from the custom shops. Numerous indeed are the interesting anecdotes recounting the experiences of clothiers and salesmen who have made those acquisitions. Only recently the writer, while visiting one of the foremost high-class ready-made clothiers, was informed that they were very much elated over acquiring two new customers who had formerly patronized Fifth avenue merchant tailors, where they had paid \$85 for a business suit and \$150 for an overcoat. These customers were millionaires and were casually visiting some friends in the store when they were induced to try on a few garments. They were immensely pleased with the fit and make and their combined bills amounted to close to \$1,000 for suits and overcoats bought on the spot. Both of these gentlemen stated that they had never bought clothing ready to wear, and had not imagined it possible to wear garments requiring but slight alteration, and in some instances none. "Store clothes," they had called the ready-made, and said they had always supposed that if they wore them they would look like mechanics and not like gentlemen. Yet so pleased were they that they declared they would never again pay the exorbitant prices charged by the high-class custom shops.

This is but one of many instances, indicating the necessity for the clothier to continually extol the merits of his merchandise, even among his most intimate friends, and particularly those who have been wedded to the made-to-measure tailors.

The present is the most opportune

time for the clothier to get after new business. With trade in its present condition men accustomed to good incomes, finding retrenchment necessary, are less ready-minded to pay their tailors exorbitant prices than when flush in the enjoyment of the fullest prosperity. Their thoughts, influenced by the pocket, now turn to the ready-made, since it means a saving. The man who has been paying \$65 for a business suit makes a visit, probably for the first time, to the ready-made clothing store, and invests in a suit at \$30, which he finds well tailored—equal in style, quality and smartness to the best efforts of his tailor. It gratifies him much, in admiring his new ready-made suit, to find that even his most intimate friends would not recognize that he is not wearing what they deemed the smartest apparel.

Many of the best-dressed men in large cities have discovered that they can go to the leading clothiers to-day and get as good business, formal and informal dress as can be obtained from their merchant tailors, and at half their prices. If models of smart garments were needed for proof of the styling and excellence of the ready-made we could select no better than the frock overcoat of this season, the new belt overcoat, regarded as the success of the season, and none the less important than either, the rain coat, in its most recent design, which is de rigueur from Maine to the Pacific coast, with the demand exceeding the supply.

Tirelessly experimenting to improve the quality of whatever they produce, our foremost clothing manufacturers have succeeded beyond their most sanguine expectations in equaling the best efforts of those much-vaunted leaders of style—the smart makers of clothes for the smart set—well named "the foster fathers of the overdressed men." Contrast their creations, picturesque although they may be, bedecking the dandies, whose number grow less day by day, with the well-dressed man who espouses the best ready-made, and is well dressed because he is less conspicuous than the overdressed man who is overdone. He of the ready-made is the typical good dresser, whose attire you admire, but hardly remember. He is the conservative dresser, who makes up over 90 per cent. of trade. According to the estimates of those who are in position to know, the remaining small per cent. is composed of hazardous dressers, who are finical in their demands for the niceties of attire. Who are they? you ask. The swell club men and dandies who ape the extremes of the English clothesmonger and tout, the loud dressers of Piccadilly.

The ready-made is rapidly absorbing the merchant tailor trade of the country. The relationship between the ready-to-wear and custom-cut in this country differs from that of England, where the "bespoke" tailors abound and thrive because the ready-made there has not attained the perfection it has in America. With the steady growth of our cities the possi-



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.

MICH. ENG. CO.



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 chevrot, 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.

bilities of the ready-made clothier increase. The necessity is therefore ever present for the clothier to continue "trading up," keeping in mind the increasing merits of his merchandise, and losing no opportunity, through lack of enthusiasm, to make a convert to the ready-to-wear, for he has all the ground in the world to enthruse.—Apparel Gazette.

Importance of Pleasing Collar Customers.

Although one of the most important departments of a haberdashery, the collar stock generally receives the least attention. A card, bearing the names of all collars kept in the reserve stock, and showing the number of dozens for each size, should be kept within easy reach. It should be revised each time the shelf stock is filled in. You thus have a complete and accurate daily inventory of the various shapes, which is of inestimable value when ordering new stock.

Each morning the stock should be wiped perfectly clean with a piece of cheese cloth. The feather duster should be tabooed for this purpose, at it merely removes the coarser dust settlements and will not preserve the newness and lustre of the boxes.

Cleanliness is of first importance, as the handling of dusty boxes means not only finger-marked collars but larger laundry bills for the shop.

The display case should always contain the most recent shapes, and better still, if space permits, the entire range of styles carried in stock. This case should be in a conspicuous place and nothing but immaculate collars displayed in it.

You can draw a man into your shop "by the collar" easier than any other way. Many a man buys nothing but his collars of you. Some day you will sell him a shirt "to fit the collars," or perhaps a cravat, and gradually he will develop into a regular patron of the place. The collar did it.

This is not an extravagant pen picture. It has been done before, is being done to-day and will be doing to-morrow. Take care of your collar customer. He is too often slighted. Pay as much attention to him as though he were selecting more costly merchandise. "Seems silly" you say? No, Mr. Clerk, not at all. Get over on the other side of the counter there and put yourself, mentally, in the customer's place.

You are hurrying home from the office to dress for some social engagement. You are not quite certain your laundry has been returned, and if so, you perhaps have overlooked the pokes or straight standers for just such an occasion as this; so to be on the safe side have dropped in at Mr. Wing's to get them. An hour later you discover that the clerk, while wrapping them up, has left the imprint of his fingers or, perhaps, the sharp corners have broken through the wrapping paper and become a trifle soiled. You find it an ill-fitting collar anyway—a brand you never heard of. You are saying uncomplimentary things about Mr. Wing's shop and gradually getting

"hotter around the collar." Guess you'll not purchase anything there again!

Big thing after all, this collar part of a haberdashery, isn't it? Don't you know the average man pays more attention to the fit and style of his collars than any other part of his dress? Give him plenty of your time and attention. Put stylish, well fitting collars around his neck and he will stick to your shop.—Morris M. DeCamp in Haberdasher.

Who Pays For the Coat?

A business man of Indianapolis, Ind., went into a clothing store this week and looked at a number of overcoats. He departed without making a purchase, but went back the next morning, and, walking to the counter where the coats lay, picked up one he had tried on the day before.

"I've concluded to take this," he said, and, handing out \$25, walked out, wearing the coat.

When he reached home he learned that his brother had sent him an overcoat as a present. So the next morning the man went back to the clothing store and asked the clerk if he would take the coat back, explaining the reason. The record of sale was looked up, but a patient search failed to reveal any sale ticket. The clerk who had shown the coat recalled that, but not the sale.

Who sold the coat? This was the question in which the proprietor was interested, and every clerk in the store was called, but the purchaser shook his head as each appeared. Finally it dawned upon the man that someone who probably was looking at the overcoats when he entered had taken the \$25 and then had left the store.

Then the proprietor demanded that the coat be paid for or that it be left at the store, saying that the firm had received nothing for it. After some controversy it was decided to leave it to a lawyer who is a mutual friend of proprietor and purchaser. The attorney is now investigating the question, Who should lose the \$25?

Random Thoughts for Progressive Merchants.

Fly specks are the bane of the window trimmer's existence, especially when you are displaying light goods and are using nickel fixtures. To drive these pests out, place saucers of heated ammonia in the window before you go to work. This will not only drive the flies out, but keep them from coming in. I also found it useful to use oil of peppermint in the water used in washing the inside of the window.

Always bear in mind this fact: Your windows must be attractive. The goods must be placed in graceful positions. There must be special attention given to arrangement of colors.

Don't be lazy. Keep hustling, even if you do not feel you are accomplishing much. The boss likes to see some action for his money.

Keep yourself neat and clean; if you are dirty, keep out of the way of trade as much as you can.

Let the boss talk; he pays for your time while he is talking. Don't talk back. If you don't like his way, hunt up a new job and say nothing, but work harder until you are ready to go. Then tell him your reasons in a short way. Don't try to argue; he has the funds. And, while he may be, in your mind, an ignorant dolt, conceited and stubborn, you can't convince him of it. You can't shorten a jackass' ears by pulling his tail; nor make his voice sweeter by jabbing him with a stinger.

Always remember to be a gentleman in your talk, actions, looks and work. Let the other fellow be what he will. A fool can not long hide his foolishness.

Have an ambition to attain a business of your own. Work and save all the time until you can start it. Many an American merchant prince has started on a capital of \$100 or less. Get a going; other people will furnish you grease to keep the wheels turning.

There has never been a hill so high that it didn't have a top. It can be reached by climbing.

What you do—do your level best on. Don't skip your work, even when you hurry. Don't loaf. The boss rarely commends, but he keeps his kicking post on deck all the time. He kicks for more work, for better work, for more of your time, because he thinks he is paying you for it.—Window Trimmer.

Don't believe all you hear, especially if you tell it yourself.

Made to Fit and Fit to Wear



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

Ellsworth & Thayer Mngf. 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.

COLORED SAINT.

Story of Aunt 'Liza, Told by Herself.

Aunt 'Liza, good natured, motherly old colored saint, is the house-keeper and general manager in the red brick mansion around the corner on K. street, Washington. She was, to use her own phrase, "borned wid de family," and it is a debatable question whether she or the white folks own the place and who is responsible for its management.

When she has arranged matters in the house to her own satisfaction she takes the two-year-old grandson and 'lows dat she "gwine down to Franklin Park and git de open air." She is too much of a lady herself to mix up with the common people who sing common "chunes" and follow the soldiers and the music on the avenue, but with dignity befitting her standing as a sort of family heirloom of the days of servitude before the war she remains true to duty, both to family and church, and sings "regular Sunday chunes" to young two-year-old marster, who were it not for her watchful eyes and the screen about the fountain would climb into the granite basin with the gold fish.

Well, somehow I have got into the good graces of Aunt 'Liza and she said to me, while she fanned herself sitting on a bench in the park, "Dat it 'pears to me I bin a libin' a long time. Now, at dis time is dat boy, 'fore him was his mamma, and 'fore dat was his gran'ma, and she it was dat I belonged to befor' de wah.

"You see, dis de way hit was w'en I was young. My ole massa an' missus libbed down in Georgia, and dey had one home in 'Gusty an' de odder one twenty mile up de riber. We had plenty of black folks to do de wuk and lib in 'Gusty in de winter and on de plantation in de summer, kase it's a nice, cool place in de house, under de oaks an' de 'nolias, an' de fust wuk I had to do was to taken kyar de baby. Dere was Marse Fred four years old befo' Miss Grace cum 'long dat a way, an' wen de young lady gettin' big 'nuff to kick I belong to her, an' wen she big 'nuff to go to school 'way from home I jes' watch ober her same she my property an' I got de papers locked up in my heart.

"She set great store by me, an' seem like she couldn't get 'long no how, less I help. Lots ob de young gentlum in 'Gusty sot dere eyes on her, but she say to me, sez she, "Liza, I wouldn't sneeze at any ob dem young gentlum." An' 'bout dat ar time de wah dun cum 'long, an' ole massa say he gwine, but young Massa Fred he say no, dat he gwine, an' ole massa mus' stay at home an' look after de crops; an' young Massa Fred he taken de best horse on de plantation an' he saddle an' good clo's, an' he taken an' say 'Howdy,' to all de folkses, an' say dat he 'lows dat he cum home soon wid all de Yankees kilt; but it seems liken dey nebber git de Yankees all kilt off, an' it was a long time 'fore we see dat boy agin, an' wen he did cum home he was dat ragged an' dirty dat he look like a onery wite trash, but de rags want

nuffin' to de hole dat's shoot in his head, but 'lowin' all dat evvy one is monstus glad to see him, an' 'bout dat time, 'fore he head dun got fixen up, 'long cum de conscription an' dey put de paper on ole massa, an' wen young Massa Fred tooken 'ception to dat, de ossifer say dat he got a mind to put a paper on Massa Fred, too, an' ole massa, he cuss some, but he gwine along wid de patroller jes' de same.

"Young Massa Fred say dat one is 'nuff outen de fambly to oncet an' dat he gwine stay home until de hole in he scalp giten well. Leastwise, he 'lows dat he ain't gwine until he gits a good ready. Den cum 'long a letter wat say dat dere's gwine to be a big fight 'bout Atlanty, an' Massa Fred say he mus' be dar, an' dat finish de wah. Suh, he 'low dat wen Sherman an' de Yankees git 'long side Atlanty dey dun smirch dem out direc'ly. Den 'bout dat time 'long cum de patrollers an' dey tooken off all de nigger men to wuk on de diggins an' help de solgers, an' day say to missus we jis' gwine lend dese black boys for a short time an' den we sen' dem back home, but dat de las' we see ob de menfolk niggahs for a long time an' some ob dem ain't fin' de way back yit, an' dey tuken evvy man 'ceptin' ole black Isrul. An' dey'd a tuken him, but he slid outen de gin house an' hide in de woods 'til dey all gone by an' den he cum back.

"Ole massa always say dat it take mighty smart white man to keep an eye on Isrul, an' dey tie dat man up sebral times an' lash his back wid a strap, but bless you, honey, it dun no good. Dey do say dat niggah had cat's eyes an' could see in de dark.

"Well, w'en missus see de boys all go off she feel mighty badly an' all de black wimmens dey cry, but ole Isrul he say, 'Don't cry; I take kyar you-uns.' Well, dat summer was ionesome on de plantation, but de ole missus an' de young missus dey bear up best dey know how, an' mos evvy day ole Isrul had to go down to de city an' git de letters if dey wuz any. De missus sometime cry at de news kase Atlanty had fall off, an' mos' evvy house in de country had sick an' wounded solgers in 'em, but seem like de Lord watch over our folks an' dey don' get hurt.

"'Bout dat time 'long cum a nigger boy one day, an' he say, he do, dat all de niggahs dun cut a streak to de norf, an' all the missus' hans 'long de rest ob um. He say, he do, dat all de darkies gwine to hab a farm, an' a plow, an' a mule. Seem like dat niggah boy dun pizen de country all about wid his talkin', and den he slide out in de night an' dat de las' ob him. I think he must a died, kase de patroller after him wid a heap ob dogs.

"Well, de black wimmens dey geder in de cotton an' dey dig de taters an' save up all de craps an' make ready fo' de winter, an' de missus quite cheery, w'en 'long cum a letter fum de young massa; it say dat he shot in the right shoulder, an' dat he gobble up by de Yankees an' dat dey gwine to be good to him an'

put him up norf whar it was cole an' dat de doctors say he soon be well, an' dey take good kyar ob him to see dat he get well, an' dat he don' get away agin. An' dats de las we hyar ob dat boy for mos' a year. Den long cum a paper dat Isrul got fum de city an' say for de people to watch out fer Sherman's army; dat dey dun cut loose an' was lost in de State, an' dey was all liable to get kilt; dat all de folks tu'n out an' swoop de Yankee army off de yeth. But ole missus, she say she know de fool man wot write dat paper an' she 'spect he de fus' one to run away w'en he hearn de Yankees was a comin' his'n way, an' sho nuff, dey do say, he dun dat vevy thing, an' he dat scart dat he nebber find de way back to 'Gusty.

"Missus, she hab a map on de wall, an' she an' Miss Grace day jis look at it mighty close, an' dey 'low at de Yankees cum our way, an' evvy day we hear bad news an' missus she pick up all de silver ware, an' dey was a powerful lot of it, an' she wrap it all up nice, an' dar was sev'ral bar's of it, an' she call ole Isrul in an' she say dat he mus' go an' dig a hole in de wood down by de river an' bury all de silver. An' ole Isrul went out in de wood, an' he dig a long time, and den he carry de silver all away, long after dark, an' cover it up an' scratch de leaves all over, like nobody would ever see de spot.

"An' de nex' mawnin' she say: 'You Isrul, mus' go 'way down to de turn in de road an' stay dere until you hear de music. When de Yankees

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cum dis way you hear de music, an' when you hear de chunes run yourself back quick an' tu'n de wine outen de bar'l in de cellar.' An' she tuken ole black Isrul down into the cellar an' pint out de bar'l an' she say, 'Dat's de best wine yo' massa ebber had, an' I ain't gwine to let no Yankee solgers a drinkin' of it. If dey git a drinkin' of dat wine dey feelin' dat bad dey bun de house an' tuken us all off along de army.' An' she tuken ole black Isrul an' show him how to tu'n de fasset an' bein' dat it's dark in de cellar, ole missus didn't see dat de ole coon let de wine run out in his hat, an' he walk 'hind of missus an' drink it down, an' ole Isrul gwine off down de road smack-in' his mouf an' a steppin' mighty spry for a' ole man.

"Bout de time de sun well up in de sky ole Isrul he cum back an' he say: 'Missus, I hyar de chune; hit's long way off, but dey comin' shuah! an' I gwine down to tu'n de fasset, and ole missus she dat white in de face, but young Miss Grace she catch him by de coat an' say: 'Isrul, wat's dat you got under you coat?' an' she say: 'Put dat jug down, Isrul, put dat jug down.' An' he jist drapped dat ar jug an' hung he head down, an' Miss Grace, she say: 'Isrul, you bin lyin', you ain't hearn de chunes, an' de army ain't comin' yit, an' you jis' fixin' to hab a feast on de wine.'

"But ole Isrul, he clar to goodness t'ain't so an' dat he did heah de music ob de Yankees playin' chunes, an' missus, she 'spect dat niggah an' she druv him outen agin to watch fo' de Yankees. An' ebry little while ole Isrul he'd cum back an' 'clar dat he heah de music an' it was time to let de wine run off, but Miss Grace, she know dat niggah's failin's an' she know he lyin' all de time. Dat ole Isrul, if he had de chance, would lay hisself down on he back and let de whole bar'l ob wine run down his neck, an' I'se seen white men jist as bad.

"An'all dat day went by an' all de time missus was scart an' trimlin', but my young Miss Grace, she jist walked about like a solger hersef. She put all de house in order an' she say: 'Fix up de company room, an' cook up some chicken an' bread an' make some cake, kase if de solgers cum dat a way best to be good to dem;' an' she say to her mamma: 'If Gen. Sherman cum along de road I'se gwine to invite him in and give him a cheer in de parlor.' I tell you, Massa Cap'n, I neber seed no brave lady like she was dat time, an' de house was all dusted up like we was gwine to have a party. An' just 'bout dat time, an' de day was mos' gone, Miss Grace, she went out on de porch, w'en she see ole Isrul a runnin' up de road, swingin' his arms and hollerin', an' dat time he didn't hab a jug or a gourd, an' he dun forgot de wine bar'l, an' right behin' him dere was cumin' three blue solgers, an' two ob 'em was holdin' one of dem on his horse, walkin' by his side an' leadin' two horses, an' ole Isrul, he was dat scart dat he run right on by de house an' didn't stop, only to holler, 'De Yankees is comin'.' I heah afterwards how dat ole

Isrul was sleepin' in de fence corner, an' somebody kick him in de ribs, an' he open his eyes to swear, an' dere was three blue solgers, an' he didn't stop to say howdy, but like de ill-mannered, no-'count, low-down niggah dat he was, he cut sticks fo' de house.

"My young Miss Grace, she call mamma to come out, too, an' she say dat she gwine to talk wid de solgers; dey was three ob dem, an' w'en dey cum up one ob 'em was white in de face an' de oder two was holdin' him on his horse. An' walkin' by he side, an' one ob dem solgers he cum froo de gate alone, up de walk, an' he say, 'howdy,' an' tuk off his hat an' made de nicest bow, an' to dis day I neber see such a hansom solger. An' he say to missus, he say, 'I hope you pardon me for de intrusion, madam, but dis is my cap'n an' he done got shot froo de shoulder, an' it mighty painful an' we mus' stop an' ask your kind help an' take kyar ob him 'til we kin git a kerridge to take him 'long de army.' An' Miss Grace, she say, 'Welcome, sir, indeed you is.' An' den he went down to de gate, an' de two ob dem lifted de cap'n offen his horse an' dey toted him up de walk, an' put him in a cheer on de porch, an' you neber seed three such blue solgers, dey was all young men, an' dey called de wounded man cap'n, an' how he feelin', but dar was no use askin' dat, for de minnit he sot down in de cheer his head fall back an' he went sound asleep, an' he was dat white dat ole missus she don cry. Young missus, she tell me, 'Go put de gemmun's horse in de stable and fin' ole Isrul and make him gib dem a feedin' of corn an' some fodder.' An' ole Isrul he mighty spry 'bout dat and he rub de mud off and hang up de saddles, an' while he doin' it he feel mighty big.

"De solger, he say, dat dey hab important business to do, an' dat 'bout ten miles fum dar dey had a scrimmage wid a few men, an' dat de cap'n was shot, an' dey didn't want to leab him, an' dey was tryin' to go to de army, but de cap'n was too badly hurt to do it until dey could rest. The ole missus, she say, dey welcome, an' she tell me to go down in de cellar an' get some wine; dat it make de wounded man feel better, an' d'en she say dat she glad old Isrul hadn't opened de fasset an' let it run out in de sand, on de floor.

"An' den one of de solgers, he say to Miss Grace: 'We got plenty good money, an' we want to pay for w'at we get, an' I wish you would let me put de cap'n on a bed an' we will dress his wounds, an' leab him an' go on to de army. We hab important business, an' we will cum back to-morrow an' get him an' bring a doctor.'

"Young Miss Grace, she say, 'Suttinly, but we doan' want no money,' an' she tole 'em to bring de cap'n in, an' sho as you lib she tuken him into de best room upstairs, where we allus put de guests w'en dey cum. An' while I was buildin' a fire in de grate my young Miss Grace wid her own hands brought up a pitcher of water an' de two solgers was jis' as tender as a chile ob de cap'n, tuken

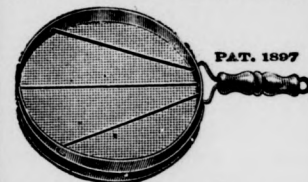
off his clo's, an' dey was all blood, an' dey washed him up an' missus brought in one ob young Marse Fred's best w'ite shirts an' dey put him in de bed. All dis time Miss Grace was makin' de cook fly roun' an' she soon had chucken broth an' oder good t'ings for de cap'n an' she tuk 'em up to de room herself. An' she say to her mamma: 'Maybe somebody will gib our darling Fred good care. I hate Yankees,' dat what she allus say, 'but dis un ain't no reglar Yankee, leastwise like none dat I eber hearn tell ob.' An' w'en de cap'n he drink de wine an' de chucken brof, he feel so happy, an' say he be all right in a day or two. An' w'en dey all git supper de two solgers dey bof visit de cap'n an' he say dey mus' go an' leab him, an' w'en dey cum back dey mus' cum an' git him; dat he be well in a day or so; an' sho as you lib dem young solgers w'en dey go away outen de room de tears cum in dere eyes an' one ob dem, de hansom one, he gwine back an' say, 'Cap'n, you an' I dun fitin' three years now all de time to-gedder an' I hate to go an' leab you, an' I wouldn't do it if you didn't order me to. I know it my duty an' I mus' go.' An' he put his arms around dat cap'n's neck an' kiss him on his forehead, an' widout saying anuder word he went out de room an' den he salute de cap'n an' shet de do', an' I watch dem two solgers w'en dey rode away fum de stable in de night an' I didn't see no mo' ob dem for a long time.

