

# MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, JANUARY 13, 1904

Number 1060

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### IMPORTANT FEATURES.

- Page.
2. Random Reflections.
  4. Around the State.
  5. Grand Rapids Gossip.
  6. Value of Trademark.
  7. Divorce or No Divorce.
  8. Editorial.
  9. Knights of the Grip.
  12. Metal of Mystery.
  14. Dry Goods.
  16. Clothing.
  20. Shoes and Rubbers.
  23. Commercial Value of a Kiss.
  24. Stone River.
  29. Grocers' Mail Order Business.
  30. Woman's World.
  32. Clerks' Corner.
  33. Lucky Jim.
  34. New York Market.
  35. Rank Pessimism.
  36. Show Windows.
  37. Hardware Price Current.
  38. Poultry.
  40. Traveling Salesmen.
  42. Drugs—Chemicals.
  43. Drug Price Current.
  44. Grocery Price Current.
  46. Special Price Current.

### EFFECT OF WAR ON BUSINESS.

The sensitiveness shown in financial and business circles during the past few days to the reports as to the progress of events in the Far East has drawn public attention to the probable effect of war between Russia and Japan upon general business interests. That there is now a strong prospect of war is regretfully admitted even in quarters where optimistic views have hitherto obtained. As a result of this growing pessimism, the consols and securities of nearly all the leading European powers have declined in value, while the bonds of the prospective belligerents are naturally depressed. This general decline in government securities does not necessarily signify that other powers than the two now at outs will be drawn into the quarrel. It means, rather, that an outbreak of a war such as that impending, calculated, as it is, to have momentous results, will greatly disturb financial affairs insofar as it will be necessary for the belligerents to borrow large sums on bond issues and in other ways, in order to meet the extraordinary expenses of war.

Aside from the financial results of war, there can be no doubt that business will be more or less unsettled, although past experience has shown that business actually suffers more during the period of suspense and

immediately after the outbreak of hostilities than it does when war has commenced in earnest. Commerce quickly adapts itself to changed conditions, and the waste of war creates an increased demand for almost all sorts of commodities. Foodstuffs in particular are required in greatly-increased amounts, and as it is necessary to clothe large forces of troops—and there is always a great destruction of clothing as well as other supplies during war—even textiles are soon benefited instead of damaged by hostilities.

Take, for instance, the case of manufactured cotton goods. The idea is that an outbreak of war in the Far East would greatly diminish the demand for American cotton goods. The mere fear of war has probably had some such effect, as merchants are naturally timid about stocking up in the face of uncertain conditions, but once war has commenced and uncertainties have been removed, it will be found that China's requirements, as well as the needs of Japan and Korea, will be greatly augmented, and these needs will have to be filled, war or no war. As cotton goods and all other American products shipped to the Far East will be in neutral ships, protected by either the British or American flag, they will be delivered at their destination without risk of capture or interference. Not only will the demand for cotton goods be good during the continuance of the war to meet the increased needs, but the demand will be greatly augmented, after the close of the war, to supply the great waste of all sorts of material which inevitably occurs during periods of war and active campaigning.

The fear of the effect of a war on trade, which is so generally entertained, is, in reality, a mere delusion. Aside from the defeated nation in a fiercely contested struggle, all other countries profit by hostilities in a business way. War not only creates new needs while it is in progress, but it makes brisk business after its conclusion in supplying the great waste of all supplies which is inseparable from an actively prosecuted war. There need be little fear, therefore, that the trade in manufactured goods will be disturbed, except for a very brief period, if at all, by the outbreak of hostilities, unless, indeed, Russian success should close to us all the ports of North China and Korea.

### Manufacturing Matters

Flint—Geo. H. Jones has purchased the business of the Flint Custom Pant Co.

Carland—The Carland Cheese Co. will begin operations in about three weeks.

Vulcan—The O. C. Lumber Co. has increased its capital stock from \$25,000 to \$75,000, dating from Jan. 7, 1904.

Bay City—Charles L. Fox & Co., lumber operators, have changed the style of their business to Fox & Newcomb.