"That night de Cap'n tole missus

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dat de Sherman army wasn't comin' widin thirty miles ob our plantation an' dat she mustn't fear; dat he could take care ob dem, an' de solgers wouldn't 'sturb nuffin' w'en he was dar, an' dat de only thing he was 'fraid of was dat some ob our folks would cum long dat road an' take him off to Andersonville prison. An' he say, if any ob de gray solgers cum long to not tell dem he was dere.

"Dat night ole Isrul he gwine to see his ole ooman, who was a field hand, an' he say dat he gwine off, too. An' she say, 'Wherfo' you gwine, Isrul?' An' he say, 'All de boys is gone an' I gwine to see de boys.' She say, 'Better you stay here an' mind de plantation.' An' she say, 'You, ole Isrul, is a fool, no count niggah, an' de missus glad to git shet ob you.' Sho nuff fore sun up de nex' mawnin' ole Isrul dun tuk a mule, an' he was de best one on de place, an' he lite out. Missus say, 'Good riddance to bad niggah,' but she 'low de mule was a gr't loss. But she soon forgit de mule, kase she got to care for de cap'n, an' she went an' tap litely on de do', an' he say, 'Come in,' an' he put out his hand an' say, 'Howdy,' an' he 'glad she was well,' but he look so wite missus was scart, an' she went out an' got de best ole collud woman on de place. She's de one dat take care ob all de sick folks an' de babies, an' dat ooman—her name's Rachel—she tuken care ob de cap'n. She wash his wounds an' brush his hair an' slick up de bed, an' all de time de cap'n laff, jis' as happy as if he was in his own home an' didn't have no hole in de shoulder.

"Leastways de days roll on an' on, but de solgers didn't cum back wid de doctor an' de kerridge; an' de days an' de weeks went by, an' de cap'n's horse got dat restless in de stable dat he whinny so loud 'at de cap'n hear him. Dat horse ain't used to loafin' in de stable an' doin' nuffin' for de corn dat he eatin'. An' Aunt Rachel an' de missus an' Miss Grace, dey jist a fitin' to keep dat man alive, an' Aunt Rachel she makes poultices, an' yarb tea, an' liniment more dan a bucketful, an' he swallow all de boneset an' fermifuge an' smile, but he losin' hissef evvy day, spiten all dat we could do. Ole Missus an' Miss Grace dey mighty worrit, an' one day w'en he very bad 'long cum a bunch of confedrit solgers, an' dey say dey gwine take 'long de cap'n, leastwise day gwine take his horse, but Miss Grace say no! dat her horse an' dey can't hab him. Dat's de fust time Miss Grace eber tole a lie, an' I knows de good Lord made light ob dat, kase he were a powerful good animal, an' de man he look at de cap'n an' say, 'Howdy, Yank,' an' de cap'n say, 'Howdy, Johnny,' in a mighty weak way an' de confedrit say, 'Poor debil, he gwine die off, sho as you born, 'deed he is,' and he say, 'good riddance to de Yankees.' Dat kind ob talk make Miss Grace bilin' mad an' she say dat de cap'n was a gen'l-man an' dat he ain't gwine to die if she can hulp it.

"An' den de confedrit solger tole

ole missus dey sick of fiten, an' dey'd be proud to be quiten ob it, an' dat de Yankees dun git inside Sylvany, an' missus gib dem a good feed, an' dey had no more'n got round de turn in de road 'fore long cum anuder one jist crawling 'long, he dat weak, an' he lost one arm fit-in'. Dat man was our nearest neighbor, but he dat changed dat we didn't know him, an' while we cooken him a bit ob meat he gib ole missus a letter dat was fum Massa Fred; it's de fust time in months, an' it say—'cause dey readin' it ober so many times dat I learn it by sound—dat he is mos' well, an' all de same dat he was hiten in de shoulder at Atlanty an' sent away a pris'ner to de norf; dat all de folks was good to him an' he would soon cum home. An' it say his father well, too; dat he was a pris'ner an' had plenty to eat. Leastwise he say dat he gittin' mo' to eat an' mo' clo's to wear in de jail den in de army, fitin' all de time.

"Den ole missus tell de solger 'bout de Yankee w'at lay sick in de best room, an' he say he gwine talkin' wid him, an' he go up de stairs an' I 'low dat he so weak hissef dat he could skasely walk, an' he taken to de cap'n jist like he is his brudder. It do me good to see dem two men, an' he say by-an'-by to Miss Grace, 'Dis man mus' hab some quinine an' whisky right off, an' somebody mus' go to de city,' he mean 'Gusty,' 'quick an' git de quinine.' Dat's twenty miles away, an' Miss Grace, she say she go; dey was no man on de place, an' all de horses 'cept de cap'n's had been tuken for de army, an' dat horse was too wild fo' a lady to ride, but in spite ob all ole missus say Miss Grace, wid de help ob de wimins fum de cabins, put de saddle on de horse an' she start out, but 'fore she go de confedrit

solger, he say, 'You mus' hab gold to buy de quinine, kase dey won't sell it fo' confedrit money,' an' dat make Miss Grace stop a minit; den she walk in to de cap'n an' say, 'Cap'n, I mus' hab some ob your gold money,' an' he say: 'Bless you, chile, my coat pocket full ob gold; take it all an' welcum, an' I git more w'en I gits well.' An' sho' as you lib, Miss Grace tuken out ob his coat, dat hanged on de wall, a han'ful ob money, an' she went up by de bed an' she say: 'I hate Yankees, but I don't want dem to die.' An' de cap'n reach out de han' dat was all, right an' he take hold ob Miss Grace's dress an' kiss de edge ob it, an' den he laff, an' his eyes twinkle so funny, an' he say: 'Miss Grace, I bet you all de gold in my pockets agin a glass ob wine dat I ain't gwine to die. You and your good mamma, an' Aunt Rachel ain't gwine let me die,' an' he smile agin an' Miss Grace she say: 'Cose you ain't gwine to die, but I jes' hate Yankees.' Den she fly outen de room, an' 'twan't mor'n a minit 'fore she was on de horse's back an' flyin' down de road, an' de ole missus, she sit down an' cry, she so 'fraid sumpin' would happen to dat girl. An' den cum along de dark, an' it rained cold an' drizzlin', an' we put wood on de fire an' jis' sot dere an' pray, an' Aunt Rachel she sittin' up in de cap'n's room thinkin' w'at de nex' yarb to bile up an' gib him, an' den we heah Miss Grace comin' up steps, an' we all fly to de do', an' dat po' girl she almos' fly in de house, she dat 'fraid, an' she all wet.

"I tuken a piece ob light wood an' put de horse in de stable an' gib him sum fodder an' w'en I cum in, Miss Grace, she talkin' fas' as she could 'bout all de tings she hearn in de city, an' she had a lot ob tings to

tell 'bout de war, 'cause we ain't heah much lately, an' she taken outen de saddlebag a small package ob de powders, an' she say: 'We used to pay two shilluns in money for dat, an' now I hab to pay twenty gold dollars for it; an' dar is a paper ob needles dat we use to pay five cents for, an' I had to pay two dollars, but we mus' hab needles; an' I got you a pound ob tea, mother, but I paid two hundred dollars in confedrit money; so yo' see, mamma, dat is all de money we got for de las' horse we sold; but de money is no good.'

"An' de missus, she gwine down in de cellar an' brung up a gourd ob wine, kase we nebber fin' de silber wat ole Isrul hid in de woods, an' she went up to de cap'n's room an' Aunt Rachel she gib him a powder an' a good swig ob wine, an' she sing to him jis' de same he was a baby down in de black folks' cabin. An' w'en Miss Grace look in de room fo' she go to bed dey was bofe sleepin'. Ole Aunt Rachel dun sung her-

THE "OLDSMOBILE"



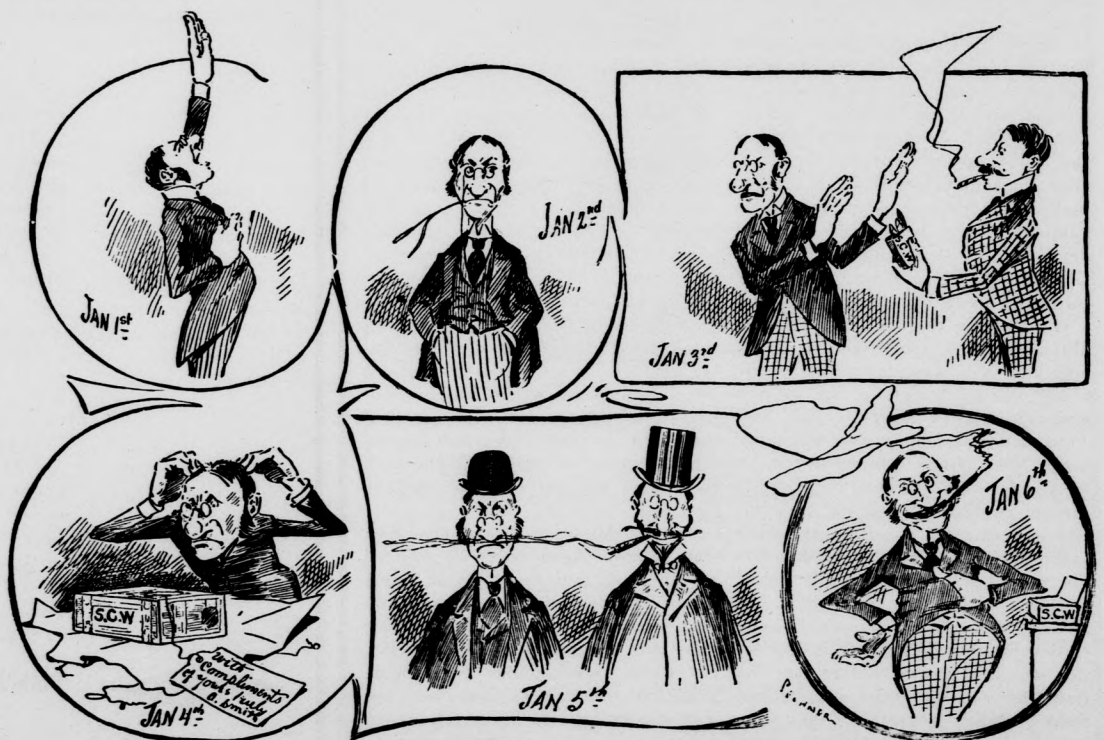
Delivery Wagon, \$850.00

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



As it was, is, and ever will be.

self to sleep in her cheer. An' dey gib de cap'n de powders an' de wine, and he gittin' better ebery day, but he dat weak dat de wine mos' gone 'fore he could sit up, an' de cap'n he dat nice 'at he shave hissef wid young Massa Fred's razor, an' w'en he face all clean an' nice he look jis' like a young boy, an' he put his good arm round de missus kind a sly like an' kiss her an' call her his mamma, an' ole missus she like it, an' she cry for old massa an' young Marse Fred to cum home, an' Miss Grace, she say: 'Cap'n mighty welcome to stay, but she hate Yankees,' an' dat make de cap'n laff an' he sing a chune. An' de spring days cum an' de cap'n walk out a bit, an' once in a while cum de news dat Sherman solgers gwine way off, an' ole missus try to find de silber wat ole Isrul hide in de woods, but she can't do it, an' de cap'n say: 'So many scallywags gwine all 'bout de country dat better let de silber stay in de ground, an' a gourd good nuff for him to drink wine outen,' an' den he wink out de corner ob his eye, an' ole missus say to me: 'Bring de gourd full ob wine, 'Liza, an' dat's all you can hab to-day; mus' sabe sum ob dat wine for our solgers w'en dey gits home.' An' de cap'n say he hope dat mighty soon, for de cap'n say, 'Soon I'll be strong 'nuff to ride to Sylvania an' I mus' be gwine. My mother will think I'se dead an' it's four months since I heard a word fum home or de army, an' I want to hab a hand in de wind-up.' An' Miss Grace, she jump up an' say, 'You better go now, I hate Yankees,' an' he jis' turn wite in de face an' laff a little, an' she say: 'You stay here until my brudder Fred comes home an' he will wind you up. You ain't liken all de confedrit solgers yit.' An' she run in de house. I heah it all kase I'se allus helpin' round de house. I peekin' out de winder, an' de cap'n whistle soft to hissef, an' den he walk round de house whar de ole missus sittin' an' he smooove his hand ober her hair an' talk low an' quiet to her, an' she look up in his face an' cry, an' he pulled her head over an' kissed an' coaxed her until she stop cryin' an' I hyar him say dat bof ole an' young massa comin' soon, an' de war soon ober, an' evvything will be all right, an' sho as you is bawn he make ole missus laff, an' bimeby Miss Grace cum out with her needlework an' she call me an' say: 'Liza, bring a book fo' de cap'n to read,' an' I say: 'W'at kind ob a book?' An' she say: 'Bring de Bible, an' bring two of dem; one Bible ain't nuff to make a Yankee good. I hate Yankees.' An' de cap'n he say he bring a book to suit hissef, an' he gwine in de house an' fetch out de best book, wid a nice kiver, dat's on de shelf, an' sittin' down in de cheer side of Miss Grace, he begin to read. Fust she turn up her nose, but de cap'n kep' right on readin', an' old missus, she move up her cheer an' Miss Grace, she drop her wuk and jis' listen.

"An' ole missus, she was makin' a dress for Aunt Rachel outen one ob her ole ones, kase we's gettin' mighty po', an' we hab to patch up

ebrything, an' w'en I cum out to ask w'at we gwine to git fo' supper, ole missus was fas' asleep in her rockin' cheer, an' de cap'n was sittin' bery close to Miss Grace, an' seemed she couldn't keep her eyes off his face while he was readin'. I jist whisper to Miss Grace, "W'at we gwine to hab fo' supper?" so not to wake up ole missus, fo' she hab worry 'nuff, an' de cap'n say, 'Seems like we gwine hab company to supper to-night; better cook 'nuff fo' four. I'se hungry, an' jis' like as nqt sum po' debbil ob a solger will cum along dis a way an' want sumfin'; an' if dey don't I will eat it all myself; git any-thing. I dun feelin' like a Yankee.' An' he went on readin' to Miss Grace. I was jis' gwine out to call dem to de table w'en I heah Miss Grace holler, an' I thought she was gwine to lose her senses, an' evybody run to see, an' w'en I git to de do' dar I see Massa Fred, an' ole missus an' Miss Grace a huggin' ob him an' cryin' an' takin' on, an' I grabbed him by de legs, kase dat's de only place left to git hold ob, an' dey all fall down on top ob me, an' mos' kill me, an' de cap'n w'en he saw de four ob us rollin' on de porch, he laff mos' to kill hissef. An' w'en Miss Grace git up out ob de tanglement an' smoved down her dress she say: 'I hate Yankees,' an' kotch hold ob Massa Fred ag'in.

"I went an' set de table ober an' put on anudder plate, but seem like de cap'n an' Massa Fred de only ones dat eat supper dat night.

"Well, de cap'n an' Massa Fred dey soon gittin' like brudders, an' Massa Fred he say dat he like de Yankees. An' he say dat he got 'nuff ob wah an' he gwine to pitch in a crap ob cotton; dat he got no money an' de niggahs dun gone, 'ceptin' de wimmin folks, an' he reckon' dey go, too, soon as dey kin, but he got to make a crap somehow. De cap'n say he got plenty money an' he let him hab all he want, an' dat make Massa Fred glad, an' de two men talk evvy day an' evvy night an' dey sleep in de same bed in de best room; an' dey arrange dat Massa Fred, he gwine to Sylvania wid de cap'n an' de cap'n he gwine home or back to de army 'to be in at de wind-up,' so he say. An' dey gwine to start befo' sunup de nex' mawnin'.

"Dat night dey all sot out on de porch in de moonlight, an' ole missus, she gwine off to bed, an' den Massa Fred, he say good night, too, an' kiss Miss Grace. I dun sittin' up in de kitchen to close up de house w'en dey's all in, an' w'en I look out in de moonlight I thought dey all gone in, so I went to de do' an' I heah de cap'n laff low, to hissef like, an' he holdin' Miss Grace in his arms, an' she tryin' to get away, but he kiss her fust, spiten all she could do. Den he let her go, an' she jis' straiten hersef up an' say, 'I hate Yankees,' an' run in de house. An' de cap'n look at de stars an' moon a bit, an' went up to de spare room to sleep. An' in de mawnin', fo' sunup, dey went away, but, early as it was, Miss Grace was sittin' by de winder, an' watched dem out ob sight in de mawnin' darkness.



The First Step

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

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

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

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

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

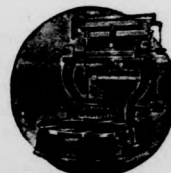
Save three Pennies

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

Ask Dept. K for catalogue.

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

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



"Well, w'en young Massa Fred cum back he brung good news, for ole massa comin' home soon, an' 'fore de summer cum he back safe an' sound an' de wah dun end, an' he say to de missus he don't care fo' de niggahs, he dat glad de wah gone by.

"An' evvy time dat he find he look in de woods fo' de silber dat ole black Isrul dun hidden, but dey can't find it, an' massa, he say, 'No use; dat misable niggah, he dun run off wid it,' but ole missus say: 'Dat's not so; de niggah couldn't carry off a cart load ob silber an he back.' An' she feel bad, kase some ob dat silber ware bin in de fambly 'fore dis' country was found.

"Seem like de country all broke up dat summer, an' bofe ole massa an' young Massa Fred wuk hard an' Miss Grace make all her own clo'se, an' w'en dey want a letter dey mus' go all de way to de city for it, an' Miss Grace seem like she want to go to de city mighty often, do it tuken all day in de saddle. She gits lots ob letters, an' in one ob de fust letters she git de cap'n's pitcher in it. I see it an' was de fus' to tell ole missus w'at she got. She tole her mamma dat she send it back by de fus' mail, but she forgit dat, although it sittin' on de table in her room where she sleep all de time, an' she looken at it mighty often w'en no one is around.

"Bimeby dere cums a letter, an' in dat letter de cap'n say dat he comin' on Chris'mas day, shuah, and he gwine bring his mamma an' two friends, an' from dat time out things had to fly round dat house, an' de good Lawdy knows dat it worried ole missus, but Miss Grace she seem so happy dat de cap'n comin'. She say dat de wah dun make dem po', but Massa Fred he say dat make no diffunce, de turkeys dat fat dat dey feeders won't stick in dem no more.

"W'en Chris'mas mawnin' cum along, de house was all trimmed up nice wid ferns an' holly, an' ole missus set out de bes' dishes; but dar was no silber, an' she cried a bit 'bout dat, an' say she 'wish ole black Isrul was in de bottom ob de sea, an' while she was hopin' dat ole black scamp was drowned, 'long cum a tappin' at de do' an' ole missus say, 'Come in,' but dey don't cum in, but jis' kept on a tappin', and missus say, 'Liza, go to de door.' An' de sight dat I see would kill you wid laffin'; dere was de raggedist ole black nigger dat eber was. An' I look twice 'fore I find out dat 'twas ole black Isrul, an' 'fore he could say one word, my ole missus, she say, 'You ole rascal, w'at you done wid de silber?' an' he shoooken all ober at de fire dat fly outen missus' eyes. An' he say, 'Dat's w'at I cum for to tell yer. Missus, please gib dis po' free niggah a bite ob bread an' a bit ob meat, an' I find de silber.' But he say nebber since he enjoy de 'mancipashun dat he git 'nuff to stop de wolf gnawin' out de life in his body. An' we got dat ole black Isrul a big chunk ob bread an' meat 'nuff to feed a field hand, an' dey don't gib him no time to eat it, for ole

massa git de shovel an' dey start away to de woods, an' in no time at all dey cum in wid a load ob silber ware, jis' as bright as a dollar. My! how missus laff an' cry at de same time, an' de black wimmins dey fly 'round an' polish it up, an' set off de china, an' put on de silber, an' all dis time nobody see de young missus. An' massa say it was time for de company, an' Massa Fred, he bin gone two days, to cum back wid dem, an' it gittin' most dark w'en Miss Grace, she cum down outen her room in de top ob de house, an' she say, 'Dey comin'; I bin watchin' from my winder, an' I see dey ker-ridge!' An' sho 'nuff dey is at de gate, an' de cap'n was de fust to jump out an' he run up de path an' catch a sight ob Miss Grace, an' she dat scart dat she run an' try to hide, but de cap'n, he too quick, an' he catch her in de parlor an' fasten de door.

"Nobody know whateber happen in dat room for 'bout half an hour.

"An' Massa Fred, he bowed in de cap'n's mamma an' de two friends, an' dey was de same dat left de cap'n at de house de year before. An' dem Union solgers was jist de same as if dey bin confedit solgers an' wid ole massa all in de wah.

"An' bimeby Massa Fred, he say: 'You don't open de door, Miss Grace, I gwine take it off de hinges.' An' de cap'n walk out wid my young missus on his arm, an' he walked up to his mamma an' say, 'Dis is my prize, mother,' an' she put her arms 'round my young missus an' kiss her, an' de cap'n bowed her to his friends, an' he say: 'Looken out for her, kase she hate Yankees.' An' dey all laff, 'cept Miss Grace, her face dat red she couldn't.

"An' in a little while dey was all sittin' around de table, an' ole massa, he say, 'Liza, gib ole black Isrul a gourd ob wine an' a snack an' tell him to looken sharp after de preacher's horse.'

"De ole house ring dat night an' dey kep' it up for a week. An' dat two-year-old boy ober dar is Miss Grace's fust gran'chile, an' if it want for me he be dead 'fo dis time fallin' in de fish basin, I reckon. I gwine take him to his gran'ma."

Charles E. Belknap.

Recent Business Changes Among Indiana Merchants.

Brazil—The meat market of H. H. Hudson is continued under the style of Hudson & Stezter, Mr. Hudson having taken Mr. Stezter into partnership.

Burnett's Creek—H. Beshoer has sold his hardware stock and retired from trade.

Cincinnati—Yoho & Price continue the general merchandise business formerly conducted under the style of H. W. Yoho & Co.

Dunkirk—Dunkirk & Whitsell have purchased the grocery stock of George Shatto.

Lebanon—Storm & Buchanan, grocers, have dissolved partnership. The business is continued by Buchanan & Buntin.

North Manchester—The Syracuse

Screen & Grille Co. has increased its capital stock to \$24,000.

Otwell—Whaley & Co., grocers, have sold out to Wiscaner & Goodwin.

Peru—Louis D. Ream recently suffered the loss of his grocery stock by fire.

Plainville—Gilliatt & Henderson succeed Pierle & Gilliatt in general trade.

Terre Haute—Rissler & Reitzel, grocers, have dissolved partnership. The business is continued by Rissler & Finley.

Uniondale—Waid & Brickley continue the drug and grocery business of Jas. M. Waid.

Wheatland—Commer Bros. have purchased the general merchandise stock of McKinley & Dunn.

Indianapolis—Harry D. Segar, dealer in queensware and groceries, has filed a petition in bankruptcy.

Muncie—A receiver has been appointed in the case of the Magic Packing Co.

Albion F. Wixson, proprietor of the Laurium Hardware Co., Laurium: The Tradesman is by all odds the best trade journal I have ever had the pleasure of reading. You vary your articles to such an extent that they interest not only those in business, but the entire family as well. It is my present intention to read the Tradesman as long as I live.

Words will not make the wheels of a mill go round.

**Convex and Flat
Sleigh Shoe Steel,
Bob Runners,
Light Bobs,
Cutters, etc., etc.**

If in need of any of these goods write to us for prices before placing your order.

**Sherwood Hall Co., Ltd.,
Grand Rapids, Mich.**

I. X. L. THEM ALL

THIRTY YEARS EXPERIENCE
WE MAKE THE BEST



**PHELPS & BIGELOW WIND MILL CO.
KALAMAZOO, MICHIGAN**

**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.

Hustle During the Dull Season Makes Business Lively.

Written for the Tradesman.

Now that the holidays are over, the merchant who is not a hustler will sit down behind the store and wait for spring business to open up. But the merchant who is a hustler will take this opportunity of getting the trade that goes by his slow competitor's door. The man who is not a hustler still sticks to the old out of date idea that the people are not buying goods now—they spent all their money for Christmas.

Now it stands to reason that people must eat now just as much as they did before Christmas, and that, although Christmas has passed, Willie will continue to wear out his shoes just the same. True, people are not buying so much, but the necessities of life they must have. The man who sells these necessities is the man who hustles while his competitor is sleeping.

It is at this time of the year that the shrewd merchant pays especial attention to his show windows and he places his best goods in them in the most attractive manner. The enterprising merchant, during the period following the holidays, does not phone to the newspaper office and tell them to stop his advertisement. Instead he gets out some unusually attractive advertisements and runs a different one every day. If merchants did but know it, this is the best time of the year to get their place of business firmly fixed in the minds of the public. The man who

does things while others are doing nothing attracts the most attention. The man who calls attention to himself when every one else is quiet will be remembered better than as if he did it when every one else was doing the same thing.

Another thing the enterprising merchant does not do is to let his stock run down, with the expectation of starting out bright and fresh and clean and new in the spring. The merchant who does business as he should do it never has to freshen up his stock, it is always fresh. Just as sure as a merchant gets out of a certain thing he has a call for it and, besides losing the sale, stands a fair chance of losing a customer. Keep the stock up to its usual standard.

Strive in every way to keep away from the place a depressed air. In the town in which the writer lives there are two stores which will serve as an illustration of gloom. There are no doubt others, but these two are the most prominent. At one store the general depression has extended clear out to the sidewalk, which is not cleaned off and people go slipping and sliding past, not being able to look at the show windows if they wanted to. The interior of the store is in semi-darkness when it is a cloudy day, the proprietor being too penny wise and dollar foolish to keep the gas burning. The clerks for the most part have on yesterday's aprons—"It's no use freshening up, nothing doing anyhow"—and present a bedraggled appearance. The cashier is lolling over her cash register,

from which comes no merry tinkle, and the whole place seems shrouded in melancholy.

And why? Because it is "the dull time of the year" and no one is supposed to be doing any business. Nevertheless, the hustler up the street is doing business. His sidewalk is shoveled off clear down to the hard cement and people pause to stamp the snow off their feet and look around in relief at once more being on a solid footing; and a smiling clerk with a clean, crisp apron opens the door for a customer and the pleasant warmth and the cheerful glow from the light kept burning are very welcome after the cold grey of the street. Here the cashier and the clerks are all alert, it is a vast improvement over the other place. The owner of this store prefers doing business during "the dull season" to laying around.

And yet, taken as a whole, there is not so much difference in these stores. It is the little things that count, the little things that go to make up the general atmosphere.

The most important thing of all those which the sleepy merchant lets go now is the advertising in the daily paper. The newspaper men are feeling glum now, the merchants are stopping their advertisements. Yes, stopping them now when they need them the worst, throwing away the sword before going into battle. If John Jones advertises that he will sell twelve cans of corn for 10c per can people go past Bill Smith's door to get it, whereas if John Jones had

not let them know about it they would have stopped at Bill's and paid the two cents more than at John's.

The merchant should never let up. It is the men who let up that get left. The merchant who never stops hustling never has any dull season, it is one continual round of business prosperity for him.

Burton Allen.

Mark Twain's Audiences.

It was on the train somewhere between New York and the West. Mark Twain was traveling between towns on a lecture tour, and a friend had been drawing the humorist out on the subject of his experiences.

"What sort of audience," he asked, "do you like best? Who, in your opinion, make the most responsive and sympathetic listeners?"

"College men," replied Mark, after a moment's thought—"college men and convicts."

There would be fewer wrecks in life if there were better trained men, men who know the value of thoroughness, who have learned the lesson that wealth which does not represent labor in one of its various forms is not wealth but the gambler's rake off. Current events are producing many impressive proofs of the fact that superficiality in business does not pay, that inflation ends in collapse, and that undigested securities, whether in the money market or in education, are the result of gluttony—that excess which comes from over eagerness and unrestrained appetite.

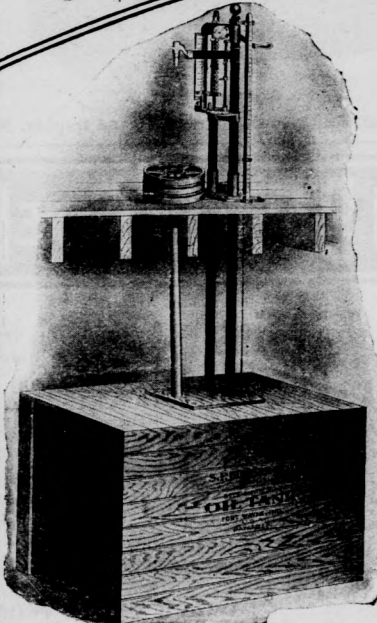
ESTABLISHED 1865
1903; OVER 200,000 IN USE

OUR EXCHANGE OFFER

TO USERS

An Unbiased Opinion—Unsolicited
READ IT

ALL OLD STYLES EXCHANGED.



OUR LATEST CELLAR OUTFIT

Measuring Gallons, Half Gallons and Quarts

BOWSER PUMPS GUARANTEED.

Messrs. S. F. Bowser & Co., Ft. Wayne, Ind. Ravenscroft, Tenn., 11-13-'03.

Gentlemen:—Oil Tank just arrived and put up. I want to congratulate you on the decided improvement you have made over the ones I bought from you several years ago for our Bon Air store. I think you have them as perfect now as can be made. I am perfectly delighted with it and would not do without it for ten times its cost.

*Yours very truly, Bon Air Coal & Iron Co.
By Wm. Bailey, S. K.*

You would feel the same although your old Bowser Outfit is one of the best fixtures you have. It has, however, paid you its cost many times by its savings and now it would be a profitable investment to exchange it for one of our latest improved outfits measuring a Gallon, Half Gallon or Quart at a stroke.

On January 6th, 7th and 8th, our traveling salesmen from all parts of the United States and Canada, will meet at our factory to attend our

ANNUAL CONVENTION.

The question of accepting old style Bowser Pumps in part payment of our latest improved outfits will be thoroughly discussed and our salesmen fully posted regarding the details of our

SPECIAL EXCHANGE PROPOSITION

which we will make for the first sixty days of the new year. By this special offer you can trade your old outfit and obtain AT A SPECIAL PRICE one of our up-to-date outfits which are the best we have ever built and as far ahead of your old style as the old style was in advance of the common jigger pump.

IF YOU WRITE AT ONCE

we shall be pleased to give you full information regarding this special offer and to send you our latest catalogue which has just been issued.

A postal card will bring a prompt answer. You will be under no further obligations.

Write today—Ask for Catalogue "M"

S. F. BOWSER & CO. FORT WAYNE, INDIANA

ERA OF EXTRAVAGANCE.

Modern Folly Exceeded by Spend-thrifts of Antiquity.

A few days ago an auction sale was held in London at which extraordinary prices were realized for several objects. A pair of Chinese mazarine blue porcelain vases sold for \$19,162.50; a Louis Quinze table was knocked down for \$9,975, and a 700-year-old Latin-Flemish manuscript passed into the hands of a collector of rare things of the kind, who paid \$12,500 for it. These are astounding amounts to pay for the gratification of fads, but it would be a mistake to assume, as has been done by a writer on an Eastern paper, that they indicate an era of extravagance and folly such as the world has never before witnessed and an ability to waste money hitherto unmatched. The evidence seems to be abundant that once before, at least, extravagance ran riot as in modern times, and that the faddists carried their follies as far if not farther than the millionaires and multimillionaires of the twentieth century.

Some of the statements made in the most matter of fact manner by the elder Pliny in his "Natural History" are calculated to excite the incredulity of those who have not taken the trouble to examine the evidence, which points to the fact that during the first century of our era the fabulous wealth of the Romans, acquired by conquest, production and trade, was lavished in a fashion compared with which the spendthrift exploits of our own time seem like careful disbursements made for a utilitarian purpose. He tells us of beautiful cups of murrhine valued at 1,000,000 sesterces; of tables that sold for 1,400,000 sesterces; of two pictures bought by Caesar for 80 talents, and of slaves whose masters paid 700,000 sesterces for them. It is not safe to translate into terms of modern money the coins of the ancients, for although we know the weight of the silver contained in them or of the gold in a talent, no data have been preserved which will enable us to construct a set of index numbers that would permit us to determine their exact purchasing power. According to an English authority, the murrhine referred to, which was owned by Nero, was worth over \$40,000. Petronius is said to have destroyed one worth about \$12,000 in order to prevent its falling into the hands of that covetous Emperor. Just what these cups or vases were composed of is a matter of doubt. The assumption that they were what we call crystal seems preposterous, for the Romans were great miners and must have been as familiar with its ordinary forms as we are to-day. Whatever it was, the substance must have been extremely rare to be so highly prized, and that makes it probable that these so-called crystals may have been diamonds fashioned into drinking vessels. The fact that no diamond has been found in modern times sufficiently large to form a cup does not militate against this theory. The ancients must have possessed precious stones of a size not

met with in these days. Their writings abound with allusions to emeralds of fabulous dimensions, and although none of these extraordinary gems seem to have survived, no one doubts that they once existed. Why, then, may we not suppose that there may have been immense diamonds as well as monster specimens of beryl large enough to fashion into images?

There was another fad which took strong hold upon the Romans of the time of Cicero, and that was the possession of rare tables. The distinguished orator, who is spoken of as "a man of comparatively moderate means," owned one which was valued at 1,000,000 sesterces, an amount that more or less reputable authorities say is the equivalent of about \$45,000. There was another of these much appreciated tables in the family of the Cethegi, which once changed hands for 1,400,000 sesterces and was subsequently destroyed by fire. Juba II, King of Numidia, had one which he valued at 1,200,000 sesterces, and Gallus Asinius owned one nearly as valuable.

As in the case of murrhine, there is some doubt about the causes or qualities that caused these particular tables to be valued so highly. Pliny's description of them is rather mixed. Some of his references indicate that their size was the chief factor in exciting Roman admiration, for he gives the dimensions of what he terms "the largest table that has ever yet been known" as four and a half feet in diameter and a quarter of a foot in thickness. This belonged to Ptolemaeus, King of Mauretania. But Pliny tells us that it was made of "two semi-circumferences joined together down the middle," and that the joining was so skillfully executed that the keenest observer would fail to note that it was made of more than one piece. This, he says, rendered it all the more valuable. The Emperor Tiberius had also a table which exceeded four feet in diameter, but it was only covered with a veneer of "citrus" wood. Nomius, his freedman, had a very costly one, "the material of which it was composed being of knotted wood." After dwelling on these features, Pliny further confuses us by saying that "the color of the wood is the quality that is held in the highest esteem of all: that of wine mixed with honey being the most prized, the veins being particularly refulgent. Next to the color, it is the age that is prized." Then he ends with the curious assertion: "At the present time whole trunks of trees are admired, and sometimes several are united in a single table."

From the confusing account we may safely infer that the value of these tables depended upon natural features as well as upon art. There certainly can be no ground for the assumption indulged in by "eminent" critics that the cleverness, in joining was one of the chief contributing elements, for the testimony is overwhelming that cabinet-making had reached a high stage of development before Pliny's time. His list of rare and ordinary woods used by work-

ers in this craft, and his familiarity with their qualities, indicate unmistakably that the Romans had cultivated a taste for elegant joinery and that their inlaid work was not entirely dependent upon ivory, tortoise shell, pearl shells, ebony and amber for effect. The skill of the artist and worker in dealing with the commoner woods was as much appreciated as the rich decorative material which was often applied with great lavishness. It is true that there were wide departures from simplicity, and that the futility of attempting to paint the lily or gild refined gold had not impressed itself upon the Romans. We are told that the cabinet-makers in the reign of Nero "devised a plan of destroying the natural appearance of tortoise shell by painting it and that by causing it to successfully imitate wood it brought a higher price than in its natural state." But the fact that the practice was denounced shows that departures like this were uncommon, and it is probable that on the whole there was a much higher level of art appreciation than is met with in our days.

In periods when great fortunes are amassed excesses of all kinds are common and the commonest of all is that of extravagance. It is stated that King Attalus gave 100 talents at

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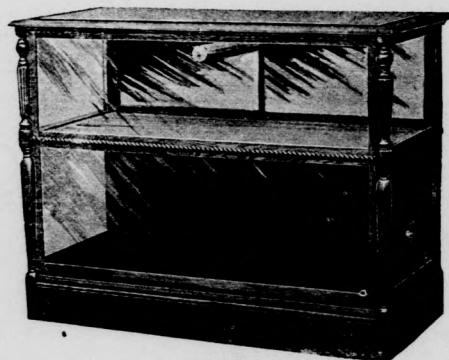
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BALLOU BASKETS have made the home run kind. You always like to see SUCCESS the world over. If you want to see the MOST SUCCESSFUL BASKET get it from Belding, Mich. Greatest variety, most special features Used by Uncle Sam and the largest individual users the country over.

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BALLOU BASKETS ARE BEST

a public auction for a single picture of Aristides. That is nearly as large a sum as has been paid in modern times for a painting, and the significant thing about the transaction is that an Asiatic kingdom like Pergamum should have, a couple of centuries before our era, produced bidders against a King willing to pay \$50,000 for a single specimen of a great artist's work. It is more wonderful to read of this sale than of the purchase made by Caesar, who paid 80 talents for the Medea and the Ajax of Timomachus. Caesar had accumulated vast riches in Gaul, but he had predecessors in Asia Minor and Greece who seemed to have been more lavish with their money than he was, especially when art or literature was concerned, as witness the purchase made by Attalus; or the interesting fact that Isocrates was able to sell a single oration for 20 talents.

When we read of these doings we are sometimes inclined to doubt the correctness of the too readily reached conclusion that the present era of extravagance has not been approached by our predecessors. The mainspring of faddism and eccentricity in disbursement is excessive wealth. In the last century of the Roman republic and during the first two centuries of the empire there were many enormously wealthy men. There were some whose fortunes must have exceeded the greatest amassed in these days. Dives Crassus was reputed to own land worth 200,000,000 sesterces. It must have been productive, for he used to say that "no man was rich who could not maintain a legion upon his yearly income." Sylla was still richer, and C. Marcius Censorinus, who had suffered greatly during the civil wars, left by will 4,116 slaves, 3,600 pairs of oxen and 257,000 head of other kinds of cattle, and 60,000,000 sesterces in ready money. Pliny tells us that although Crassus was "the first to become memorable for his opulence ** we have known of many manumitted slaves since his time much more wealthy than he ever was," and his evidence is abundantly corroborated, for during the first century of the Christian era subjects vied with the Caesars in their displays of wealth, and were often able to outshine them. So, on the whole, we may safely assume that the examples of riot, luxury and lavish expenditure for the gratification of fads witnessed in modern times do not begin to equal those of antiquity.

Frank Stowell.

Easy to Fool Even Experts on Bogus Cut Glass.

"There are only a few persons in the world that I could not fool on so-called cut glass," said a merchant the other day to a reporter. "The couple just going out want to make a wedding present and came to me to select a berry bowl. When I offered one at \$95 they got mad. It was a little thing, about as big as a saucer. I thought they wanted something nice. They actually believed I was trying to cheat them. The

price seemed preposterous, so they protested.

"They had seen an advertisement of a firm offering a bowl of the same size at \$7.45 and thought it would answer quite as well. The woman said: 'Our friends really would not be able to tell the difference between the two. They know absolutely nothing about cut glass and will be just as happy with the cheaper bowl.'

"Cut glass must now be very fine and expensive to hold its own against imitations. Only the rich can afford it for daily use on their tables. It must be made of the purest crystal and so cut as to rival the diamond in the brilliance of its facets. The edges of the facets must be as sharp as razors, yet as smooth as velvet.

"It is the easiest thing in the world to cut glass. You can witness the operation in some of the department stores; but the main point is the quality of the glass to be cut. We do a good deal of our own cutting right here, but import the shapes, which are blown from the brilliant crystal.

"Pressed glass is a Yankee invention which has done more to cheapen fine glass than anything else in the trade. Even an unskilled workman can manipulate the pressing machine. One man puts a lump of red-hot glass into a mold and another works a lever. That's all. You can turn out any designs you want of tumblers, vases, goblets, inkstands, dishes or statues. This pressed glass is made to imitate Bohemian and Venetian cut glass. The only difference is that the facets, which should be cut, are cast, and the edges, instead of being sharp, are slightly rounded. That, of course, renders the article lusterless to a degree.

"As the cost of cut glass lies chiefly in the cutting, a cheap quality of crystal is not worth cutting. And in the cutting you will always find a certain irregularity, one facet being a trifle lower than another, or sharper, or smaller at the base, etc. A great many clever judges look for this irregularity before deciding whether they are buying genuine cut or an imitation. They regard it as an infallible sign, for hand work is never regular.

"But, to show you how easily people can be mistaken, the smart manufacturers of pressed glass will get hold of the most beautiful and costly designs of Bohemian cut, with the irregularities mentioned, make molds from them and produce a perfect imitation of the real thing that will fool eighty men in a hundred. They will make for 7 cents a satisfactory imitation of a bowl that costs \$100. You will find these bowls in nearly every household in the United States, even on the tables of persons of wealth who are particular about their genuine cut glass, and set out for their neighbor friends the imitation.

"Some of our best customers have duplicate pieces of every bit of genuine cut glass in their possession. There is a woman on the Highlands of Fifth avenue, New York, whose cut glass is worth, at the lowest estimate, \$40,000, but she uses it only on

state occasions. Each article is duplicated in American pressed glass, and the whole imitation set didn't cost over \$500.

"So long as your guests know you have the genuine stuff it makes no difference what you place before them."

The Old and the New.

Ring out the old, ring in the new,
Ring, happy bells, across the snow;
The year is going, let him go,
Ring out the false, ring in the true.

Ring out a slowly dying cause,
And ancient forms of party strife;
Ring in the nobler modes of life,
With sweeter manners, purer laws.

Ring out false pride in place and blood,
The civic slander and the spite;
Ring in the love of truth and right,
Ring in the common love of good.

Ring out old shapes of foul disease;
Ring out the narrowing lust of gold;
Ring out the thousand wars of old,
Ring in the thousand years of peace.

Ring in the valiant man and free,
The larger heart, the kindlier hand;
Ring out the darkness of the land,
Ring in the Christ that is to be.

—Tennyson.

Colored races possess a keener sense of hearing than whites.

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GRAND RAPIDS, MICHIGAN

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

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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
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MFG BY
ALLEN & SPARKS GAS LIGHT CO.
GRAND LEDGE, MICH.



If you want the stillest running, easiest to operate, and safest Gasoline Lighting System on the market, just drop us a line for full particulars.
ALLEN & SPARKS GAS LIGHT CO., Grand Ledge, Mich.

Woman's World

What Trades Unionism Will Do for Servant Girls.

In Connecticut the servant girls have met and organized a labor union, with a headquarters and a walking delegate and a 10 hour clause, and all the other paraphernalia peculiar to an organization which immediately changes decent people into shirks, sneaks and liars. According to the telegraphic report, this great movement was brought about by a petticoat reformer who disguised herself as a servant and hired out to various families in order to spy out the grievances of the down-trodden cook and housemaid. She went out hunting for grievances and she found them and she comes back with a tale of the oppression of the hired girl that makes the sufferings of the ancient Christian martyrs look like 30 cents.