Caledonia—The Caledonia Cheese Manufacturing Co. has sold its factory and fixtures at public auction for \$550, the purchaser being Aaron Clark.

Capac—H. A. Shellenberger of the Capac creamery, is arranging to establish a creamery at Imlay City. The cream from both places is to be shipped to Port Huron.

Lansing—The firm of Cameron & Arbaugh has purchased the manufactured stock of pants and overalls of the Montgomery Manufacturing Co., the latter concern retiring from business. The stock will invoice about \$5,000.

Lansing—Daniel D. Ludlow and Herbert L. Robson, of this city, have gone to Toledo to embark in the manufacture of flavoring extracts and grocery specialties. Both are well-known traveling men, having resided here for several years.

Muskegon—The Muskegon Cutlery Co. has been merged into a corporation. The capital stock is \$107,500. The company is composed of Wm. H. Mann, John G. Emery and Thos. Hume, of this place, and John A. Fletcher, of Kenosha, Wis.

DeBoe, King & Co. are now entirely out of business, the extracts on hand having been poured into barrels and shipped outside the State. The unmanufactured goods and furniture and fixtures have been purchased by various persons. John DeBoe, the active member of the firm, is serving a ninety day sentence for using wood alcohol in the preparation of lemon extract, and as soon as he completes this sentence, he will probably be tried on a charge of using mentholated spirit in vanilla extract. His partner, who lives in Cleveland, has given instructions to his legal representative to redeem all of the goods presented at the place of business on Ionia street and has certainly acted very manly in the matter, albeit he claims that his loss on account of his having gone into partnership with DeBoe will exceed \$10,000.

I. E. Butler writes the Tradesman that D. C. Everitts has been removed from the management of the Perfection Light and Heating Co., Chicago, and that he has been appointed by the court to supersede the former incumbent of that office. Mr. Butler will be pleasantly remembered by Michigan people as the manager of the Perfection Lighting Co., of Grand Rapids, about a year ago.

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

## RANDOM REFLECTIONS.

Sometimes I wonder what a mean man thinks about when he goes to bed. When he turns out the light and lies down. When the darkness closes in about him and he is alone, and compelled to be honest with himself. And not a bright thought, not a generous impulse, not a manly act, not a word of blessing, not a grateful look, comes to bless him again. Not a penny dropped into the outstretched palm of poverty, nor the balm of a loving word dropped into an aching heart; no sunbeam of encouragement cast upon a struggling life; the strong right hand of fellowship reached out to help some fallen man to his feet—when none of these things come to him as the "God bless you" of the departed day, how he must hate himself. How he must try to roll away from himself and sleep on the other side of the bed. When the only victory he can think of is some mean victory, in which he has wronged a neighbor, no wonder he always sneers when he tries to smile. How pure and fair and good all the rest of the world must look to him, and how cheerless and dusty and dreary must his own path appear. Why, even one lone, isolated act of meanness is enough to scatter cracker crumbs in the bed of the average ordinary man, and what must be the feelings of a man whose whole life is given up to mean acts? When there is so much suffering and heartache and misery in the world, anyhow, why should you add one pound of wickedness or sadness to the general burden? Don't be mean, my boy. Suffer injustice a thousand times rather than commit it once.

\* \* \*

"Good-bye, my son," said a white-haired old gentleman to a bright looking young man at the station. "Your father hates to see you go, because I may not live until you return. Boy, you are just starting out on your own hook. You are going West to seek your fortune. Now listen to the voice of your old father, who has seen a great deal of this world, and whose fights with trouble and temptation have not been few. Listen to me, boy, this parting minute. You want to be successful, not only in acquiring money, but in building up your reputation and character. God knows I want you to be. And now I want to give you my golden—yes, my diamond rule. My son, when I was of your age I was not as good a boy as you are. I was going to the bad, in fact, but my precious rule of life saved me. It came to me, boy, from your mother, who gave her life for yours. Henry, take this motto of mine to your heart. Believe in it, adhere to it, live up to it, and you will find reason for loving it, as your father does. It will make a good man of you; it will be all the religion you will ever need—it's all I ever had, and I'm ready to die when my hour comes. This is it, son; now listen, because I want to burn it into your brain so it can not get out while life remains in your body: Never, for any purpose or upon any pretext, perform

an act which you would not be willing the whole world to know all about. It will unfailingly guide you aright. It will keep you always on a level with your best self. Reflect on this, boy, and you will see how simple and yet how perfect it is. Make it your monitor in little and great things alike, and—there, your train is starting. Good-bye, my son, and may God bless you!"

\* \* \*

In New Hampshire, recently, one Mrs. Harris and her husband sued one Mrs. Webster and her husband for libel; the allegation being that Mrs. Webster had spoken slanderous words of Mrs. Harris. Mr. Webster demurred, pleading that he had done no wrong, and should not be brought into court to answer a charge that his wife had used her tongue too freely. The Supreme Court of that State has sustained the demurrer, deciding that in New Hampshire husband and wife are no longer one and that no reason remains for holding him responsible for her wrongdoing any more than for making her responsible for his—that "the husbands of these female parties are strangers, in law, to the proceeding." So much of progression, in the establishment of women's rights, appears to have been gained in New Hampshire. About thirty years ago a somewhat similar suit was tried not far from Grand Rapids, an action for libel, based upon words carelessly spoken at a tea party or sewing circle or some such social gathering, probably without any evil intent or motive other than such propensity for gossip as has sometimes been heard of in society. In that case a judgment was recovered which was said to have cost a homestead and otherwise seriously crippled the husband in his business matters. Had the New Hampshire doctrine then prevailed in the Michigan courts, the plaintiff in the case just mentioned might have whistled for damages, and got no further satisfaction. The status of a wife before the law, as a party with separate rights and responsibilities from her husband, has been much changed in Michigan in the past thirty years, and probably the New Hampshire decision would be counted good law here also.

\* \* \*

Most young men consider it a great misfortune to be born poor, or not to have capital enough to establish themselves, at their outset in life, in a good, comfortable business. This is a mistaken notion. So far from poverty being a misfortune to them, if we may judge from what we every day observe, it is really a blessing. The chance is as ten to one against him who starts in life with a fortune.

\* \* \*

The sooner the youth of this country are compelled by the scope and tendency of our public school system to recognize that only one boy in a hundred can be a lawyer, doctor or clergyman, the better it will be for the American people. To that end it is essential that our methods of training shall cease to foster the silly and abortive preference for so-

called gentlemanly pursuits—shall squarely face the fact that manual labor is the sphere in which the majority of the human race are destined to move and that it is mechanical skill and genius which have transformed the world, and which should command the highest prizes in the race of life.

\* \* \*

There can not live a more unhappy creature than an ill-natured old man, who is neither capable of receiving pleasures, nor sensible of doing them to others.

\* \* \*

Never desert a friend in the desolation of his own abandonment. Prove your devotion by clinging to him in his defenseless woe; assuage his grief, and imparting to him some of the buoyancy of your own exultant spirits, place him in the sunlight of faith and hope. The achievement will be worthy of the object, and in its accomplishment behold your reward!

\* \* \*

Peter Cooper's head was level when he said: "In all towns where a newspaper is published, every man should advertise, even if nothing more than a card stating his name and the business he is engaged in. It not only pays the advertiser but lets the people at a distance know that the town you reside in has a prosperous class of business men. As the seed is sown so the fruit recompenses. Never pull down your sign while you expect to do business, for it indicates that your grip, commercially, is broken. The judicious advertiser will receive ten dollars for every one invested in the local newspapers.

\* \* \*

Never slight regular customers for the purpose of accommodating new trade. It is admitted that many storekeepers will frequently let an old customer wait for goods because they think that the matter can be easily explained to him. It is a bad practice and is never permitted to be done in first-class stores. Experienced dealers know that it is better to retain the old customers than to slight them for the purpose of gaining new trade.