Now, one doesn't like to question the veracity of a self-constituted missionary, neither is one inclined to exploit domestic service as a light and agreeable occupation. There may even be isolated cases where servants are overworked and under fed and under paid, but experience and observation show that the servant girl, instead of being the victim of circumstances, is the boss of the situation. She is in reality the tyrant of the earth before whose awful threat to leave civilization trembles, and the mere suggestion of anybody being able to oppress her is all rank nonsense. Nobody can do it. All she has to do, when she is displeased with your treatment of her, is to put on her bonnet and walk out of your house into somebody else's who is so worn and harassed with the servant question she is ready to take anything that comes along.

The very idea that anybody would mistreat a good servant is preposterous on the face of it. She is too necessary for our peace and comfort to be trifled with. She is too precious a jewel to run any risk of losing and there are too many people standing ready to snatch the treasure out of our kitchen if we give them the chance. Instead of abusing her, it is a solemn truth that most of us are a good deal more polite to our cooks than we are to our friends, because the one is so much more plentiful than the other. The world is full of people who are companionable and sympathetic, but there is precious little good gravy. Being human, there are times when even the most amiable of women loses her temper and spansks the baby, and talks back to her husband, but none is so rash as to "sass" a good cook. She has the means of retaliation too handy. She can leave.

In this country, at least, it is the mistress who is the down-trodden and oppressed victim, and if anybody is to tell a tale of woe, she has a right to the floor. There is no housekeeper who can not relate a story of cooks who always got drunk when

she had company; of maids who took French leave in time of sickness and distress, when a good servant would have been the greatest assistance on earth; of servants that she has helped with food and clothes and money in times of need in their family, and who returned the favors with black ingratitude. All of us could present a bankrupting account of good food that is wasted in our kitchen without one pang of compunction; of silver forks and spoons and napkins thrown in the garbage can in wanton carelessness; of fine bric-a-brac heedlessly smashed and not even deplored by the vandals who have marched through our houses and whose brush and broom could hit every single thing in a room except the dirt.

Surely, if there is any sympathy going to waste, some of it belongs to the mistress who spends her life in a frantic and ineffectual struggle with hirelings who have no pride about their occupation and who do not even desire to learn the rudiments of it, much less to do it well. The impossible state of beatitude that every woman is looking forward to is finding a housemaid that she won't have to follow to see that she sweeps under the bed, and a cook that will be able to strike some sort of a decent average in her art, and whose culinary efforts will not be cooked to a cinder one day and raw the next, and when a woman does land such a servant, nobody need worry over her abuse of her. Philanthropy may fail at times, and the milk of human kindness turn to clabber, but selfishness never fails, and may be trusted to look after its own.

Looking at the matter dispassionately it does not seem as if there was really any more need for an organization of servants than there is for a trust of any kind of autocrats, but

it is interesting to note some of the objects of the union as they are set forth. These are:

1. To secure rest of body and a fair measure of pleasure in life.
2. To secure an agreement that the relations between mistress and maid shall be purely of a business nature.
3. To establish the 10 hour day, all extra work to be considered overtime and paid for at double wages.
4. To secure two half days' recreation each week.
5. To remove the sting of servitude.
6. To guarantee that the maid shall have the use of the parlor or sitting room three nights a week.
7. To prevent the employment of any but union maids.
8. To prevent the discharge of any maid without the consent of the walking delegate.
9. To permit the walking delegate to establish the amount of work each maid shall do—how many beds she shall make, how much washing and ironing she shall do and how much baking she shall undertake.
10. To permit the use of the telephone by the maid.

11. To insist that the maid eat at the family table, unless the head of the house agrees to pay double price, in which event the maid can eat at the second table.

12. To establish the right of the maid to have one guest occupy a seat at the family table as often as once a week.

13. To place all agreements and negotiations in the hands of the walking delegate, no maid being permitted to communicate with the housewife or housekeeper, except through the walking delegate, on penalty of expulsion from the union.

All of the above demands are in harmony with the propoganda of trades unionism generally, but, like all rules formulated by the cohorts of Ananias, disorder and chaos, they are not practicable.

No servant wants justice; she wants privileges and she would be the very first to rebel if these rules were put in force. Suppose you tried them on Mary Ann. Your purely business relations with her would cause you to dock her every time she was a half hour late and to charge her up with the china she broke and



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
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PROGRESSIVE DEALERS foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but **SAPOLIO** goes on steadily. That is why you should stock

HAND SAPOLIO

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.

the food she wasted in cooking. Her excuse that she did not go to do it or that the stove burned up the roast itself would not suffice then. A clerk is required to pay for the blunders he makes. The purely business relationship would also stop the continual flow of little presents from mistress to maid—the last year's frock or hat, the children's clothes that they have outgrown, the extra flannels of a cold morning—which virtually eliminates the clothes problem from her expenses. No business man undertakes to dress his employe's family.

If a certain amount of work is to be done for a certain amount of pay it surely obligates the giving of good work, not eye service. No merchant would hire a book-keeper whose accounts were so badly kept that he had to go over them personally to see that they were correct. "Two half-holidays a week." Um, hum! Is not that rather steep? No merchant prince thinks of even getting one; no hand in a factory or clerk in the store gets so much, but, as a matter of fact, the average servant does get more holidays than any other worker. Moreover, you may be assured that Mary Ann would never stand up to her part of the contract a minute longer than it soaked through her head that she was expected to give something as well as to receive. The minute she found out that her own rules bound her she would fold her tent like the Arabs and silently steal away, and the next morning we would get up and get breakfast just as we have always done when the cook came up missing.

As for removing the sting of domestic servitude, that lies in the servants' own hands. Nobody can do it for them; fine words mean nothing, and if housework is considered a degrading occupation it is because it is habitually the worst done and most dishonest work in the world. It is the worker who makes the work honorable, and if law and medicine and journalism are considered honorable professions, it is because most of the people engaged in those occupations give honest and capable work in exchange for honest pay. No labor can be habitually performed without intelligence or interest or care without its reflecting on the person who so performs it. It lies with the servant herself by good work to raise her profession, and when she does she may rely upon it that she is not going to be looked down upon or mistreated or suppressed. On the contrary, her praises will be sung in the market place and her price will be above rubies, for no matter how much the other avenues of occupation are crowded there is a big and lonesome place on the top of the ladder where the few good cooks are perched. Between the poor work and poor pay of the poor cook who does things hit or miss and seasons to taste and the culinary triumphs of the chef whose heart is in his pots and pans, there is a difference between starvation wages and a princely salary, and this fact is carefully commended to the consideration of the servant girls who

are contemplating striking for higher pay.

However, the servant girls' union, should it ever get into working order, will add fresh horrors to the servant problem. If it was hard to get along with the old Mary Ann, how will it be when you have to add the dangers and difficulties of your neighbor's relations to their Bridgets and Noras and Sallies? Will all the wash ladies in the community go on a strike because the Smiths put too many white petticoats in the wash? Will you have to get your own breakfast because all the cooks have gone out on a sympathetic strike on account of the Joneses having Sunday night supper? How are we going to keep our neighbor servants, when we can not keep our own? It is a dark and gloomy prospect, unless, indeed, as is promised, science steps in and brings us a beatific state of affairs in which there shall be neither cooking nor washing of dishes, but we shall satisfy the pangs of hunger on the compressed food tablets from the nearest drug store. In the meantime every one will regard with interest the new attempt to solve the domestic problem, because it affects every individual in the whole country. If it can be put on a rational basis, where fair work will be given for fair pay, it will be to the advantage of the mistress, as well as the maid, for it is the mistress who is the oppressed one now. -Dorothy Dix.

Proud of Their Incapacity.

It must be admitted that some women and girls have no taste for housekeeping, but this is a distinct misfortune. They ought to have it. They should try to acquire it. They have no reason to glory in such incapacity, nor to look on it as a mark of superiority, of an artistic temperament, a fastidious nature. Not a bit of it. The really fastidious people are always good managers, for they can not endure to live in discomfort and squalor, and, rather than endure it, set bravely to work to remedy it.

The young woman who can not cook a mutton chop, boil a potato, or make a decent cup of tea, whatever her station in life, has no reason to feel proud of her incapacity.

Some things every girl should know, whatever her wealth and position—how to make a fire, how to bind up a wound, how to cook at least some simple dishes, and how to act in case of fire or poison. On such knowledge life or the loss of it may depend, and she who does not possess it is ignorant of an essential to a woman's education. A thousand possible accidents may make it of the first importance.

The perfect woman, the woman the world wants, is the all-around woman who can put her hand to anything, should the need arise, and who, having a cultivated intelligence, quickly grasps how tasks unfamiliar to her should be done. The cultured lady, accomplished, equally at home in the drawing-room, the nursery and the larder, able to entertain her guests with ease and grace—no drudge, no mere upper servant, but capable, womanly, versed in all that

it becomes a modern woman to know; mistress, perhaps, of an art or profession, but in addition to and before all that, a good wife, a good mother, a good mistress—that is the kind of woman of whom there can not be too many.

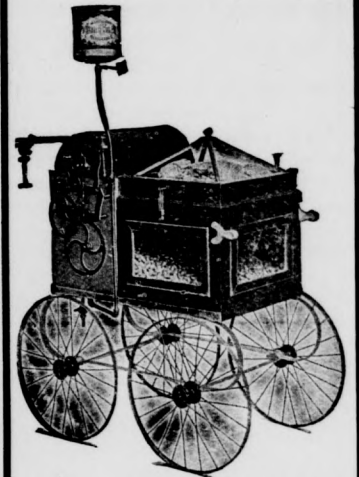
She may not be required, by her circumstances, to busy herself with household details, but she knows how everything should be done.

When she finds fault it is with reason and out of the fullness of her knowledge. She does not give impossible commands or expect impossible perfections. She is just and reasonable, but if anything goes wrong she knows just why, and she can point out the reason.

She commands the respect and confidence of her servants. If circumstances compel her, she is ready to work for her husband and children.

She manages under all circumstances to preserve her grace and refinement and to import it into her method of work. She makes the poorest cottage pretty and homelike, and by a deft touch transform the dreariness of even cheap lodgings. She never sinks with her fallen fortunes, but brings up her children to adorn the society to which they belong. She is simple and well bred—a lady, every inch of her—and therefore free from foolish pretense and affectation, cheerful, companionable, well read, with a kind heart and sound principles. "Her price is above rubies."

Little Gem Peanut Roaster



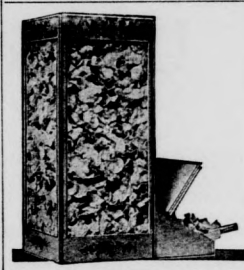
A late invention, and the most durable, convenient and attractive spring power Roaster made. Price within reach of all. Made of iron, steel, German silver, glass, copper and brass. Ingenious method of dumping and keeping roasted Nuts hot. Full description sent on application.

Catalogue mailed free describes steam, spring and hand power Peanut and Coffee Roasters, power and hand rotary Corn Poppers, Roasters and Poppers Combined from \$8.75 to \$200. Most complete line on the market. Also Crystal Flake (the celebrated Ice Cream Improver, ¼ 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,
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MEYER'S RED SEAL BRAND SARATOGA CHIPS

Have a standard reputation for their superior quality over others.



MEYER'S Improved Show Case

made of metal and takes up counter room of only 10½ inches front and 19 inches deep. Size of glass, 10x20 inches. The glass is put in on slides so it can be taken out to be cleaned or new one put in. SCOOP with every case. Parties that will use this case with Meyer's Red Seal Brand of Saratoga Chips will increase their sales many times. Securely packed, ready to ship anywhere.

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

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

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

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THE BRILLIANT GAS LAMP



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

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

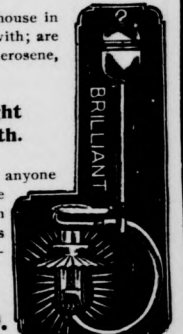
Safe as a candle, can be used anywhere by anyone. Over 100,000 in daily use during the last five years and are all good. Our Gasoline System is so perfect, simple and free from objections found in other systems that by many are preferred to individual lamps.

BRILLIANT GAS LAMP CO.

Halo 500 Candle Power.

42 State St., CHICAGO.

100 Candle Power.



Clerks' Corner

The Necessity of Having a Definite Plan.

A very large percentage of you clerks would be unable to tell the object of your work if you were asked the question as to why you are clerking and what you expect to bring out of it. Of course, you would say that you wanted to work into a first class position, but I will wager a dollar against a doughnut that you don't know how you are going to do it and have no definite plans for the work of accomplishment.

You began clerking because it was about the best thing offered at the time when you sorely wanted and needed a job. It appeared to be steady work and a place to earn enough money for present needs. You had to do something and so you became a clerk in a store. Of course, you began as the underling and didn't get very much pay as a starter, but you thought you would try it—and that is as far as you reasoned at the time.

After you had worked a little into the ways of business you began to fix your mind on getting more money out of your work. The definiteness of your plans was hinged on the possibility of getting more pay, and you improved mainly because of the incentive of more money in it and you looked no farther than what you

might be able to make out of it by and by. Now, isn't that so?

And how much farther than that course of reasoning have you reached at the present time? Your plans for betterment of your condition are what? How much have you really studied the possibilities before you? Isn't a good part of your hope for a betterment of condition and an increase of pay hinged on the possibility of someone above you in rank either hiring to another firm or dying and getting out of the way? Maybe that is a strong way to put the fact, but fact it is and it will continue to be so until you fellows who are working under such schemes and plans begin to look farther than the ends of your noses for good business inspiration.

You are perhaps to the mark where you are thinking of settling ahead because of good salesmanship. That is good as far as it goes, but it is very likely you are doing your best to get into the ways of better salesmanship through plain bullheadedness and the strength of good luck brought about by persistence instead of real ability as the result of careful study.

How much attention have you really paid to improving your knowledge of dry goods and general stocks during the last year? You have perhaps read a great lot of matter in various journals and called it all good and worth trying, but you have forgotten nine-tenths of what you have read simply because you have not tried to remember it and apply it. Or it may be that you have read

little and absorbed in proportion. What good has this reading done you as a mere amusement or entertainment?

How much have you studied the characteristics of the people you have waited on during the year, and how readily can you adapt yourself to the varying moods and fancies of the people who come to you for goods? Do you really try to serve your customers as they would be served and at the same time can be influenced toward the ways of the store? Or do you attempt to fetch the customers over to our way of thinking something as a cowboy would rope a steer?

No matter what your disposition or what your manner of doing business, you are looking for more money and a better place, aren't you? That is good, but you are laboring under an impression similar to that of the deluded foreigner who thinks he can come to America and pick money from the streets and the bushes. You may not be altogether to blame for this, but it is a fault that not only keeps the quality of the store work down but prevents the really ambitious young man from getting to where he would like to reach and that is the reason why you should study more closely the ways and means of better clerking and better merchandising.

Because you sort of blundered into the work of being a clerk is not at all a good reason why you should continue to blunder. So far as you can see ahead you are going to be

a clerk for a good while, and you may be sure that you won't reach to higher mercantile positions by waiting for all the men ahead of you to be discharged, hire elsewhere, or die. So why not get closer down to the real business and figure out what you intend to do and how you are going to get to it?

Perhaps you are one who wants to become head clerk of the store in which you are working and finally get a stronger hold by becoming one of the firm. Unless you work steadily and definitely toward that end, there are ninety-nine chances against you to one in your favor. You have not only got to study your goods and become intimate with the stuff you handle, but you have got to become well acquainted with your trade and make yourself agreeable.

Then, it is a part of your plan to find out whether you can sometime become a member of the firm, for unless you are acceptable to the house there will be little use in attempting your plan, and you can not work to your purpose without a plan.

It may be you desire to become a traveling man, yet you have no definite plans as to where and when and how. You are just hanging on and waiting and hoping, with the expectation that you will sometime and somewhere see something turn up that you can get hold of. You have no plan ahead and you have never consulted with anyone who could really help you in the direction you want to go. You have just been blundering around and hoping that

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

sometime the blundering will bring to light a way that will give you an awfully nice job.

It makes no difference whether you are ambitious to become a manager, a superintendent, a big buyer, or what not in the business world, unless you can work by a determined and definite plan you will never get there except by chance. I do not mean that you can take a piece of paper and a pencil and write out a course that you can follow for a certain length of time and on a certain date step calmly and completely into what you are after, but it is reasonable to argue—and it is truth—that no clerk can expect to become a power in the mercantile world without studying and working hard to this end any more than a young man can hope to become a good engineer simply because he would like to and hopes to blunder into it somehow.

Why shouldn't you, as clerks, study your work as closely as the student in any other course of applied effort? Natural aptitude and taste go a long ways toward making a man what he wants to be, but it will not accomplish a satisfactory result in the face of the fact that young men and women everywhere are studying their places and are advancing swiftly beyond those who do not study, or who study but little and trust to chance for the rest.

If you were required to pass an examination in the business of clerking, you couldn't answer a score of questions whose answers are under your nose every day. If you were given a particularly difficult customer to wait upon and told that you could sell that customer from your stock if you handled her right, you would fail because you have not studied closely enough the ways of people and understood what is your privilege and your duty to understand in the business.

A customer comes to you for goods in your stock. You know you should make the sale. The customer goes without buying and you call her a shopper or the meanest customer in town. You let the matter pass and do not attempt to understand why you have failed. If you were given the liberty to buy a certain stock of goods, you couldn't do it, because you have not studied that class of goods and don't know much about it excepting what you have blundered into.

Let's get down to real seriousness about this work of clerking and find out why you are in it and what you expect to get out of it. If you have no definite plans for the years ahead of you, make some just as soon as you can get your thinking machine into good working order. If you have any plans of the indefinite kind, untangle them and get them to working in a smooth course at once.

Making, selling and handling goods becomes a more difficult work every year because of the multiplicity of changes in styles and demands and because of the increasing fancies of the buying public. Clerking to-day has got to be a far different thing than the clerking of twenty years

ago because of these changes and necessities and because better trained men are every year needed in all sorts of merchandising fields.

It is up to you clerks to realize these facts, and the sooner you begin to work definitely, the sooner you will succeed in getting what you want and assist in raising the whole standard of mercantile work. Quit blundering about like a chicken in a pen looking for a hole through which to crawl to better feed, but know what you want and work intelligently toward the means of reaching it.—Dry-goodsman.

Evolution of the Sword.

The evolution of the sword has passed through five distinct stages: First came the epoch of pure carnage, when men seemed to hew and hack each other for the mere pleasure it gave them. Next the era of legend, when stupendous and impossible feats of arms were said to have been accomplished. Then followed the feudal time, a curious mixture of bloodshed and religion, when the piety of the crusaders was proved by their ability to slash the equally bloodthirsty Saracens. Succeeding this brutal period sprang the noble season of skillful fence, as a sword, no longer a weapon of pure attack, became a mixed arm of offense and defense combined. Finally we see its fall, being to-day a mere military accoutrement, after attaining a glory that no one dreamed of during the days of its first rude and barbarous use.

The most celebrated weapons in history uniting miraculous sharpness with wonderful elasticity are undoubtedly the blades of Damascus. The sabers of Japan, although as hard as a diamond, and taking an edge so acute that they will go through a pillow or poker as if it were air, can not compete with the old Syrian swords, because they have no elasticity. This elasticity is not altogether a lost art, as even to-day one may see in Toledo, Spain, blades packed in coils like watch springs. Swords have been made during the

present century in Russia that rivalled in edge and bending qualities even the famous Damascus blades. At the imperial factory of Ziateust, in the Urals, some have been turned out which bent until the point touched the hilt, and which would also cut through an iron bar. More than this no blade has ever done or can do.

Didn't Want to Worry God.

There is a young boy in a near-by city aged 8, and named Todd. He is wholly human and he has a careful and religious mother who strives constantly to bring him within speaking distance of her ideal of what a boy should be. To this end he is admonished to pray every night that he be a better boy. One night recently he climbed into bed without saying his prayers. His mother asked him if he had forgotten to say them, and he answered that he had not forgotten but that he did not intend to pray that night. His mother enquired the reason for his determination. Todd, from his comfortable pillow, made answer:

"Well, mother," said he, "I'll get up and say my old prayers if you want me to, but I don't want to do it a bit. Here I've been asking and asking God to make me a good boy and I think I've done it enough. God

will attend to it when he gets 'round to it, and I don't think it's nice for me to make a nuisance of myself. I've pretty near worried the life out of him about it already."

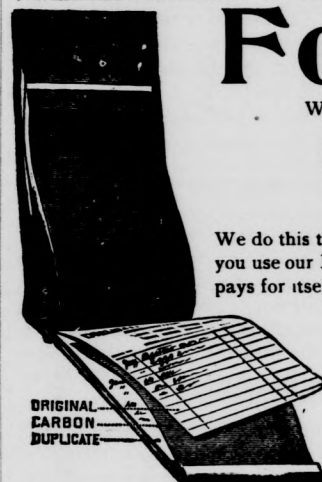
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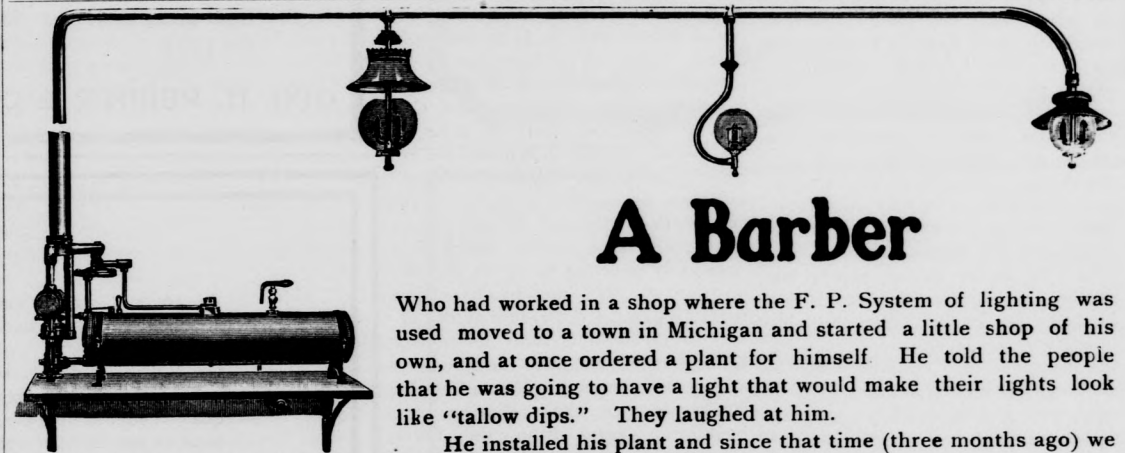
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A Barber

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**

Shoes and Rubbers

Wisdom of Retailers Acting as Agents for Manufacturers.