\* \* \*

"I have tried working nights, seven days in the week, and all that sort of thing," remarked a Grand Rapids man, the other day, "with a vague idea that nature would make an exception in my case, and that I could do it all right, whether anybody else could or not, but I find it does not pay, which is to say that nature did not make any exception in my case. It may smile indulgently on me at the outset of my breaking in on its established rules, but if I persist it gets stern and makes it clear to me that I must not violate its rules, doing this by bringing down my output, without regard to the number of days or nights I work, to as little or less than I could produce in six days' work, besides keeping me in a state of perpetual nervousness and worry. The fact is that we need a day of rest; that no spring is inexhaustible, and if we keep on dipping after the water is low we

dip up mud with the water, and it does not pay. It is better to give the spring a chance to fill up, and to give your back a chance, too. A man that is fit and trim can do more work in six days than a tired man can in seven. The man that tries to get more out of himself by working all the time really gets less. If he is crowded for money and wants to work and earn it, the temptation is great to keep right on at work all the time, and earn all he can, and if he permits himself to stop at all, he thinks he is wasting time; but, bless us! he is not, he is only giving himself a chance to fill up. Let him keep calm and enjoy that period of idleness; and it is not really idleness, it is recuperation. Then when the time comes to work, let him pitch in for all he knows how; he can not work too hard then, but it certainly does not pay to work all the time."

## The Accommodation Desk.

A young New Yorker who ran into an unexpected rainstorm the other day found a new use for department stores. He had no umbrella, only a cane, and if any situation is calculated to make a man feel foolish it is to walk up a busy street on a rainy day swinging a cane.

The man took momentary shelter in a dry goods store and bought a collar, not because he needed it, but because he thought he ought to pay rent in some shape.

To the young woman who sold him the collar, and who was comely enough to be worth talking to, he voiced, as politely as possible, his views on the weather and his opinion of the man who'd be caught out on such a day with only a cane.

"That's easy," said the young woman. "Why don't you let us send it home? If you'll just step over to the accommodation desk with me I'll fix things for you in a minute."

The accommodation desk was new to the man, but he followed obediently, and in a far away corner of the shop he was made acquainted with another young woman who seemed to take as a matter of course a request to send a cane to a downtown office for a man who had no account at the store and who had never patronized the store more than twice in his life.

## Seals in Lake Superior.

Preliminary steps have been taken to stock Lake Superior with fur-bearing seals. The reported head of the organization will be Seben Malaroff, a Russian, with thirty years' experience as a sealer. It is figured that ten male and forty female seals in the lake will increase to 1,000 in twenty years. The Apostle Islands, together with Isle Royale and the Rock shores of Lake Superior, would, it is believed, be ideal breeding places for seal, while in Malaroff's opinion, the climatic conditions are perfect. Efforts will be made to procure Governmental regulations through agreement with Canada. The promoters figure large profits.

Solon R. Hunt, dealer in hardware, stoves, glass, doors and sash, Freeport: I can not do business without the Tradesman.

# ***THE OLD RELIABLE***



**Absolutely Pure**

***THERE IS NO SUBSTITUTE***

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

## State News

### Movements of Merchants

Frankfort—Arthur S. Lobb has his drug store open in the Gallagher building.

Niles—Salma Barmore will open a drug store in the Reddick store building Feb. 1.

Petoskey—The First State Bank has increased its capital stock from \$40,000 to \$50,000.

Vassar—Martin J. Richardson has purchased the agricultural implement stock of Livingston Bros.

Hudson—P. Gilman has sold his drug stock to R. Comfort, of Nashville, who will continue the business at the same location.

Wayland—C. E. Allgeo has sold his drug stock to his brother, H. D. Allgeo, who will continue the business at the same location.

Allegan—S. B. Bunsold has sold his grocery stock to Orville E. Cheeseman, who will continue the business at the same location.

Jonesville—The family of the late Nelson R. Cook will continue the coal and lumber business under the temporary charge of B. Martin.

East Saugatuck—J. Heeringa & Son have sold their general stock to Rev. Schut, of Orange City, Iowa. The transfer will take place in March.