In the past, and not a very distant past either, advertised specialty shoes were few in number, and wise was the retailer who pondered long the advisability of "taking an agency." When I consider the enormous amount of money which the manufacturer has expended in the magazines and journals, opening up a new and exceedingly rich field of patronage, I am only surprised at the meagerness of the result.

No law of nature or of business is more certain than change, and in these days of electricity changes are both rapid and radical. It is doubtful if the consumer will, in our day, settle down to buy goods wholly on their merit. He must have his attention attracted by some novel and unique method; he must be led to believe that some new scheme has been discovered, whereby he is to reap a reward that his judgment, if he should stop to use it, would tell him was impossible.

There are certainly many shoe stores that have sold shoes bearing their own name only, and have succeeded in building up a good and steady business, because of the fact that they disposed of shoes which were well and strongly made, and gave satisfaction as regards both wear and fitting qualities.

The large sale of specialty goods in the last year, and the readiness with which some of the best dealers have taken hold of advertised lines would suggest an affirmative answer to the question: "Is it to the interest of the retail dealers to push the sale of advertised specialty shoes?" And yet I fail to see any advantage the dealer has gained by placing himself on a basis of dependence.

The successful dealer has always taken the precaution to have the shoes which bore his name possess all the good qualities consistent with the price that was paid. Whether the shoe sold at \$1.50 or \$5.50 it bore his name and he held himself personally responsible for its wear. His customers profited by the care the dealer had taken in selecting his styles, were satisfied with their purchases, and returned to buy another pair, relying upon equally good treatment, and on the guarantee that accompanied the first purchase.

Let the dealer choose appropriate names for certain price shoes, say \$3, \$4 or \$5; let him apply the additional cost he is obliged to pay for the manufacturer's adopted name, to advertise his own store, and his own specialties, and he will build up a reputation of much greater value to himself than if he sold shoes under the name the manufacturer has chosen for him.

The retailer who has undertaken to push a specialty shoe with a name belonging to somebody else will sooner or later suffer the penalty for his short-sightedness. He has given

to the manufacturer, gratis, the strength of the influence he has been years in acquiring in the community and placed it where it will surely be used against him, for he will not always submit to such conditions as are certain to be imposed upon him by the party who really owns the business and can dictate terms or set his goods up in opposition to his own.

Manufacturers have steadily maintained that their profits were small and have proven their assertion by advancing the price of their product whenever the price of leather or other material advanced, and yet they introduce their "specialty" with promises of extensive advertising. "We advertise the shoes in your daily paper at our expense," is generally the inducement held out and accepted. Now, then, if the shoe manufacturer's profit has been so small that he has been obliged to raise his prices or lower his discount upon the slightest fluctuation in the leather market, how can he afford to contract the additional expense of advertising in the daily papers, without adding it to the price of the shoe? He can not.

My idea is to keep hands off of lines which tend to build up some one else's reputation, to pay strict attention to your own name, and to impress on customers the fact that the shoes sold are warranted in all respects and any defects will be speedily remedied.

Suppose conditions arise which will induce the manufacturer to transfer his agency to a rival dealer, who has a larger store and greater business, and can probably handle more of the "specialty" than the first merchant. Who will blame the maker for such a change? He is jubilant over his good fortune, whereas the dealer, who has contributed directly and indirectly to the prominence which the "specialty" has attained, is thereby injured, with no recourse whatever.

Think what such a predicament this would place you in, especially after you have impressed upon your customers the goodness of this particular shoe, and told them you are selling as good a shoe at \$3 as ever sold before at \$4. You have stated so in your newspapers, and all other advertising matter over your name. Can you fall back and drop the shoe after having created a demand for it? The "advertised specialty shoe" made its appearance partially in response to a demand of the people for novelty and change, which is a constantly growing factor in the disposition of all merchandise, but more largely as the result of the effort of the manufacturer to control his output and establish for his goods a demand that is wholly and exclusively his own, thus relieving him, in a large degree, from the fierce competition of the general market and making him altogether independent of the retailer, to whom he has heretofore been subject.

When the retailers all over this land wake up to the fact that if they advertise their own shoes, as the leading merchants are doing to-day,

and hustle for their own stores and shoes, they need not worry about the specialty question.—B. Jacobson in Shoe Retailer.

To Clean Wall Paper.

To clean wall paper the dust should first be removed by lightly brushing, preferably with a feather duster, and the surface then gently rubbed with slices of moderately stale bread, the discolored surface of the bread being removed from time to time so as to expose a fresh portion for use. Care should of course be taken to avoid scratching the paper with the crust of the bread, and the rubbing should be in one direction, the surface being systematically gone over as in painting, to avoid the production of streaks.

Quite Different.

"Did papa have any money when you married him?"

"No, dear."

"How did you come to make such a sorry blunder?"

"You mustn't call it a blunder, child. You know your father has plenty of money now. Besides I would do the same thing again."

"Then why are you making such a fuss because I want to marry a poor young man?"

"Arabella, if you can't talk sense don't talk at all!"

A person usually begins to lose height at the age of 50, and at the age of 90 has lost at least one and one-half inches.

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.

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 PLUMBER'S WIFE

Takes It Into Her Head To Be Shod.

It was six of the clock and thirty minutes after.

Mrs. Fawcett—she that was a Nichol, but did not insist on being called Nichol-Fawcett, partly because she was the wife of a master plumber and partly because she was acting a part in the famous saying, "Shirt sleeves to shirt sleeves in three generations," and Mrs. Fawcett was still a part of the first generation—

Mrs. Fawcett had had the supper ready for sixteen minutes and she was angry.

She had hustled like—everything—to hurry things, because she had been fourteen minutes late in getting the repeat ready, but now that Fawcett was not home and did not know this, she could merely mention to him that it was no fault of hers if the food was spoiled when he came in a full half hour after supper time, instead of, like a good wife, taking fourteen-thirtieths of the blame herself, instead of charging him with the full time. This was not so much because she was dishonest in the matter, as because she was not good at figures.

Things, however, got no worse, for at this moment Mr. Fawcett appeared.

He explained promptly that the delay was occasioned by the fact that all the plumbers on the job were called out at 5:08, because it was learned, with horror, that the blacksmith who set the tires on the wagon which brought lead pipe to the building was a non-union man and, hence, none of the plumbers could, in common honesty, this being a free country, use any of the pipe in their work, and the extra meeting at headquarters—which had arranged an amicable settlement with the contractors, and an era of good feeling all around, on the consideration that the tires be taken from the wagon by a union blacksmith, after which the pipe be hauled back to the warehouse and rehailed to the job, and the time taken for the meeting be paid for by the contractors as extra work at double rates—had consumed time until well after six, and Mr. Fawcett added, by way of a clincher on his consideration for the household time table, that when all of the fellows went down stairs to have a drink with the contractors, he had excused himself and hurried home. And that's a good long sentence, now, isn't it?

Mrs. Fawcett said no more, for she had thoughts.

"You must have got about enough extra on the extra time to get me a pair of shoes, didn't you?" she queried gently.

Mr. Fawcett almost choked on the spatula full of cold bird, which he was urging upon his epiglottis, as he looked up in sudden horror.

"Enough!" he cried, "enough! You know well enough what I got."

"Yes, dear," she said, soothingly. "Seventy cents an hour plus twenty cents on the side for the hustling

speed which you put on as an example to the others, which makes ninety, which multiplied by two for extra time makes \$1.80. The shoes I want will cost \$3.30 and I have \$1.70 saved in the cracker jar to contribute to the fund.

"Now, after supper, you can take a secondary wash-up and go down town with me."

Mr. Fawcett opened his mouth to say something, but there was a certain look on the face of Mrs. Fawcett which he had learned to respect, so he simply filled the opening with a little spaghetti and held his peace.

Shortly after 7:30 that evening, both of the Fawcetts might have been seen running for the down town car. And it was just a little before eight when they made a quarter bend and entered the neat foot-wear joint of Lacey & Gore.

Mr. Gore had just finished selling Mrs. Somebody, from one of the nice streets, a pair of shoes for \$5 cash, and he was certainly feeling chesty. He knew the Fawcetts on sight. Mr. Fawcett had once done a bit of plumbing for him when he was working as an independent artisan, and Mr. Gore had never forgotten it. Not so much the work as what it cost. "Good evening, Fawcett," he said, with honey on his tongue, "Good evening, Fawcett."

"Good evening," said the Fawcetts in turn.

"I suppose," said Mr. Gore, "that Mr. Fawcett has got out of shoes again."

"That's where you're off," said Fawcett. "It's the other Fawcett."

"Ha! Ha!" laughed Mr. Gore. "The other Fawcett is good."

"Yes, you can turn me off," said the plumber, grimly. He had forgotten about the bill for the job in the long ago, but the shoe dealer remembered. Oh, how hard he was remembering.

"Oh, yes, Mrs. Fawcett," he purred. "I always like to sell you shoes, because it is so easy to fit you."

"Such a common foot, I suppose," said Mrs. Fawcett.

"On the contrary," replied Mr. Gore sweetly, "what ought to be the common foot, but isn't. The perfect foot which shoes are made for, but which we so seldom find."

Mr. Fawcett looked apprehensive, as husbands will look sometimes when their wives are praised by nice smooth gentlemen.

"What sort of a shoe—something for nice wear?"

"Yes, something pretty good," replied Mrs. Fawcett.

"But not too high priced," added Mr. Fawcett, hastily.

Mr. Gore turned to the shelves and had pulled a handsome enameled paper covered carton part way out, but as Mr. Fawcett added his remark, he turned with apparent reluctance, leaving the carton still sticking out from among its mates, and reached with studied carelessness to another part of the shelving and pulled down an "individual."

"Here is a pretty fair shoe," he said, "that we are making a special run on. Splendid wearing quality and

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

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- "Gold Seal"
- "Goodyear Rubber Co."
- "New York Boot & Shoe Co."

Goodyear Rubber Co.

382-384 E. Water Street
MILWAUKEE

W. W. Wallis, Manager

Herold-Bertsch Shoe Co.

Makers of Shoes
Grand Rapids, Mich.

only \$3.50. A great bargain for the money and we're selling a lot of them."

"That's the checker," said the plumber.

"They don't seem very nice style," said Mrs. Fawcett.

"N—o. Not as stylish as some of the higher priced goods, but splendid value, wear like one of your husband's fine plumbing jobs and with as much style as they can put in for the money. Of course, to get the quality into a shoe at that price they have to sacrifice a little on the extreme of fine style and the extra fine workmanship. Like your business, Mr. Fawcett—almost any sort of a fair 'helper' could run a gas pipe through a cellar that would be as serviceable as though you did it yourself, but when it comes to a strictly high-class job, they have to get a strictly high-class man like you to do it and naturally it's a little more expensive—you see the point."

Mr. Fawcett saw, but he merely nodded his head and looked apprehensive again.

"Let me see something a little finer," said Mrs. Fawcett, in her decided tone, from which it was known there was never any appeal.

Mr. Gore turned and with great care and delicacy, almost reverently, as though he were handling a piece of costly jade, he pulled down the carton and with great daintiness removed the shoe from its tissue wrappings. He fondled it gently, as you have done yourself, gentle retailer, to make an effect—don't say you haven't, for the writer knows better—and handed it to Mrs. Fawcett.

"Is it not beautiful?" he asked.

"It is a pretty shoe," she said.

"How much?" queried the plumber.

"Let me fit it on," evaded the dealer.

With an expert twist and gentle rubbings of the kid, he drew the shoe on Mrs. Fawcett's not unshapely foot. "Superb," he said. He drew the laces together a little and held them in one hand while he turned his head a little on one side. "Beautiful, beautiful," he ejaculated. Then he laced the shoe all the way up, and set the foot gently down on the floor, while he swung the foot mirror into position and stepped back without a word, as one who would indicate by his action, "There is no need for me to say anything. If you are a connoisseur, you will appreciate it, and if you are not, there is no need for me to waste words on you." Of course, you understand, he didn't really say that, but that is what his action said. And actions, you know, speak so much.

"How much?" asked the plumber.

The dealer did not reply, for anticipating the question he had, at that moment, dropped on his knee and smoothed out a wrinkle under the instep.

Mrs. Fawcett turned her foot on one side and looked for a moment at the shoe, while she allowed her upper teeth to bite thoughtfully at her lower lip and with the first finger of her right hand pressed carelessly against the center of her chin.

"I will take them," she said suddenly, as though there was nothing else which could be said.

"But, Uneeda," exclaimed the plumber, aghast, "you haven't asked the price?"

"Oh! so I haven't. How much are they?"

"I hate to tell you," smiled Mr. Gore.

"Oh, be brave," said the lady.

"I saw a pair just like them, which a lady from New York who is visiting Mrs. Tong had on, and she said she paid \$7.50 for them—"

The plumber drew in his breath sharply.

"Rather than have you take anything which would not look so well," continued the shoe man, "I am going to make them to you at \$6.50."

"Very well," said Mrs. Fawcett, with an air which had been assumed the moment Mrs. Tong's name was mentioned, "You may do them up."

"Why, Uneeda," said the plumber, but she did not hear him.

"We have a slipper for evening wear, made by the same firm," said the shoe man, "which is a wonder. I want to show them to you whether you need any or not, they are so pretty."

He pulled down another carton.

"Oh!" exclaimed Mrs. Fawcett.

Without a word Mr. Gore dropped on his knee and slipped the slipper on in a twinkling. It did fit neatly.

"How much?" queried the lady this time.

"Oh, we can make them for \$3.75. We don't care to get New York prices on them. Just get them for a few special customers."

"I will take them," said Mrs. Fawcett.

"Anything else?" said Mr. Gore.

"No," said Mr. Fawcett.

"Nothing for your own wear, Mr. Fawcett?"

"No!"

In return for the pink paper parcel tied with the violet twine, Mr. Fawcett handed out a ten dollar bill and a silver quarter. Mrs. Fawcett said "Good evening," sweetly, in response to the shoe dealer's remark of the same nature, as he held the door open for them to pass out, but the plumber, following after, said never a word—then.

Mr. Lacey strolled along by the cash register, as his partner rang up \$10.25. "Wasn't that our \$3.50 shoe and that \$2.25 slipper?" he queried.

"It was so," replied Gore, smiling. "It ware indeed. It's three long years now since he fixed the water pipe which burst, but you know the old proverb, Lacey: Bread cast upon the waters—Bread cast upon the waters."—Ike N. Fitem in Boot and Shoe Recorder.

Stopped Inside.

"Hello, Leo," panted the lioness, "I've been chasing a wounded antelope for several miles. Did it pass by here?"

"No," replied the lion, licking his chops contentedly; "it didn't pass here."

Character is the one thing without limit in its development.



Sell Mayer Ladies' and Misses' Shoes

And increase your shoe trade. They are stylish, snappy and correct in every particular. You can surely increase your shoe trade by selling

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SHOES

We know you can because others are doing it every day. Back of them is a big advertising appropriation that will bring new trade right to your door. Ask us to send a salesman.

F. Mayer
Boot & Shoe Co.,
Milwaukee, Wis.

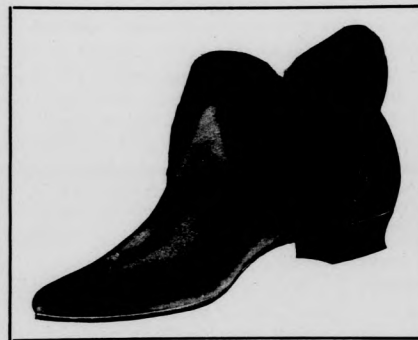
Announcement

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 CARRY 78 STYLES



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In Men's, Women's,
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You need them. Write for salesmen to call, or order samples.

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Grand Rapids, Michigan

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STATESMEN IN STORES.

Blaine a Freaky Buyer—John Sherman a Close One.

"James G. Blaine was a customer of ours for many years," he said. "He was a peculiar man. He bought a thing because it had for the moment appealed to his fancy, and without the least regard for the fitness or utility of the object purchased. He was as great a terror to managers and floorwalkers as the man who orders fried oysters and mince pie for breakfast is to waiters. He used to come into the store, stroll about a few moments, and then exclaim: 'I like that chair; send it to my house.'

"Then perhaps I would have to explain to him that the piece of furniture would not harmonize with the plan and decorative scheme of his residence. Usually Blaine yielded to the better judgment of managers or proprietors, but there were times when he had his heart set on having a thing, and then he rebelled. I remember one day he came into the store and selected a bookcase that was not at all suited to the interior arrangement of his house. This I explained to him. He admitted that I was right and seemingly abandoned his determination to have the case. But as soon as I had turned my back he beckoned to one of the store porters and told him to send the case up to his house.

"President McKinley always bought with but a single object in view, and that was to please Mrs. McKinley. They would frequently visit a

store together. This was especially the case at the time when they were furnishing their home in Canton. Mrs. McKinley was fastidious as to colors, preferring the more delicate shades, whereas her husband was fond of dark blues, reds and browns. It was in the selection of such things as upholstering goods, carpets, rugs, and curtains that they differed most. He would hold the samples up to the wall and argue like a diplomat, always gently and soothingly, however, for one or two colors, on which his fancy had set. Sometimes he won, but not often. Mrs. McKinley generally decided such matters in her own way.

"Bob Ingersoll was as good a Christian in his business dealings as any man going. I remember once that we were a little hard run for ready cash. We had large outstanding accounts, among the number being a bill of \$1,000, purchased by Col. Ingersoll, which, however, was not quite due. I therefore sent our collector to him with instructions to ask him for a few hundred dollars on account, telling him to explain our situation, and in collecting the money under no circumstances to annoy the colonel. The collector reached Col. Ingersoll's residence just as he and a friend were leaving, walking rapidly in an opposite direction.

At first the collector was at a loss to know what to do; but finally he decided to risk approaching him, hoping that he would not give offence. He had all he could do for a time to overtake the two, and when

he did, Col. Ingersoll, before he had time to announce his mission, gave him to understand that he was in a hurry and could not under any circumstances be detained.

"The collector said he would walk along with him. As he did so he quietly and politely explained the object of his call. At this Ingersoll stopped short, returned to his house, and in the kindest manner imaginable made out a check for \$1,000, the full amount. The same day the same collector called on a popular preacher with a bill of like magnitude, long since overdue, in the same polite manner explaining that we were badly in need of funds and requesting a few hundred dollars on account. Whereupon the worthy divine flew into a high dudgeon, cavorting about at a great rate, and, writing out a check, flung it at the collector's feet as he would have thrown a bone to a terrier. Such was the difference between Bob Ingersoll's infidelity and some men's Christianity.

"The closest, shrewdest, hardest buyer among the public men of the last thirty years was Senator John Sherman. Whenever he came to your store or you went to his house to do business you could rest assured that he would get the best end of the transaction. There was nothing mean or small about his buying, no splitting of pennies or any of that sort of business, but at the same time you could depend on it that whatever you sold him would be at bottom figures, with very little margin of profit."—Washington Post.

Where Do You Go From Here?

"Where do you go from here?"
How tired I get of that phrase!
Out of the year it greets my ear
Three hundred and sixty-five days;
As I leave home after a rest
The conductor at the train
Takes a grip on my mileage strip
And fires it at me again.
The hotel man gets sociable,
As I pay for his high-priced cheer,
And drops my bill in his yawning till
With a "Where do you go from here?"

The barber stands with a tip in hand
And as I disappear,
"Come in again!" he yells, and then—
"Say, where do you go from here?"
The friends I meet upon the street
Keep dinging it in my ear;
Their only song the whole day long
Is "Where do you go from here?"

Till at last I dreamed, and to me it seemed
That my time had come to die,
And with angels bright I took my flight

To the pearly gates on high.
St. Peter stood in a thoughtful mood
At the foot of the golden stair,
But raised his eyes as we drew nigh
And asked, with a doubtful air,
"Your papers, please—what ails your knees?"

Then, grinning from ear to ear,
"Oh, you are one of those traveling men—
Well, where do you go from here?"

Sanitation is not salvation, but salvation will include sanitation.

LEAP YEAR GREETING

These are the candy men for 1904



J. H. Millar Jos. W. Putnam H. L. Gregory O. W. Stark R. R. Bean M. Ellis F. W. Orsinger Milford J. Nash D. M. Bodwell

Representing

PUTNAM FACTORY NATIONAL CANDY CO.
GRAND RAPIDS, MICH.

Our Motto: Honest Dealing and Good Goods.

WHERE BREAD IS MADE

For the People of Many Nationalities.

The commandments of the City and State of New York say to the bakers and the people, concerning the loaf of bread:

It shall be made of good and wholesome flour and meal.

It shall be made in rooms with walls eight feet high.

It shall be made in rooms where no person sleeps.

It shall be made in rooms where no domestic animals but cats are allowed. Dogs are barred.

It shall be made in rooms so arranged that they are easily cleaned.

It shall be made by persons working no more than ten hours per day.

It shall be made in no room containing an ash pit.

It shall be sold by avoirdupois.

It shall not be exposed for sale out of doors unless covered.

These are the laws epitomized, the laws that are kept in spots and broken frequently, some of them persistently. Yet four state and city departments have a hand in enforcing regulation of the bakeries.

In no city in the world is so cosmopolitan variety of flour food products to be bought as in New York. Americans rank with the Spaniards as bread consumers. Every American according to statistics consumes one pound of bread daily. When far-away foreigners from all the lands of the globe are assimilated, that daily pound of bread is the last thing that changes. A man, a whole family, may turn its back on the strictest tenets of the most orthodox of faiths. Its bread is still "twist."

The thing that produces most of his strength, that builds subways and great railroads, changes last.

He may forget to eat it, crouched in Oriental fashion, cross-legged on the floor, in the form in which it is still known in the Syrian quarter of Washington street, but the good bread may still bear the holy form of the holiest Greek cross.

New York consumes annually millions of pounds of flour, and 6,500 men working in 2,250 bake shops produce a loaf of bread for each inhabitant daily, besides endless sweet stuffs and pastry.

The greatest bread eating races in the city are the Germans, Hebrews and Italians.

When inroads on "mother's home-made bread" were first effected by foreign methods, it was the Frenchman who drove the wedge. Vienna bread followed. In New York, on the West Side, in the blocks west of Sixth avenue, below the Thirties, the Frenchman, "le boulanger," overran the section and poured his crisp and crusty products into the town.

Then the German arrived, with the Austrian in tow. The Italian pushed the Frenchman out of many of his haunts, and the Jewish and Polish bakers came with the rest of the immigrants. The hungry hordes had to be better fed on this side of the Atlantic than in the half-starving sections from which they were fleeing. Swedes, Norwegians and Danes

looked with favorable eyes on Brooklyn rather than the Manhattan end of the Bridge. Bake shops to supply the peculiar Northern European tastes were established. Even Chinatown has its own bakery, although bread is not one of its products, and the State exercises its functions of supervision over the funny little half-underground Chinese pastry shops just as it does over the most hygienically devised establishment of the richest sections.

When the State laws regulating bakeries were first put into effect it amounted to a crusade on conditions. Now the shops are run, as a general rule, in compliance with the principles of the commandments. The new tenement house laws have affected the construction of bake shops and render a return to the conditions of the '60s and '70s impossible.

The fire department takes a hand too, and altogether the chance of bakeshops breaking many laws isn't very good.

But the product of the shop, apparently, is left to its own conscience. This product, except as it is affected by sanitary conditions of production, is supposed to be in charge of the health department.

The health department runs a regular crusade, a perpetual war on milk. Sometimes milk is put into bread. Baking powder, of course, is used in cake and pastry and some German kitchens, and also biscuit, in place of germ yeast.

That's all. Otherwise the health department has a simple and child-like faith in the purity of flour and its most important product, loaf bread.

Stunned is the only applicable adjective for the expression on the faces of two of the oldest attaches when asked if analyses of flour and tests of bread for excess alum, sulphate of copper or other adulterants were not regularly made. In the chemical division nothing of the kind had ever been heard of within the memory of the oldest inhabitant chemist. The conscience of the baker was unimpeachable in that laboratory.

In the sanitary code of the Board of Health is a section forbidding the offering for sale of any flour products outside any building unless properly protected from dust and dirt.

Down in the East Side street markets it is easier to count the compliances with this section than its violations. There Bread is spelled with a capital letter. It comes under the dietary laws of the Jewish religion to the extent that if to be eaten with meat it can contain no milk or fats obtained from milk.

The entire East Side takes its bread seriously. It has not become a dead tradition, as in American homes.

Bread baking is an important event of the week. Shared with the baker, however, is the responsibility. On the night of the sixth day its creation begins.

"Add a quart of flour," the American recipes usually say as a standard quality. The Jewish matron would scorn one quart.

Ten or even twenty-five pounds of flour, especially before any holiday,

is set to rise in a pan big enough for the bath tub of twins. It is tinted cream with a saffron thread. It may even contain half a dozen or more eggs. It doesn't contain any shortening usually, although sometimes olive oil is put into it.

Most East Side housewives send their bread to the baker to be cooked. Down at the corner of Cherry and Jefferson streets is one of those basement bakeries that are the friend of the Jewish housewife. This is run by a prosperous grocer. His own customers may get their bread baked free sometimes. On a day like Friday, or the two days before any great holiday, this shop never has space in its oven. To look at the building nothing apparently is going on within. Little girls come along with big pans, sometimes covered with cloth, sometimes with the brilliant coloring of the inks of a comic pictorial supplement lying upon the damp bread, which is in just the most favorable condition to absorb any poisonous matter from the ink.

Small boys join the procession. Women come hurriedly along. All vanish down a hatchway-like flight of steps, landing one in an underground basement. The place is full of everything, jammed in with the bakeshop. No window admits any light or air. Gas jets must furnish illumination. On two sides are cleanly scraped tables, covered with pans of bread and "strudels" of every kind, in every sort of a vessel. There is one eight-inch high copper saucepan full of "strudel," strewn thick with cinnamon. The women all say that it will be fine. There is even one little japanned serving tray covered with the thinnest kind of "strudel," and it is going to be baked on that tray. Anything that will hold a cake is pressed into use. One part of another board is kept free from pans. A woman, who is the busy agent for two big tenement houses, bustles in, drops a big lump of dough on the board, divides it into even sections, rolls them deftly into long, slender pieces and begins braiding them. Other women look on encouragingly. Half a dozen women are picking out loaves from a heap of those already taken out of the oven.

A little girl lands beside the biggest loaf in the heap. "I want my bread, Mr. Benjamin. Here's five cents. Gi' me the change." The pink faced baker looks at her. "That loaf yours?" "Yah!" "That's six cents to bake." Rachel looked angrily at the extra cent. "Your mother made a fine loaf for the holiday," said Mr. Benjamin, soothingly, as he counted the strands on the bread. "How many's there?" pointing to the center braid on the loaf. "Sixteen," answers the little girl, proudly. "Here's your money." And the big bread "paddle" slides another even finer, shinier and bigger loaf from the oven on to the heap as the little girl removes her two-foot loaf and starts up the stairs with it.

It costs twenty-five cents to bake such a masterpiece of braided bread as this last loaf. "It has been in three hours," explains the baker, "and it takes lots of attention."

Over in one corner is a big heap of ashes. Boxes stand on it full of loaves that are already cooked. The baker and his men have been hard at it since 8 o'clock, and until sundown just such a rush of women will fill the place. Every loaf or pan contains a slip of paper with the name and address or number of the customer carefully jammed into the dough as a means of identification. Hundreds of family loaves are baked in this way in each shop, and as there are hundreds of similar bakeries it makes a pretty total of home-made bread with a bakery finish. When the housewife starts in baking at home, she follows the baker's methods, and puts her bread right on the bottom of the coal or gas stove without any pan. When she invests in a bread-pan it is a sign of education in American methods.

Out on the street over in the markets are great stacks of bread for sale. Sometimes the rye and black bread is baked in loaves big enough to do for a very plump lady to sit on. This is the only place and the only case where that ordinance of the city commanding that bread be sold by avoirdupois is obeyed. Here one buys a hunk of black or rye bread, sometimes wheat bread, by the pound, which is measured by scales and not guessed at. The most picturesque feature of the bread sale introduces the clothes basket. Here comes the baker himself. He has made the bread himself and baked it, and now he comes with his warm loaves in the family clothes basket. Immediately he is surrounded. This is fresh, and the shrewd women empty the basket quickly.

That other ordinance relating to the offering and sale of flour products outside of buildings except when properly protected doesn't cause many of the peddlers a second's thought and certainly no worry. Once in a while there are two glass windows lifted like the frames of a hotbed, and tied to the awnings of the pushcart. Never could they be put over the bread, however, until the cart is nearly empty. Often the husband has baked or is baking while the wife is out with the bread pushcart.

In the Italian bakeries the scenes are even more picturesque. At the hour when the baker has his oven heated just right all patrons of that bakery are on hand. They form in line behind him. At one side of the oven is the white garbed, energetic baker. Two long lines of women are there with immense pans of bread poised on their heads. All are carefully covered with tablecloths. The Italian bread may not suit American palates; but the women are careful in guarding it from dirt before it is baked. When Giorgio gives the signal flop goes the first woman's pan. An immense loaf a foot and a half in diameter is turned on the bread paddle. With a quick thrust Giorgio sends it back into the rear of the oven. Another and another follow, as quickly as the women can empty them onto the paddle and Giorgio can arrange them, until, in the orange white light of the oven, there rest so

many great fat white cushions of dough, and Giorgio shuts the doors. The oven is full. Four or five hours later the women will come again. Some bring small boys to bear the big loaves home upon their backs. Some with the loaf wrapped in cloth will walk home with overgrown crowns on their heads.

In the Syrian and Oriental downtown quarter there are a few bakeries where eighteen-inch rounds of bread, thin like pancakes, are baked. In the bakery or grocery where these are peddled the storekeeper piles one on top of another and rolls the circle up as if it were a piece of flannel. In one dark basement shop in Carlisle street, the Syrian baker, used to the stone oven of the village street of his native place, has adapted a gas range which he has standing in an antique open fireplace.

The bread here is often made, especially at the time of festivals of the church, in the form of a Greek cross, and is sprinkled with sesame seeds, giving it a sweetish, oily flavor.

In the absolutely dark front room of this place, through which it is necessary to pass to reach the baking room, sleep six to ten peddlers. Such violation of the law, however, is rare now.

While it is claimed that many bakeries abroad are finer than in this country, it is maintained by bakers themselves that the product in this city is superior in quality to that found on the continent, and that personally the baker here has facilities for cleanliness that his brother in Europe does not possess.—N. Y. News.

"Odd" and "Even" Paper Money.

"If anybody comes up to you and wants to bet you that they can tell whether the number on any of Uncle Sam's paper money is odd or even by looking at that part of the bill on which the number does not appear, shun him as you would the plague," said a guest at the Hotel McKay, out in Duluth, the other night.

"Why? What is the joke?" asked another guest.

"Only this," replied the first, "I was out this afternoon with a number of men with whom I have business dealings. We ate lunch, and then one man wanted to bet me that he could call the even or odd on the number of any bill that I had, the loser to pay for the lunch. I took a bill from my pocket, folded so that the number did not show, and after he had looked at it he said 'Even.'"

"It was even. Soon afterward I got stuck for the cigars the same way. After I had been done four or five times they explained to me that all the bills marked 'A' and 'C' were odd, while those marked 'B' and 'D' were even. It cost about \$6 to find it out, but I guess it was a good investment at that. It is the same on all bills. Be careful when attempting to do the work not to take the series letter in front of the number, but hunt for a small letter on the left hand side of the bill."

A wasted opportunity seldom comes back for a second trial.

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

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

Boils

Stove	70
Carriage, new list	70
Plow	50

Buckets

Well, plain	4 50
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Butts, Cast

Cast Loose Pin, figured	70
Wrought Narrow	60

Chain

Common	1/4 in. 5-16 in. 3/4 in. 1/2 in.
BB	7/8 c. 7/8 c. 6 c. 6 c. 4 1/2 c.
BBB	8 1/2 c. 7 1/2 c. 6 1/2 c. 6 1/2 c.

Crowbars

Cast Steel, per lb.	5
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Chisels

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

Elbows

Com. 4 piece, 6 in., per doz.	75
Corrugated, per doz.	1 25
Adjustable	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

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
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Metals—Zinc

600 pound casks	7 1/4
Per pound	3

Miscellaneous

Bird Cages	40
Pumps, Cistern	75
Screws, New List	85
Casters, Bed and Plate	50 & 10 & 10
Dampers, American	50

Molasses Gates

Stebbin's Pattern	60 & 10
Enterprise, self-measuring	30

Pans

Fry, Acme	60 & 10 & 10
Common, polished	70 & 10

Patent Planished Iron

"A" Wood's pat. plan'd, No. 24-27	10 30
"B" Wood's pat. plan'd, No. 25-27	9 30
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	2 75
Steel nails, base	2 30
Wire nails, base	2 30
20 to 60 advance	Base
10 to 16 advance	5
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	35
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
20x25 IC, Charcoal, Dean	15 00
Casing 6 advance	7 50
14x20 IX, Charcoal, Alloway Grade	9 00
20x25 IC, Charcoal, Alloway Grade	15 00
20x25 IX, Charcoal, Alloway Grade	18 00

Ropes

Sisal, 1/2 inch and larger	10
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Sand Paper

List acct. 19, '86	dis 50
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Sash Weights

Solid Eyes, per ton	36 00
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Sheet Iron

Nos. 10 to 14	\$3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30

Shovels and Spades

First Grade, Doz.	6 00
Second Grade, Doz.	5 50

Solder

1/4 @ 1/2	19
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The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

Squares

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 1/4
Churn Dashers, per doz.	8 1/4

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 1/4

Sealing Wax

5 lbs. in package, per lb.	2
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LAMP BURNERS

No. 0 Sun	35
No. 1 Sun	36
No. 2 Sun	48
No. 3 Sun	85
Tubular	50
Nutmeg	50

MASON FRUIT JARS

With Porcelain Lined Caps	
Pints	Per Gross. 4 25
Quarts	4 50
1/2 Gallon	6 50

LAMP CHIMNEYS—Seconds

Per box of 6 doz.	
No. 0 Sun	1 60
No. 1 Sun	1 72
No. 2 Sun	2 54

Anchor Carton Chimneys

Each chimney in corrugated carton	
No. 0 Crimp	1 80
No. 1 Crimp	1 78
No. 2 Crimp	2 78

First Quality

No. 0 Sun, crimp top, wrapped & lab.	1 91
No. 1 Sun, crimp top, wrapped & lab.	2 00
No. 2 Sun, crimp top, wrapped & lab.	3 00

XXX Flint

No. 1 Sun, crimp top, wrapped & lab.	3 25
No. 2 Sun, crimp top, wrapped & lab.	4 10
No. 2 Sun, hinge, wrapped & labeled.	4 25

Pearl Top

No. 1 Sun, wrapped and labeled	4 60
No. 2 Sun, wrapped and labeled	5 30
No. 2 hinge, wrapped and labeled	5 10
No. 2 Sun, "small bulb," globe lamps.	80

La Bastie

No. 1 Sun, plain bulb, per doz.	1 00
No. 2 Sun, plain bulb, per doz.	1 25
No. 1 Crimp, per doz.	1 85
No. 2 Crimp, per doz.	1 60

Rochester

No. 1 Lime (65c doz.)	3 50
No. 2 Lime (75c doz.)	4 00
No. 2 Flint (80c doz.)	4 60

Electric

No. 2 Lime (70c doz.)	4 00
No. 2 Flint (80c doz.)	4 60

OIL CANS

1 gal. tin cans with spout, per doz.	1 25
1 gal. galv. iron with spout, per doz.	1 40
2 gal. galv. iron with spout, per doz.	2 30
3 gal. galv. iron with spout, per doz.	3 25
3 gal. galv. iron with spout, per doz.	4 20
5 gal. galv. iron with faucet, per doz.	3 70
5 gal. Tilting cans	7 00
5 gal. galv. iron Nacefacs	9 00

LANTERNS

No. 0 Tubular, side lift	4 65
No. 1 B Tubular	7 25
No. 15 Tubular, dash	

Butter and Eggs

Observations of a Gotham Egg Man.

Coming down Reade street one day last week I was reminded of the time, years ago, before the high tariff was imposed upon imported eggs, when even a moderately high winter price used to draw thousands of cases of European eggs this way. The odd shaped 60 and 120-dozen cases then so familiar have appeared again for the first time in a good many years, the extreme prices ruling having induced a German egg merchant to forward part of his storage eggs from Hamburg.

These eggs arrived by steamer Belgravia and came on the market last Wednesday. There were 200 cases of them, consigned to a large Brooklyn jobbing and commission house, part of which were sent to a New York receiver for sale. The stock was of held fresh quality, considerably shrunken, but seems to be sweet and in good order. The large cases contain 120 dozen eggs each, packed in layers in coarse excelsior, so that the shipment of 200 cases is equal to about two carloads of our domestic product. The goods have now been mostly sold at a range of 25@27c, although recent business has been chiefly at 26@27c.

It is said that some further stocks of these eggs are likely to be forwarded here if market conditions warrant, but their presence in the market and the meager information as to prospective supply have not been sufficient to affect the tone of our market.

Our reserve stock of cold storage eggs is growing steadily less and nothing has happened to change our previous belief that the supply in store here will be practically exhausted by the 15th or 20th of January. The quantity remaining on hand now in New York and Jersey City is probably not more than 40,000 cases, but there are evidences that the rate of reduction is decreasing somewhat, the extreme prices ruling having had some further effect upon the consumptive demand. Recent advices from Chicago are to the effect that refrigerator holdings there are working down to very small figures, and latest Boston reports indicate that that city will carry scarcely 20,000 cases over the turn of the year.

The fact that refrigerator eggs have lately been depended upon for so considerable a part of trade requirements and the prospect that the reserve goods will be practically exhausted before the close of January make it certain that consumption will have to be further reduced before long unless increase of production proves sufficient to take the place of the older goods.

So far there are no general reports of material increase in production in any section, but at this season the hens in the South and Southwest are likely to respond promptly and liberally to the influence of mild weather; if such prevails we may ex-

pect larger fresh receipts by the latter part of January.—N. Y. Produce Review.

The Squab Trade.

Make way for the squab business! It is fast becoming one of our great industries. Up to a very few years ago pigeon-raising was considered a boy's sport only, but their interesting ways, the fascination of breeding them for the show pen and the demand for squabs by hotels and restaurants prompted a few men to take them up as a recreation or a business, and the success of these few caused others to join them, until now it has become quite a large industry.

There is only one variety of pigeons used for breeding purposes—the common variety. They are worth nothing for the show pen, but are very prolific, each pair rearing eight or nine pairs of squabs a year. It takes squabs but one month to mature—that is, they are full grown and ready for market one month from hatching. The old birds have made their second nest and laid their eggs before the last young ones are grown. It takes the eggs eighteen days to hatch, so that about every month and a half there is a pair of squabs ready for market from each pair. The principal food for pigeons is wheat, although a little cracked corn with this is good for them.

Cleanliness and system mean success with squabs, and, although much is said to the contrary, they require considerable care in order to get the very best results. They do well in nearly any climate, although a place where the winters are short and not severe is the best. The Southern States and California are the best suited for this industry, and they contain many farms that make a specialty of squab raising. One farm in California has nearly 200,000 old birds.

The official figures show that, of 122,141 immigrants settling in Manitoba during the year, 4,100 came from the United States.

WE NEED YOUR Fresh Eggs

Prices Will Be Right

L. O. SNEDECOR & SON

Egg Receivers

36 Harrison Street, New York

Reference: N. Y. National Exchange Bank

Buyers and Shippers of

POTATOES

in carlots. Write or telephone us.

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

JOHN G. DOAN COMPANY WHOLESALE OYSTERS

IN CAN OR BULK

All mail orders given prompt attention.

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

Removal Notice

On account of my constantly increasing business I have been obliged to remove to larger quarters. I am now located at 3 North Ionia Street, where I have better facilities in every way, a larger salesroom and wareroom, larger office and location on the railroad.

I will endeavor to serve my old friends in the same prompt manner as heretofore and shall be pleased to welcome new ones.

C. D. Crittenden

Wholesale Butter and Eggs, Fruits and Produce

3 North Ionia Street, Grand Rapids, Michigan

FOOTE & JENKS'

Pure VANILLA Extracts and highest quality
EXTRACTS LEMON the only genuine, original Soluble

FOOTE & JENKS'
JAXON
Highest Grade Extracts.

TERPENELESS LEMON PRODUCTS
"JAXON" and "COLEMAN" brands

FOOTE & JENKS, Jackson, Mich.

Grand Rapids trade supplied by W. F. Wagner, No. 12 Portsmouth Terrace, Bell Phone, Main No. 357.



Egg Cases and Egg Case Fillers

Constantly on hand, a large supply of Egg Cases and Fillers. Sawed whitewood and veneer basswood cases. Carload lots, mixed car lots or quantities to suit purchaser. We manufacture every kind of fillers known to the trade, and sell same in mixed cars or lesser quantities to suit purchaser. Also Excelsior, Nails and Flats constantly in stock. Prompt shipment and courteous treatment. Warehouses and factory on Grand River, Eaton Rapids, Michigan. Address

L. J. SMITH & CO., Eaton Rapids, Mich.

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.

The Saginaw Beef Co. Banquets Its Employees.

Saginaw, Jan. 2—The sales and clerical forces of the Saginaw Beef Co., with its tributaries at Bay City, Cheboygan, Petoskey, Manistee, Traverse City, Sault Ste. Marie, Jackson and North Bay, Ont., were very royally entertained at the first annual banquet and smoker given this year under the auspices of the oyster department, the management of which has been since its origin, four years ago, entrusted to G. G. Laird, whose aggressive qualities have forced its recognition into territory formerly unknown to Saginaw in a jobbing sense.

An elaborate spread, beautifully decorated with smilax, wreaths and carnations, had an inspiring effect upon the appetites of the jovial participants. After the collation, W. G. Tapert, "Soo" house manager, displayed admirable tact in the capacity of toastmaster, calling first upon A. L. Rose, manager of the Cheboygan house, to respond to the toast "Origin and Growth." Mr. Rose reviewed very briefly and satisfactorily the history of the concern, beginning in 1861 when L. Cornwell was his own cattle driver, buyer and salesman down to the present time when over 100 busy men are required to properly care for the fast-increasing interests.

Mr. Kinney, of Bay City, then entertained his hearers with his funny stories and native wit, a thing to which he is very much addicted.

E. E. Ross, the only one present to represent the Canadian interests, responded with his customary originality.

W. C. Cornwell, who is and has been for some nineteen years the active manager, expressed his keen appreciation of the combined efforts of employes and co-workers which have made possible the flattering success attained, and predicted a repetition of this gathering one year hence.

The toasts were concluded by T. J. McKay, on Future Possibilities, in which he very gracefully commended the sales force in general for its sincere appreciation of the freedom enjoyed in adjusting the differences that are inevitable where a large business is being conducted, favorably commenting on the enthusiasm of each salesman to advance his firm's interests without resorting to that very deplorable means vulgarly yet accurately called "grand stand play."

The vocal ability of W. J. Bridges, who was in excellent voice, was a decided feature.

After J. H. Locke concluded his ravings of John McCullough, followed by his Chinese opera and chicken song, with incidental mimicry, all adjourned, feeling that new force and vigor had been acquired through the medium of association.

To Tell Age of Poultry.

In ducks and geese the flexibility of the windpipe is a mark of youth. When the bird is young it can be easily squeezed and moved; later it grows rigid and fixed. Some of the dealers in fancy and out-of-season

goods handle more or less poultry which is only partly plucked, the neck, tail and wing feathers being left, probably to give the bird a better appearance. However, an un-plucked chicken so seldom reaches the average American market that feather and comb tests are of little value here. More commonly the wings of turkeys, ducks and geese are left unplucked and furnish a clew to the age. If the tips of the quills at the end of the wing are sharply pointed, the bird is probably young; the blunter they are the older the bird.

Commonly, it takes a trained eye to distinguish the sex in dressed birds, but fortunately this is not important save in the case of capons. When caponizing has been properly done the head is small for the size of the body, the comb is pale and withered, the body is plumper, rounder and larger than in an ordinary fowl, and the spur abortive. If the operation is incomplete, the head will be like gfgaotathip..avbg23BFWL be like that of an ordinary bird and the body less rounded. Such birds, known technically as "slip capons," are much inferior to true capons.