Traverse City—P. W. Nichols, of Cadillac, has purchased the Enterprise grocery stock of Al. Knight and has taken possession of same.

Eaton Rapids—H. A. Rogers has purchased an interest in the general stock of B. H. Custer. The new firm will be known as Custer & Rogers.

Lansing—Charles Dolan and Edward Press, men's furnishers, have dissolved. Frank Taylor and Edward Press will continue as Press & Taylor.

Owosso—F. J. Wren, of Fowlerville, has opened a drug store at the corner of West Main and Lansing streets under the style of F. W. Wren & Co.

Hart—Mrs. C. A. Anderson has sold her interest in the millinery stock of Huldin & Anderson to her partner, Miss Huldin, and will remove to Whitehall.

Marine City—I. Satovsky, who has conducted the dry goods business on South Water street for several years, has closed out his stock and removed to Detroit.

Belding—J. C. Jensen and C. A. Wheeler have purchased the dry goods stock of H. J. Leonard, who has been engaged in the dry goods business at this place for the past thirty years.

Battle Creek—The creditors of Glysson & Ryan, the bankrupt grocers, have received a dividend of 3 per cent. on their claims. Another dividend of the same amount will probably be paid later.

Traverse City—Hervey H. Anderson has purchased half interest of C. E. Tincher in the Star bakery and now is sole proprietor. Anderson & Tincher bought the bakery from the former proprietor a few months ago. Newberry—A. M. Rogers, of Sault

Ste. Marie, has purchased the dry goods and clothing stock of E. D. McDonald and will move same into the Shattuck block, continuing under the style of the Cash Department store.

Alpena—The Huron Fish Co. has been formed to engage in the merchandise and fish business. The authorized capital stock is \$25,000, held by H. K. Gustin, 1,120 shares, and Wm. C. Beebe and Geo. F. McRae, each 415 shares.

Sault Ste. Marie—Edward Baskin, clothing and furnishings here and at North Bay, has assigned to J. McD. Hays, of Montreal. Liabilities, \$15,000. The principal creditors are Montreal firms. Hamilton and Toronto houses are also interested.

Clarksville—The dry goods and clothing firm of J. S. McElroy & Co. has been dissolved, J. S. McElroy having purchased the interest of U. H. Sylvester for a consideration of \$1,600. It is stated that Mr. Sylvester will open a store in the Nash block.

Harbor Springs—Ben Segal has purchased the Henry Wright store building, 122x72 feet in dimensions, and will improve it by putting in plate glass and other betterments. Densmore & Co. will continue to occupy the building as tenants for the present.

Allegan—Henry M. Dunning has sold his feed store to Albert Lockhart, who will continue the business in its present location. Mr. Dunning has been in business here since 1861, the last fifteen years being engaged in the flour and feed store. He will hereafter live a retired life.

Detroit—The Frank Whitney Painting Co. has been organized to engage in the painting, oiling and varnishing business. The authorized capital stock is \$2,000. The stockholders are Wm. C. McMillan, 50 shares; A. A. Schantz, 25 shares; B. C. Wilder, 13 shares, and Frank Whitney, 12 shares.

Detroit—Ruby L. Lewis, Emanuel Lewis and Gustave A. Blume have formed the National Traders' Association, with a capital stock of \$5,000, held in equal amounts by three stockholders. The purpose of this company is the securing of cash discounts for all members on cash purchases from merchants who are clients.

Escanaba—Max Glazer has called a meeting of his creditors in Chicago and secured their co-operation in his efforts to reduce his stock and liquidate merchandise indebtedness. It appears he owes a little less than \$6,000 and has a stock of clothing, furnishing goods, boots and shoes, dry goods and general merchandise valued at over \$12,000, but no ready cash.

Leslie—Gardner K. Grout, conducting a hardware business under the style of V. H. Grout & Co., has merged his business into a stock company under the style of the Grout & Darling Co. The capital stock is \$8,000, all of which has been subscribed and paid in as follows: H. Grout, \$2,800; Gardner K. Grout, \$2,700; Paul Darling, \$2,400, and C. F. Rickett, \$100.

Lake Odessa—Carpenter Bros. have dissolved partnership by mutual consent, on account of the business being too extensive to be looked after by the proprietors, and the firm has been made into two, Claude Carpenter continuing the implement, vehicle and harness stock of the Carpenter Implement Co. and George Carpenter taking the hardware and furniture stock, which business he will conduct under his own name.

Battle Creek—H. A. Preston has leased the store recently vacated by Walter S. Keet adjoining his shoe store and on March 1 will open up a stock of clothing and men's furnishing goods. The two departments will be connected by an archway, thus giving entrance from his new location direct to his shoe store. Roy Preston will have charge of the clothing, while Mr. Preston, senior, will divide his attention between the two, assisted by Sam Weeks in the shoe department.

Adrian—The hardware firm of Claudia & Meyer has been increased by the addition of a new partner in the person of George W. Littleton. The business will hereafter be conducted under the style of Claudia, Meyer & Littleton. Messrs. Claudia and Meyer have been in business under the above style since 1894. Mr. Littleton has been in the service of Uncle Sam for the past twelve years in the capacity of mail clerk, previous to which time he conducted a general store at Clayton.

Allen—The drug and general merchandise firm of Bengé & Wagner

has been dissolved and a general dry goods and grocery business will be continued in the building now occupied by this house under the style of Hughes & Co. W. N. Bengé will continue the Citizens Bank without change. The stock of Bengé & Wagner has been consolidated with the drug and general merchandise stock of E. I. (Mrs. A. B.) Whittemore, the combination to be known as the Allen Drug Co. C. D. Eaton will occupy the east half of the Whittemore block with a line of jewelry and men's clothing and furnishing goods.

Mr. C. L. Yost, of C. L. Yost & Co., reports business good. His firm has just closed a very successful sale for H. Bernstin, Richmond, Mich., and is now conducting a sale for W. W. Townsend, Hubbardston, Mich. They also open a sale Feb. 1 for J. Friedman, now of Maple Rapids, who will move his stock to Alma, Mich. They also put on an auction sale for R. E. Griggs & Co., of Oxford, Mich., Jan. 16.

## Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids  
Detroit Opera House Block, Detroit

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

# Vege-Meato Sells

People

Like It

Want It

Buy It

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

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

**American Vegetable Meat Co., Ltd.**

Grand Rapids, Mich.

## Grand Rapids

### The Grocery Market.

**Sugar** (W. H. Edgar & Son)—Refined has been in rather better demand of late; we note an increasing interest in sugar throughout our territory. That sugar is too cheap is becoming more generally appreciated and the increase in the volume of purchases incident to this feeling is considerable. Refiners are now in a position to obtain every advantage of a dull raw market. Having abundant supplies purchased to cover nearby requirements, they are indifferent. Grinding in Cuba has become general and there will unquestionably be pressure to sell a little later on and prices may recede, notwithstanding our market is already  $\frac{1}{4}$ c below the European parity. Refined will doubtless remain steady around present values until the raw market finally squares away for the inevitable advance to the European basis. Meantime the increasing interest already referred to may develop into a heavy buying movement and hasten the trend to higher prices.

**Coffee**—The manufacturers of package brands have jumped the price of their brands up another  $\frac{1}{2}$ c. Jobbers hardly anticipated this advance as they had it pretty well figured out that the recent advances made by the package coffee people fully covered the cost of the raw coffee and a little more. Why there should be advances beyond that they are unable to determine. However, the New York speculative market continues to be strong and most of the advices from Brazil seem to be of a bullish nature, so the package people have plenty of excuse to offer for their action—if such is needed. Locally, there is no change in the situation. Jobbers have been forced to advance the prices on their medium grades, but none have raised the figures to the extent that the package coffees have been advanced.