Loss of Weight in Eggs.

The newly laid egg is entirely filled with yolk and white enveloped by a fragile shell, remarks an exchange. It is at this moment that it possesses its highest alimentary qualities, but the calcareous shell is provided with pores, through which is soon established a cross circulation of water and microbes. The water leaves the albumen and passes to the exterior in the form of vapor, while legions of bacteria enter and fill the air chamber formed by evaporation. This causes the egg daily to lose, on an average, half a grain of its weight. We can assure ourselves of this by immersing it in a quart of water containing four ounces of salt. On the first day it will descend to the bottom; on the second it will not sink to so great a depth; on the third it will remain near the surface; and beginning with the fifth it will project above the surface so much the more in proportion as it is older. Such behavior of the egg in salt water may, up to a certain point, be used as a means of control. The loss of weight would not be of so much importance if it did not keep pace with the entrance of microbes.—British Confectioner and Baker.

In London a million and a quarter persons live on \$5 or less a week for a family of five.

Furs

Highest prices paid and quick remittances

CROHON & CO., LTD.

Hides, Furs, Tallow, Etc.
28 and 30 Market St., Grand Rapids

THE VINKEMULDER COMPANY
Car Lot Receivers and Distributors

Sweet Potatoes, Spanish Onions, Cranberries, Figs, Nuts and Dates.

14-16 Ottawa Street, Grand Rapids, Michigan

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

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.

BROWN SEED CO.

GRAND RAPIDS, MICH.

WE CAN USE ALL THE

HONEY

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

S. ORWANT & SON, GRAND RAPIDS, MICH.

Wholesale dealers in Butter, Eggs, Fruits and Produce.

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

L. STARKS CO.

THE LARGEST EXCLUSIVE DEALERS
IN POTATOES IN AMERICA


Michigan Office, Houseman Bldg., Grand Rapids, Michigan

WHOLESALE

OYSTERS

CAN OR BULK

DETENTHALER MARKET, Grand Rapids, Mich.

HERE'S THE  D-AH

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

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

Traveling Salesmen

Michigan Knights of the Grip
President, B. D. Palmer, Detroit; Secretary, M. S. Brown, Saginaw; Treasurer, H. E. Bradner, Lansing.

United Commercial Travelers of Michigan
Grand Councilor, J. C. Emery, Grand Rapids; Grand Secretary, W. F. Tracy, Flint.

Grand Rapids Council No. 131, U. C. T.
Senior Councilor, W. B. Holden; Secretary-Treasurer, Oscar F. Jackson.

SUCCESSFUL SALESMEN.

R. D. Warner, Sr., the Well-Known Grocery Salesmen.

Richard D. Warner was born in this city Aug. 20, 1849, and was educated in the public schools of Grand Rapids. In his early youth he entered the employ of J. H. Thomp-

son, and engaged in the coffee and spice business at 91 Canal street, inaugurating the Enterprise Coffee & Spice Mills, which continued in existence under various owners for several years. Mr. Warner remained in the firm only six months, selling his interest and returning to the employ of L. H. Randall & Co., with which house he remained through its various changes until April 9, 1883, when he resigned to accept the position of manager for the new firm of L. H. Randall & Co. When this business was wound up at the end of a year, he sought a new alliance with the Clark-Jewell-Wells Co., with which house he remained from 1884 to 1889 as city salesman. During the year 1900 he was identified with the Telfer Spice Co., both as city salesman and stockholder. Jan. 1, 1901, he entered the employ of the Lemon

sociation, was the second Vice-President of that body elected from this city, and has always been identified with every move intended to benefit the "boys," by whom he is held in high esteem.

Mr. Warner is a member of Doric Lodge, F. & A. M., and all of the

order that he may not receive the attention of burglars, he keeps the collection in the safety deposit vaults of the Michigan Trust Co.

Mr. Warner attributes his success to keeping everlastingly at it, to doing as he agrees, to telling the truth at all times and under all circumstances and to keeping all his appointments. He studies the interests of his customers, and about the only fault any of his employers have found with him is that he thinks of the customer first and of the house afterward, whereas in most cases, the traveling man is expected to think of the house first, himself next and the customer last.

Hotel Cody, C. E. Bondy, Prop.
First class, \$2 and \$2.50. Meals, 50c.

It takes all of life to know all of love.

LIVINGSTON HOTEL



First-class service in every respect. Central Location. GIVE US A TRIAL.
Cor. Fulton & Division Sts., Grand Rapids, Mich.



Mr. Warner in His Sunday Best

Mr. Warner in His Fighting Clothes

higher orders, including the K. T. and Shrine. He is also a member of Valley City Lodge, K. P., Michigan Knights of the Grip and the Western Commercial Travelers' Association.

Mr. Warner's one hobby is the collection of coins, of which he has assembled upwards of 2,000, including many of the rarest pieces coined by the United States mints. He values his collection at \$2,000 and, in

GOLD IS WHERE YOU FIND IT

The "IDEAL" has it

(In the Rainy River District, Ontario)

It is up to you to investigate this mining proposition. I have personally inspected this property, in company with the president of the company and Captain Williams, mining engineer. I can furnish you his report; that tells the story. This is as safe a mining proposition as has ever been offered the public. For price of stock, prospectus and Mining Engineer's report, address

J. A. ZAHN

1318 MAJESTIC BUILDING
DETROIT, MICH.

kins, who at that time conducted the New York photograph gallery on Canal street, to learn the trade. On the destruction of the gallery by fire in 1865, he worked for Mohl & Schneider six months as cigarmaker, returning to the photograph business as soon as the gallery with which he had been identified had been re-established. In 1869 he entered the employ of L. H. Randall & Co. as porter, rising rapidly in the estimation of the house until May 20, 1870, when he was made city salesman. A year later he was given outside territory, covering the G. R. & I. from Petoskey to Mendon, the D. & M. from Grand Haven to Owosso, and the Michigan Central from Grand Rapids to Eaton Rapids, seeing his trade every four weeks. In 1875 he formed a copartnership with Jas. McSkimin, under the firm name of McSkimin &

& Wheeler Company as city salesman, with whom he has now been connected for the past thirteen years and from which house he appears to be inseparable.

Mr. Warner's personal characteristics are a matter of common knowledge with almost every dealer who buys at this market. A German by birth and a fluent conversationalist in that language, he has a large trade among German tradesmen, which he is able to hold indefinitely. His aggregate sales during 1882—the last year he was with the firm of Freeman, Hawkins & Co.—were \$157,764.65, and his collections during the same period amounted to \$115,165.09, which is one of the best—if not the best—records made by a Grand Rapids traveler up to that time. He was one of the first members of the Michigan Commercial Travelers' As-

Resolved to Always Buy

S. B. & A. Chocolates

No money is saved, no time is spared in the production of our goods.

Straub Bros. & Amiotte, Traverse City, Michigan

Write for list of case assortments.

Gripsack Brigade.

Adrian Times: Carl May has taken a position as traveling salesman for the Worthing & Alger Co., of Hillsdale.

Lansing Republican: E. J. Jenkins has taken a position as salesman for the Peerless Motor Co., having resigned as agent for the Prudential Life Insurance Co.

Traverse City Eagle: E. S. Williams, traveling salesman for the Miami Cycle Co., has started on the road again, after spending the holidays at home in this city.

Quincy Herald: George Day, Jr., has secured a position as traveling salesman with the wholesale dry goods house of Baumgardner & Co., Toledo, beginning work Jan. 10. He will be in the house for a time to familiarize himself with the business.

Lyons Herald: H. E. Hizer has taken a position as traveling salesman for Porter's Pain King, his territory being Saginaw, Bay, Gratiot and Isabella counties. His headquarters will be at Alma for the present. He expects to begin work early this month.

W. J. Carlyle, who has covered the Michigan trade several years for the Buckeye Paint and Varnish Co., has accepted the district management of the Acme White Lead & Color Works for the New England and New York territory, with headquarters at Boston, and has already entered upon the duties of his new position.

Geo. K. Coles, for the last twelve years traveling representative for the Royal Remedy & Extract Co., of Dayton, Ohio, has made an engagement with the Jennings Flavoring Extract Co. to take charge of its traveling force, the arrangement to take effect at once. Mr. Coles will also call on the jobbing trade of the large cities in Michigan, Ohio and Indiana.

Jos. Dean has returned from St. Louis, where he attended the annual reunion of the traveling force of the Steinwender-Stoffregen Coffee Co. Before he left St. Louis his territory was re-arranged so that he will hereafter cover the retail trade tributary to Traverse City, Jackson and Indianapolis. He left immediately on his return for the latter city, where he will be for the next two months.

St. Johns Republican: President B. D. Palmer, of the Michigan Knights of the Grip, who arrived in Flint Monday morning to get everything in good working order before the opening sessions of the annual meeting, met with a painful accident which resulted in a broken bone in his right wrist. Mr. Palmer started for the Grand Trunk passenger station to meet some of the delegates who were coming in from the West, and slipped on the icy sidewalk leading from Saginaw street to the station. His wrist pained him considerably, but he did not regard the fall seriously, and pluckily spent the evening playing cards with a party of the Knights and their ladies. Later in the evening, however, the pain was such that a physician was called in and it was found that a bone had been broken.

Friends immediately volunteered to make the egurts coersfth,.:).oOU make the gestures for the presiding officer if he would do the talking, and he went ahead with the work of the convention as if nothing had happened.

Hides, Pelts, Tallow and Wool.

The hide market has changed its base. Prices have slumped off one-half cent and selling is demoralized. The end is not yet, as dealers are demoralized. Those with holdings are firm talkers that it must recover. The advance in prices brought out a surplus of stocks that were said not to exist, but they came from every hole and corner. Prices are lower and the tendency is downward, with a good demand at lower values.

Pelts are firm, with few to be offered or coming. Prices advance as quality improves.

The tallow market is very strong, with limited offerings. Edible and prime stock are selling in the same notch. The demand is good on all grades, with no accumulations.

There is but a small amount of wool held outside of Eastern markets. The supplies there are ample for present wants, but there is no surplus in the East or in the foreign markets. Prices are well sustained.

Wm. T. Hess.

Match Trust Sued for Breach of Contract.

Alexander and Aaron Branower, doing business under the firm name of Branower & Son, match merchants, 208 Rivington street, New York, have begun suit to obtain damages from the Diamond Match Co. for alleged breach of contract on the part of the Independent Match Co., which was absorbed by the Diamond Co. They purchased twelve carloads of matches from the Independent Co. on December 5, 1898, and the company failed to deliver them, as the Independent had been sold to the Diamond Co., which, it is alleged, induced the Independent Co. not to carry out the contract. Branower & Son this year obtained a judgment for \$4,993.12 against the Independent Co., which they were unable to collect, as the Diamond Co. had absorbed it. Therefore, they sue to recover from the Diamond Co. The Diamond Match Co.'s answer denies all of Branower & Son's material allegations.

Annual Meeting of the M. K. of G.

At the fifteenth annual convention of the Michigan Knights of the Grip, held at Flint last week, the following officers were elected:

President—Michael Howarn, Detroit.

Secretary—Chas. J. Lewis, Flint.
Treasurer—H. E. Bradner, Lansing.

The Tradesman publishes elsewhere in this week's paper the official proceedings of the first day of the convention, taken in shorthand by a stenographic reporter, and will publish the second day's proceedings with the same degree of completeness in the issue of next week.

We need to look forward, for we must some day look back.

Late State Items

Hessel—Some extensive logging operations are in progress north of this place, where the Buchanan Cooperage Co. is lumbering a large tract of hardwood. It is reported that a manufacturing plant will be built by the company near Hessel in the spring.

Pigeon—H. H. Gould, dealer in agricultural implements, has organized the Gould Carriage Co., with a capital stock of \$30,000, to manufacture buggies, carts, carriages and automobiles. The stock is owned by H. H. Gould, 1,950 shares; F. W. Merrick, 1,000 shares, and Maggie Gould, 50 shares.

Frankenlust—John Becker, of West Bay City; August Krauss, of Sebewaing, and John A. Miller, of Akron, have organized the West Bay City Brick Co., Limited, operations to be carried on in Bay City. The company is capitalized at \$4,500, the shares being held in equal amounts by the stockholders.

Jackson—The Clyde Kraut Co., of Clyde, Ohio, will shortly establish a kraut and pickle factory at this place, furnishing employment to seventy-five men and providing an annual demand for 25,000 empty barrels. Business men of this place will furnish a site and the company will erect a factory building in the spring.

Detroit—The Everson Continuous Match Machine Co. has been formed to manufacture machines for making matches. The authorized capital stock is \$250,000, held by Geo. Everson, of Walkerville, Ont., with the exception of 30 shares, held in equal amounts by Jos. Wayworm, Robt. H. Murray and Robt. Swart, of Detroit.

West Bay City—The Robert Beutel Co., canned goods dealer, has organized the Beutel Pickling & Canning Co. for the purpose of planting, growing, buying and selling fruits and vegetables, pickling and preserving same. The authorized capital stock is \$25,000, held by Robert Beutel, 1,775 shares; A. Chisholm, 625 shares, and J. Jordan, 100 shares.

Lansing—W. K. Prudden & Co., manufacturers of vehicle wheels and other articles of wood and metal, have merged their business into a corporation under the same style as heretofore. The stock is held by W. K. Prudden, with the exception of three hundred shares, that are owned in equal amounts by J. E. Roe, A. E. Stebbins and J. P. Edmonds.

Allegan—The Roe Bros. Manufacturing Co. has been formed to manufacture mouldings, carvings and other wood articles. The capital stock is \$10,000. The stock is owned by H. Rowe, Grand Rapids, 187 shares, and the following Allegan gentlemen: K. B. Jewett, 120 shares; I. P. Griswold, 100 shares; F. I. Chichester, 100 shares, and C. W. Young, 50 shares.

Sturgis—The Aulsbrook & Sturgis Furniture Co. has its new building enclosed and the tower completed. The structure is 60x108 feet in dimensions, three stories high and the tower is 84 feet high, all brick. An engine room will be built, with a smoke stack 140 feet high. In the spring work will be begun on another brick building, 60x216 feet, three

stories and basement, to take the place of the present frame structure.

Lyons—The personal estate of the Ash-Harper Co., manufacturer of gasoline engines, has been sold at chattel mortgage sale to six Lyons men and nine Mt. Pleasant men for \$7,088.46. The company was organized in September, 1901, and was capitalized at \$11,000, one-half of which was held by local people. Some time ago the capital stock was increased to \$16,000, the \$5,000 being purchased by Mt. Pleasant parties at par with the view of moving the factory to that city. The \$7,000 chattel mortgage represents debts that have been contracted since the increase of the capital stock.

Took a Little Precaution.

A farmer in Saginaw county was driving across a railroad track when a train killed both his horses and knocked him about ten rods off his course. In the resulting suit for damages the plaintiff was on the witness stand, making out a good case, when the defendant's lawyer asked him:

"Did you take any precaution before driving upon the track?"

The witness seemed reluctant to answer, but being pressed to do so, finally stammered out:

"Wall, judge, I took a little—just a couple of swallows; that's all."

This started a new line of defense, and it turned out that the couple of swallows were the last in a pint flask that had consoled the honest old farmer along the road. This put a new face on the situation.

Statistics of population show that after long and severe wars, in which many men are killed and the male part of a country's population is greatly decreased, there is for several years a preponderating birth of male children until the normal proportion between the sexes is restored. This has been noted after the thirty years' war in Germany, after the Napoleonic wars in France, and, even in more recent times, after the siege of Paris.

F. E. Burlison has severed his relations with the local branch of the National Grocer Co. to take a position as Michigan traveling representative for the Powers Tea Co., of New York. His successor is George Shields, who has been connected with the sales department for several years.

L. P. and F. J. Ohler have formed a copartnership under the style of Ohler Bros. for the purpose of engaging in general trade at Jenison. The Lemon & Wheeler Company has the order for the grocery stock.

Mrs. Nettie Clark, for several years past book-keeper for the bank at Caledonia, has taken a similar position with the Jennings Flavoring Extract Co.

When in Detroit, and need a MESSENGER boy send for

The EAGLE Messengers

Office 47 Washington Ave.

F. H. VAUGHN, Proprietor and Manager

Ex-Clerk Griswold House

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, 1905
 Arthur H. Webber, Cadillac, Dec. 31, 1906
 Henry Heim, Saginaw, Dec. 31, 1907
 President—Henry Heim, Saginaw.
 Secretary—J. D. Muir, Grand Rapids.
 Treasurer—W. P. Doty, Detroit.

Mich. State Pharmaceutical Association.
 President—A. L. Walker, Detroit.
 First Vice-President—J. O. Schlotterbeck, Ann Arbor.
 Second Vice-President—J. E. Weeks, Battle Creek.
 Third Vice-President—H. C. Peckham, Freeport.
 Secretary—W. H. Burke, Detroit.
 Treasurer—J. Major Lemen, Shepard.
 Executive Committee—D. A. Hagans, Monroe; J. D. Muir, Grand Rapids; W. A. Hall, Detroit; Dr. Ward, St. Clair; H. J. Brown, Ann Arbor.
 Trade Interest—W. C. Kirchgessner, Grand Rapids; Stanley Parkhill, Owosso.

Sealing Bottles With Paraffin.

Pharmacists are now pretty well posted on how a large trade in paraffin wax may be worked up by educating housewives about its usefulness as a sealing compound for pouring over the top of jellies and jams, for closing up jars of apple butter, pickles and preserves, and for sealing such condiments or beverages as are put up in bottles—pickles, catsup, sauces, wines, unfermented grape juice, and the like. Few pharmacists realize, however, what an ideal sealing compound paraffin is for such pharmaceutical preparations and specialties as are put up for sale in nearly every drug store.

Take, for instance, chapped hand preparations containing glycerin, particularly if the bottles are left unsealed or are sealed only by ordinary methods: the glycerin soon saturates the cork and creeps out upon the neck of the bottle, soiling cap, label, and wrapper. This soon mildews and collects dust, until the stain becomes absolutely black; and if the packages are not immediately redressed the toilet preparation that should be dainty and attractive becomes dirty and repellent.

The paraffin used for capping may be suitably colored by mixing with it various dry pigments in fine powder, or it may be stained with aniline or other transparent dyes. The colorings possible to use are almost limitless in number, embracing as they do every known dry color and every oil-soluble dye. With the use of dry colors, opaque sealing compounds are obtained that may resemble the better grades of sealing-wax in appearance, while they are superior to the latter in that they make a better, air-tight seal, do not become brittle and chip off with handling, or crumble and drop into the bottle when the cork is removed. Such compounds cost considerably less than the best grades of sealing-wax, ranging from 10 to 25 cents per pound; and they go much farther, a pound capping twice or thrice the number of bottles, since the coating upon the stopper and the neck of the bottle is thinner.

An opaque, white paraffin-seal may be made by stirring precipitated chalk into the melted wax; for red, use

Venetian red brightened with vermilion, or employ all vermilion where a vivid red is wanted; for blue, take common ultramarine, or any dry blue; for yellow, use golden ochre for a dull color, and chrome yellows when bright colors are desired. The various shades of chrome green may be used to produce green wax.

With aniline dyes one may run the whole gamut of tints known to the silk dyer. A lightly-tinted wax having a silky luster, which combined with a translucence like that of parchment paper, admits of some beautiful effects.

Novel and beautiful effects may likewise be obtained with real or imitation gold and silver leaf, and the various colored bronze powders and metallic "flitters." The latter is a variety of bronze powder where the particles of metal, having been subjected to enormous pressure between steel rollers, are flattened into the form of scales or irregular spangles. Obviously, the trade name "flitter" is a corruption of "flicker."

As an example of how a paraffin-seal may be used in dressing a toilet specialty, let us take, say, a "chap" lotion made with a glycerin and mucilage basis. First we will name it "Cream of Violets." We will give the mixture a faint violet tint with aniline violet; the label will be printed upon paper of a light violet tint in a deep violet ink with border and ornaments of silver bronze; the bottle, of course, will be of the finest crystal flint and of suitable shape; and the capping and sealing compound will be a very hard and white paraffin wax, tinted with aniline violet and with a small quantity of silver flitter, or particles of silver or aluminum leaf suspended in it. A cork-top label may ornament the top of the cork, as it will show through the transparent silver-spangled and violet-tinted wax. The bottles should be dipped into the melted wax to cover about two-thirds of the neck.

In a similar manner a sealing compound may be made to match or to make a pleasing contrast with the color of any particular preparation.—W. A. Dawson in Bulletin of Pharmacy.

The Drug Market.

Opium—Is a little more firm, but the price is unchanged.

Quinine—Is in better demand and firmer.

Morphine—Is unchanged.

Wood Alcohol—Has been advanced by the distillers 5c per gallon.

Rochelle Salts and Seidlitz Mixture—Have advanced 1c per pound.

Cream Tartar—Is also very firm.

Elm Bark—Is exceedingly scarce and has again advanced.

Straight Tip.

"Where will I get a marriage license?" asked a young man in the City Hall.

"You might try the bureau of encumbrances," replied the man with the bald head, as he passed on.

Adversity borrows its sharpest sting from our impatience.

KICKED HIM OUT.

Summary Treatment Accorded a Trade Union Organizer.

A Northern Michigan merchant writes the Tradesman as follows:

"A thrifty blackmailer called on me the other day—thrifty because he made me a voluntary proposition to leave town on the first train and refrain from organizing a clerks' union if the merchants here would raise him a purse of \$25. I kicked him out of the store, as I would any other walking delegate, because I have read enough of trades union methods to satisfy me that no one can come in contact with the dirty dogs who are sowing the seed of distrust, discontent and disorder without becoming contaminated. I immediately related the circumstance of his call and the proposition made me to the other merchants of the town and that afternoon we called all the clerks in the stores together, told them the black-mailing proposition the walking delegate had made to me and frankly asked them to decide for themselves if they wished to join hands with such a sneak. We then withdrew from the meeting, leaving the clerks to discuss the situation in their own way. They evidently reached a conclusion unfavorable to the trades union blackmailer, because the walking delegate waited until 10 o'clock that evening for some one to show up at his meeting, without result, when he packed up the papers he had laid out on the table before him, sought the consolation of the nearest saloon and left town on the midnight train, uttering curses on the town and the men who had defeated his cherished ambition.