**Dried Fruits**—Peaches are in fair demand at unchanged prices. Currants are slow and weak. Seeded raisins are dull at unchanged prices. Holders on the coast are reported strong, but there is, nevertheless, a hope, and in some quarters a belief, that the Association will decline prices about February 1. This applies to loose raisins as well as seeded. There has been some business done in loose raisins at concessions. The entire winter's business in both loose and seeded raisins up to date has been a failure, on account of the Raisin Trust's unintelligent manipulation of the market. A further reduction in price might help matters, but even this is by no means certain. Apricots are active at high and fully maintained prices. Stocks of dried fruits are low and an improved demand must ensue soon.

**Canned Goods**—While the canned goods market is not a lively one yet there is considerably more interest manifest this week than last. The buyers for the jobbers have some little stocking up to do, particularly

in canned fish—salmon, sardines, etc.—on which they have held off in anticipation of lower prices. The coast packers of fruit report that they are closely sold out in many lines and that the carryover on January 1 was the smallest in ten years. If this is the case it looks as if there would be little chance for better figures on fruit than have been made already. There is nothing particularly new in the potato situation. The market is not weak nor is it particularly firm. In fact, no one seems to know what to make of the tomato pack. In corn the situation remains unchanged and prices are firm. The interest in the future market now centers largely in the question of seed corn, which at present is very high, selling for \$5 a bushel and upwards. If it continues to hold at that price it may cut down the acreage this spring. Canned vegetables of all kinds are fairly firm, but are not moving in a particularly heavy volume. Alaska red salmon is abundant and the trade is taking it freely.

**Tea**—The market is perfectly healthy and is awaiting the result of the conflict between Japan and Russia. Some strength has already been infused into the market by the prospect of war, although no advances have occurred as yet. Actual war would mean an active tea trade at probably advanced prices.

**Syrups and Molasses**—There has been no change in corn syrup since Christmas Eve, albeit the manufacturers are predicting higher prices. Compound syrup is unchanged and in light demand. Sugar syrup is slow and unchanged. Molasses is also unchanged and firm for good grades. All of the crop has now been harvested. The market for good molasses is hardly likely to go higher, on account of the large quantity of trash on the market.

**Cheese**—The price is very irregular on everything but high-grade goods. Notwithstanding the light demand, holders of fancy September cheese have not weakened in their ideas. Even the present high price would not let the holders out with a profit. There will probably be no relief for a month, when a better demand will likely come.

**Fish**—The fish market has not yet awakened for the year's trade. There is practically no demand whatever. Mackerel is unchanged, fully held in the main, but not active. Cod, hake and haddock are dull and unchanged, but very firm. Sardines are unchanged and in very light demand. Salmon is unchanged and dull.

More changes took place in the election of bank directors yesterday than at any annual meeting for several years. The Old National added two new directors—Henry Idema and John C. Holt; the National City elected Thomas M. Peck to succeed Henry Idema; the Fourth National elected Sidney F. Stevens to succeed Geo. P. Wanty; the Peoples' elected Wm. Logie to succeed Reuben Hatch. The Grand Rapids Savings increased its board from nine to thirteen, but left the selection of the new directors to the Board.

### The Produce Market.

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

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

**Butter**—Factory creamery is steady, ranging from 24c for choice to 25c for fancy. Receipts of dairy grades are unusually large. Local dealers hold the price at 13c for packing stock, 16c for choice and 18c for fancy. Renovated has declined to 19@19 $\frac{1}{2}$ c.

**Cabbage**—Strong at 75c per doz.

**Beets**—50c per bu.

**Celery**—Steady at 25c per bunch.

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

**Eggs**—The market has changed in both New York and Chicago and this condition may be expected to continue from now on. Dealers hold fresh at 27@28c for case count and 29@30c for candled. Cold storage stock is about cleaned out, what is left being rushed into the market, in anticipation of lower prices, on the basis of 23@24c for case count and 26@27c for candled.

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

**Grapes**—Malagas have advanced to \$5.50 per keg.

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

**Lemons**—Messinas and Californias are steady at \$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 market is stronger and higher. Country buyers are paying 50@60c. Local jobbers are getting 70c per bu. from the local trade.