"Now, what I would like to know is, if you think we took the right course with the union organizer? Personally, I would rather follow my clerks to their graves than see them affiliate with an oath-bound organization which is conducted in defiance of all law and which converts its adherents into sneaks and bullies and sluggers—and worse. I would ten times rather bury my son than see him wear a union button or display a union card, because I would consider that the worst disgrace which could befall him."

The Tradesman gives its hearty assent to all its subscriber has done in the interest of decency and morality. The maintenance of a union in any town is a menace to the place, the same as the saloon and the brothel, only more so, because of the insidious character of the institution. The union converts well-meaning men into sneaks and shirks—and worse. It preaches the doctrine of higher wages, level scale, less hours and restricted output, so that the member can contribute more liberally to the union and the support of the saloon, which is everywhere the hand-maiden of unionism. No union man is worth as much to his employer as a non-union man, because he is pledged to restrict his output to a point where there is no profit in his services. Time and again the Tradesman has had its attention called to the fact that two non-union clerks do the

same work as three men as soon as a store is unionized and the clerks become imbued with the idea that they must shirk their duties in order that more men may be employed. Any man who has ever employed union men is a good person to consult on this question, because he will invariably confirm the statement that as soon as a man joins the union he becomes a grafter, a scale worker and a till tapper.

Liquid Bluing.

Pulverize 8.3 parts of solid indigo in a porcelain dish, and add 33 1-3 parts of sulphuric acid. Let it stand for six hours with frequent stirring with a wooden or glass rod, and pour into a flask containing one-half gallon of water, not too cold. Throw powdered chalk into the flask until effervescence ceases, in order to remove the sulphuric acid, which is injurious to the clothes. The whole is then allowed to stand quietly for a few days, then filtered through blotting paper, and can be kept for years without fear of spoiling.

Spiteful.

He—She appears to have great beauty of face and mind.

She—Huh! But she can't begin to make up her mind as quickly as she makes up her face.

Every man is a volume, if you know how to read him.

You never know how little you can do until you try.

Don't Place Your all Paper Order

Until you see our line. We represent the ten leading factories in the U. S. Assortment positively not equalled on the road this season.

Prices Guaranteed

to be identically same as manufacturers'. A card will bring salesman or samples.

Heystek & Canfield Co.

Grand Rapids, Mich.

Valentines

Our travelers are out with a beautiful line—"The Best on the Road." Every number new. Kindly reserve your orders. Prices right and terms liberal.

FRED BRUNDAGE

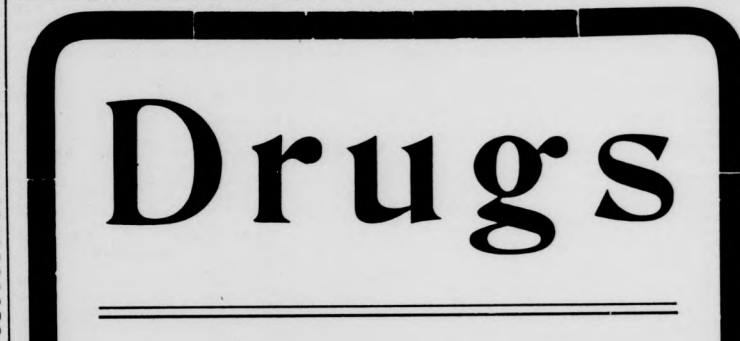
Wholesale Drugs and Stationery
 32-34 Western ave., MUSKEGON, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced- Declined-

Table listing various drugs and their prices, categorized by type (Acidum, Tinctures, Potassium, Radix, Semen, Spiritus, Syrupus, Oleum, Magnesia, Herba, Gummi, Flora, Folia, Matricaria, Baccas, Xanthoxyllum, Balsamum, Cortex, Extractum, Glycerhiza, Haematox, Haematox, Haematox, Ferru, Carbonate Precip, Citrate and Quinia, Citrate Soluble, Ferrocyanidum S. Solut. Chloride, Sulphate, com'l., Sulphate, com'l. by bbl, per cwt., Sulphate, pure, Flora, Arnica, Antheims, Matricaria, Folia, Cassia Acutifol, Tinnevely, Cassia, Acutifol, Salvia officinalis, Uva Ursi, Gummi, Acacia, 1st pkd., Acacia, 2d pkd., Acacia, 3d pkd., Acacia, sifted sts., Acacia, po., Aloe, Barb., Aloe, Cape., Aloe, Socotri, Ammoniac, Assafoetida, Benzoinum, Catechu, 1s., Catechu, 1/2s., Catechu, 1/4s., Camphorae, Euphorbium, Gambanum, Gambaoge, Guaiacum, Kino, Mastic, Myrrh, Opil, Shellac, Shellac, bleached, Tragacanth, Herba, Absinthium, Eupatorium, Lobelia, Majorum, Mentha, P. p., Mentha, Vir., Rue, Tanacetum, Thymus, Magnesia, Calcin'd Pat., Carbonate, Carbonate K-M, Carbonate, Oleum, Absinthium, Amygdalae, Dulc., Amygdalae Ama., Anisi, Auranti Cortex, Bergamiti, Cajuputi, Caryophylli, Cedar, Chenopadii, Cinnamonoli, Citronella, Conium Mac., Copaiba, Cubebae.

Table listing various drugs and their prices, continuing from the previous table. Includes Mannia, S F, Memthol, Morphia, S P & W, Morphia, S N Y Q, Morphia, Mal, Moschus Canton, Myristica, No. 1, Nux Vomica, Os Sepia, Pepsin Saac, H & P D Co, Picis Liq N N, Arnica, Picis Liq, qts, Picis Liq, pnts, Pil Hydrarg, po 80, Piper Nigra, po 22, Piper Alba, po 35, Pilix Burgun, Plumbi Acet, Pulvis Ip'c et Opil, Pyrethrum, bxs H & P D Co, Pyrethrum, pv, Quassia, Quinia, S P & W, Quinia, S Ger., Quinia, N Y, Rubia Tinctorum, Saccharum La's., Salacin, Sanguis Drac's., Sapo, W, Sapo, M, Sapo, G, Selditz Mixture, Sinapis, Sinapis, opt, Snuff, Maccaboy, De Voes, Snuff, S'h De Vo's, Soda, Boras, po., Soda, et Pot's Tart, Soda, Carb, Soda, Bi-Carb, Soda, Ash, Soda, Sulphas, Spts, Cologne, Spts, Ether Co., Spts, Myrcia Dom, Spts, Vin Rect bbl, Spts, Vin Rect 1/2 b, Spts, Vin R't 10 gl, Spts, Vin R't 5 gal, Strychnia, Crystal, Sulphur, Subl, Sulphur, Roll, Tamarinds, Terebenth Venice, Theobromae, Vanilla, Zinci Sulph, Oils, Whale, winter.



We are Importers and Jobbers of Drugs, Chemicals and Patent Medicines. We are dealers in Paints, Oils and Varnishes. We have a full line of Staple Druggists' Sundries. We are the sole proprietors of Weatherly's Michigan Catarrh Remedy. We always have in stock a full line of Whiskies, Brandies, Gins, Wines and Rums for medical purposes only. We give our personal attention to mail orders and guarantee satisfaction. All orders shipped and invoiced the same day received. Send a trial order.

Hazeltine & Perkins Drug Co. Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

Table with columns: ADVANCED, DECLINED. Lists various goods and their prices.

Index to Markets

Table with columns: By Columns, Col. Lists market categories like Axle Grease, Bath Brick, Butter Color, etc.

Main table with columns: 1, 2. Lists various goods like AXLE GREASE, BATH BRICK, BROOMS, etc.

Table with columns: 3, 4. Lists goods like Cotton Braided, Galvanized Wire, COCOA, COFFEE, etc.

Table with columns: 5. Lists goods like Linen Lines, FRESH MEATS, DRIED FRUITS, etc.

Starting the New Year Right

It may be easy and it may not to make 1904 show that smart gain over its predecessor to which you have grown accustomed in the fat years since 1898. The tide must quit rising sometime.

Therefore the more reason why you should start the new year right.

Of course you'll have all the usual sales—"Stock Reducing," "Clearing," "Pre-inventory," etc. But with every merchant on the street singing the same song of cut prices on regular goods none of you will get business enough to make you happy.

Unless you do something more and different.

The very best way to start the new year right is to do these four things:

1. Restock the bargain counter or bargain basement with stuff that will burn its way through the chilliest indifference.

2. Push low priced goods. After the rush holiday buying your people feel poor. They will not buy high priced goods.

3. Make a feature of HOMEGOODS—the ever quick sellers in kitchen and dining room needs. In especial push the always popular 5 and 10 cent goods.

4. Hold special sales—many of them and many kinds. And in order that each may work off its share of the odds and ends that clutter up your stock, spice each sale with a few new fresh bargains in stuff the people want.

The way to make trade brisk in January

is to offer interesting goods in an interesting way.

People are tired of staples. Talk them ever so loudly—butcher prices relentlessly—and folks will still be apathetic. They want a change.

Give them what they want.

You can perhaps run a real stirring January campaign without Butler Brothers, but why try it?

We save you the need of shopping the market over to find the right variety of low priced goods. Our buyers have skimmed the world's cream from every line and we lay the result before you in one compact book.

We save you the need of making bargains by the crude method of gouging off all your own profit. For we furnish values that will pull like a cut price on Amoskeag gingham, and at costs that leave some profit for you.

Our January catalogue—just out—furnishes both the ways and the means for a successful January campaign:

WAYS in the form of plans for pushing business that have been tested and found resultful by other good merchants.

MEANS in the form of interesting goods to coax attention and stirring bargains to compel attention.

The retail merchant who is resolved to start the new year right will find our January catalogue a mighty big help. It is free to MERCHANTS. Ask for catalogue No. J490.



Butler Brothers **New York** **Chicago** **St. Louis**
Wholesalers of Everything—By Catalogue Only

New York Market

Special Features of the Grocery and Produce Trade.

New York, Jan. 2.—The coffee market has been fairly active so far as the actual article goes, and although the week has been seriously interfered with by the holidays a pretty fair volume of business has been done. Quotations are firmly maintained, and buyers seem to think they are a few points too high for their consideration, so many are acting in a conservative manner and taking only supplies sufficiently large to repair broken assortments. The general feeling is unmistakably in favor of the seller and the thing that gives them most hope is the continued reports of short crop. The receipts at Rio and Santos from July 1 to Dec. 30, 1903, aggregated 8,081,000 bags, against 8,179,000 bags in 1902, and 10,509,000 bags in 1901. Mild coffees remain firm although the volume of business is not very large. Good Cucuta is quotable at 9/4c.

There is a better feeling to the sugar market, and some refiners report a good run of business at some advance. This advance, started by Arbuckles, will, it is said, be followed on Monday by the others. Everybody is hopeful and through the whole market we hear only of a big trade looked for during the coming season. Holders of teas are not especially anxious to sell on the present basis, as they incline to the belief that the war news fully justifies them in asking full rates if, indeed, they do not advance same. Line trade is quiet. Package teas sell freely and this is true of all sorts.

The supplies of rice here are light and held in few hands. The enquiry is only moderate, nor is any rush ever looked for at this time of year. Quotations are firm and likely to remain so. Choice to head, 4 3/4 @ 5 3/4 c.

Spices have been in moderate enquiry. Such sales as have been made, however, are at full rates, and on pepper and cloves the upward tendency still continues, although no actual advance has been made this week.

There is a pretty good demand for the better sorts of molasses and with comparatively light supplies holders ask full rates. Stocks are not likely to be much augmented and no decline from present figures is looked for. Syrups are steady and unchanged.

There is practically nothing whatever doing in canned goods, either in spot goods or futures. Dealers are balancing books and getting matters in shape for the coming season. There is no especial weakness and, upon the whole, holders are quite confident that before new goods come on the shelves there will be a stronger feeling for almost everything, unless it be tomatoes. The supply of the latter is so ample that no notable advance is expected.

There is practically no change in the butter market, either as regards supply or demand. Supply seems to

be just about large enough to meet all requirements and quotations are practically without change. Best Western creamery, 23 1/2 c; seconds to firsts, 17 @ 23 c; imitation creamery, 15 @ 19 c, the latter for extra stock; factory ranges from 14 @ 15 1/2 c; renovated, 15 @ 18 c; rolls, 14 @ 15 c.

Quietude prevails in the cheese market. Stocks must be pretty well cleaned up on some grades, and a better feeling is likely to set in within a fortnight. There has been hardly a fractional change in quotations for cheese for months. Small size full cream, 12 c and large sizes, 1/4 c more.

The high rates for eggs still prevail and supplies of really desirable sorts are quickly snapped up at 42 @ 45 c for near-by sorts. Western fresh-gathered, extras, 36 @ 37 c; firsts, 35 c, and seconds, 31 @ 34 c; candled, 26 @ 27 c; refrigerators, 27 @ 29 c, and limes stock, 25 @ 28 c.

Back to "Slavery Days."

An old negro sold himself back into slavery at Indianapolis the other day—or into what amounts in practice to that.

As the story is told locally the Women's Christian Temperance Union of Indianapolis had been holding a rummage sale for several days. One afternoon a colored man entered.

"I wish you'd sell me," he said to one of the women. "I'm tired tramping around the country, and I'll work for anybody the rest of my days for my victuals and clothes."

One of the women suggested that the old man be placed on a table with a price-mark on him, but after further talk with the negro to be certain that he was in earnest, it was decided to auction him off to the highest bidder. The old man was put on a stool and one of the women got on the counter and began to cry the bargain.

The first bid was fifty cents. The bidder explained that he simply wanted to give the auctioneer a start. The next bid was seventy-five cents, and quarter bids were received until the old man was valued at \$2. Then there was a lull in the bidding, but the crier persisted, and the bargain was finally knocked down to H. W. Shea, a commission merchant, at \$2.39.

The negro eyed the commission man closely, and announced that he believed he would like to live with him. He said he had had no home for years, and he was tired of living from hand to mouth. Mr. Shea told the women that he would give his new purchase some light work around his commission house and, if he proved to be trustworthy, the job would be permanent. He agreed to give the negro a suit of clothes and plenty to eat.

The old man thanked the women for having found a home for him, and went away with his new master, seemingly quite satisfied.

How He Advertised.

Smith—I found a piece of valuable lace on the street yesterday.

Jones—And did you advertise it?

Smith—Sure; I told my wife.

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon55 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, epr 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
.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

Gelery Nerve

1 box, 20 packages 50
5 boxes in carton2 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...
1/2 lb 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., Sagin-
aw; Meisel & Goeschel,
Bay City; Fielbach Co.,
Toledo.

CONDENSED MILK

4 doz in case



Gall Borden Eagle6 40
Crown5 90
Champion4 25
Daisy4 70
Magnolia4 00
Challenge4 40
Dime3 85
Peerless Evap'd Cream.4 00

FLAVORING EXTRACTS

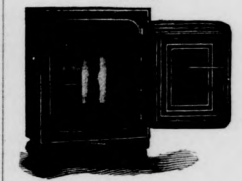
Foote & Jenks

Coleman's Van. Lem.
2oz. Panel1 20 75
3oz. Taper2 00 1 50
No. 4 Rich. Blake.2 00 1 50

Jennings

Terpenecless Lemon 75
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 Rapids and inspect the line personally, write for quotations.

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

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

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Sale—Small, well-selected stock of dry goods and groceries; everything new within a year; best location in square; county seat; best portion of Illinois; reasonable rent; good reasons for parting with paying business. J. Slate, Monticello, Ill. 53

For Sale or Exchange—Stock dry goods, clothing and shoes. Invoicing about \$7,000, for land or improved property. Address H., care Michigan Tradesman. 57

For Rent or Exchange—Illinois farm. Will consider good stock merchandise. Send description of stock with first letter. Address J., care Michigan Tradesman. 58

For Rent or Trade for Land or Merchandise—Store and lot in good Northern Iowa town. Store 22x100; first-class shape. Address W., care Michigan Tradesman. 59

For Sale Cheap—General stock and fixtures. Will sell or rent stock building, or sell stock to be removed. Address No. 51, care Michigan Tradesman. 51

For Sale—Flour, feed and buckwheat mill; full roller process; steam power; one of the best located in Southern Michigan; first-class custom and merchant trade; price \$3,200; might take other property in part exchange if good rentable. G. W. Bibbins, Hanover, Mich. 56

Wanted—Second-hand refrigerator for meat market. State size and price. W. Dickinson, Colon, Mich. 49

For Rent—A store suitable for a grocery or hardware in a hustling live town in Upper Peninsula; only one hardware store in a great farming country. Don't lose this chance. Address at once, No. 48, care Michigan Tradesman. 48

\$2,000—Buys simple, valuable patent, easy to make; small place started; can be seen in operation; full information. W. L. D., 63 Kinzie St., Chicago, Ill. 47

120 acre farm—two and a half miles from railroad. Wish to trade for stock of hardware. Lock Box 491, Shelby, Mich. 45

Wanted—To buy a stock of merchandise from \$5,000 up. Will pay spot cash. Correspondence solicited. Address No. 44, care Michigan Tradesman. 44

Sure Profits—Buy stock in our Land Co., guaranteed land contract, small North Dakota mortgages netting the purchaser 7 per cent. Look us up and call and see or write Wm. H. Brown Co. & Brittain, 131 LaSalle St., Chicago, Ill. 43

For Sale—General stock of merchandise, inventories about \$3,000. Annual sales about \$20,000, mostly cash. Located in town remote from railroad which has always enjoyed steady patronage. Good profits and little competition. Reason for selling, owners desire to retire from trade permanently. For full particulars address Dell Wright, care Musselman Grocer Co., Grand Rapids. 42

Partner Wanted—Man with from \$5,000 to \$10,000 with service to invest in a retail lumber, sash and door business in a live and hustling town and fast improving country. In connection is also a saw and planing mill doing a fine business. Business too much for present capital. Parties looking for location and investment of this nature will do well to investigate at once. For particulars address Box 46, Lena, Wis. 41

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

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 Philips & 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—Drug store at Marion, Ohio; invoice \$2,500. Address Box 675, Columbus, Ohio. 33

Wanted—Partner for grist mill. First class mill and location. Must have three thousand dollars. Address No. 8, care Michigan Tradesman. 8

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

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

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

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

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

For Sale—A whole or one-half interest in good implement business. Some stock on hand and have agency for some of the best goods. Reason for selling, have too much other business. Address Box 367, Kalkaska, Mich. 958

For 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 or Trade—A good first-class, three-story brick hotel with all modern improvements. Will trade for good land if desirably located. Address M. W. Moulton, Bellevue, Iowa. 910

Geo. M. Smith Safe Co., agents for one of the strongest, heaviest and best 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

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

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.

Pharmacist, Registered, wants position; competent, experienced and good references. Address F. W. Hamilton, Lake City, Mich. 52

Wanted—Position as clerk, experienced in groceries, shoes, clothing. Also some knowledge of drugs. Address Box 78, Sturgis, Mich. 55

Wanted—Grocery position as clerk or manager by young married man with ten years' experience. Can give best of references as regards business ability, character, etc. Address No. 46, care Michigan Tradesman. 46

Wanted—Employment as book-keeper or clerk by a graduate of the Ferris Institute. Best of references furnished. Address Garfield Blades, Cobmoosa, Mich. 40

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

SALESMEN WANTED.

Wanted—Experienced salesman to carry a line of crockery on a commission basis. Address the Wm. Brunt Pottery Co., East Liverpool, Ohio. 17

Wanted—Salesmen to sell as side line or on commission Dillely Queen Washer Any territory but Michigan. Address Lyons Washing Machine Company Lyons, Mich. 558

Wanted—Clothing salesman to take orders by sample for the finest merchant tailoring produced; good opportunity to grow into a splendid business and be your own "boss." Write for full information. E. L. Moon, Gen'l Manager, Station A, Columbus, O. 458

AUCTIONEERS AND TRADERS

H. C. Ferry & Co., the hustling auctioneers. Stocks closed out or reduced anywhere in the United States. New methods, original ideas, long experience, hundreds of merchants to refer to. We have never failed to please. Write for terms, particulars and dates. 1414-16 Wash. ave., Chicago. (Reference, Dun's Mercantile Agency.) 872

MISCELLANEOUS.

Lady and Gentlemen Demonstrators—For house-to-house work; salary and commission. Address, with references, Vegetable & Hemlock Oil Medical Co., Detroit, Mich. 54

Are You Satisfied—With your present position and salary? If not, write us for plan and booklet. We have openings for managers, secretaries, advertising men, salesmen, book-keepers, etc., paying from \$1,000 to \$10,000 a year. High grade exclusively. Hapgoods (Inc.), Suite 511, 309 Broadway, New York. 37

Wanted—No. 1 sausage maker and an all-round man to work in an up-to-date market. Apply to G. M. Peet, Chesaning, Mich. 50

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

Wanted—Registered pharmacist by Grand Rapids druggist, one who speaks Holland language preferred. Address No. 31, care Michigan Tradesman. 31

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



Close corporation composed of Detroit and Saginaw capitalists manufacturing staple article, with English and American trade established, desires connection with competent man to superintend force of travelers and manage state department; compensation \$3,000 per annum; references required; address Secretary, Box 644, Detroit, Mich.

FOR SALE

Wholesale grocery stock and business of W. I. Brotherton & Co., Bay City, Mich.

Scaled proposals or bids will be received by the undersigned trustee for creditors of said firm up to 2 o'clock in the afternoon of Monday, January 11, 1904.

Proposals or bids may be submitted as follows: (1), For the stock of goods; (2), For the furniture and fixtures; (3), For the accounts receivable; (4), For the real estate consisting of the store and warehouse with 150 feet frontage on Water street, in Bay City, and including the warehouse and dock in the rear of the property. (This real estate will be sold subject to a \$4,000 mortgage, dated August 31, 1903, and also subject to all taxes and assessments levied in the year 1903). Proposals or bids may be made for all of the property, or for that comprised in either class as above specified.

The goods and property and the inventory thereof are open to inspection and examination at the premises, 1105 1111 North Water street, in Bay City. The right to reject any and all bids is reserved.

Dated, Bay City, Mich., December 31, 1903.

L. M. PERSONS, Trustee.

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Tradesman Company
Grand Rapids, Mich.