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

**Sweet Potatoes**—Jerseys have advanced to \$4.25 per bu.

### Implement and Vehicle Dealers to Touch Elbows.

Lansing, Jan. 11—In view of the great interest that has been shown in the matter of a State association of the retail implement and vehicle dealers, it has been thought best by some of the friends of such a movement to call a meeting for the purpose of forming such an organization, to which all implement and vehicle dealers of the State of Michigan are invited, to be held in Representative Hall, Lansing, on Tuesday and Wednesday, Feb. 2 and 3, 1904. The convention will meet at 2 p. m. on Feb. 2. Railroad rates will be arranged for, of which you will be informed

later. It is hoped that every implement and vehicle dealer of the State will feel this matter of importance enough to be present. Everything is combination now. Why shouldn't we combine for our protection?

Dunham Hardware Co., Lansing.  
Garber & Rey, Lansing.  
Jas. Rork & Bros., Lansing.  
Barton Bros., Portland.  
Hall & Darling, Eaton Rapids.  
C. L. Glasgow, Nashville.  
W. A. Wattles, Battle Creek.

### Death of a Grand Old Man.

George W. Campbell, senior member of the firm of Geo. Campbell & Sons, dealers in drugs and groceries, died at his home in Grand Ledge Jan. 6, after an illness of nearly three years. Mr. Campbell was an old and respected citizen of Grand Ledge, having lived there for forty years. During the early years of his life he was a contractor and builder, but later on he engaged in the drug and grocery business.

Mr. Campbell was about sixty years old and his death was caused by a general break-down.

The funeral was held Friday afternoon at his home in Grand Ledge, and was in charge of the Masons. The Lansing commandery, Knights Templar, acted as an escort at the funeral.

Three children survive Mr. Campbell, two sons and one daughter, Henry T. Campbell, teller of the Lansing Savings Bank, and Louis Campbell, proprietor of a drug store at Grand Ledge. The daughter is Mrs. James O'Connor, of Lansing.

### Hides, Tallow, Pelts and Wool.

The hide market so far holds steady, with a heavy pressure to bring prices lower. Eastern orders are at a lower figure. Some Western buyers are out only at lower prices, with one sale reported at 8c for buffs, the low price. Previous sales have not been delivered. Dealers are ready takers at lower values.

Tallow remains firm with good sales at strong prices. The demand is good for all grades. Edible and prime are closely sold up at about the same values.

Sheep pelts come in slowly and in small quantities, but find ready takers at good values.

Wools are not quotable in the State, as there are none piled up. The Eastern market is firm with fair sales each day. Large transactions are expected in the near future. Any concession of price would create an active market.

Wm. T. Hess.

### The Boys Behind the Counter.

South Boardman—E. V. Smith, of Boyne City, now has charge of the dry goods department of the Howard Leach & Co. general store.

Hancock—T. J. Kearney, who is at present employed at the Ryan department store here, will take the position of manager of the store at Winona, succeeding Joseph Paull, its former manager.

Ithaca—C. H. Fleming, formerly of Fleming & Martin, grocers at Petoskey, has taken a position in the dry goods and grocery establishment of Iseman & Barber.

### VALUE OF TRADE MARK.

#### Frequently More Valuable Than Plant and Machinery.

If there is any one thing more than another of which the commercial interests of this country may well be proud, it is the possession of a host of names of individuals and firms whose products are recognized and appreciated as standard the world over. It is unnecessary to mention any of these names in this connection, for they will readily occur to every reader, and the unintentional omissions of any formal list would weaken it. There is an enterprise and vitality in and about the great wholesale trades, for instance, which appeals to one the more he sees of it.

Discussing these matters a short time ago with the writer, the manager of a well-known manufacturer's branch house made the striking assertion that if he were given the choice between the right to take the trade mark and the familiar letterhead of his company or their entire property in ground, plant, materials on hand, book accounts, perfected organization and the like, without these same privileges, he would instantly take the former, even without a dollar of capital to back it up. This was a strong testimony to the value of a name long before the public, and of itself regarded as a sufficient guaranty of quality and good service. The reason for this assertion is, however, obvious. Without the use of the long tried and thoroughly well known trade name, the now prosperous company would speedily find itself without an adequate market for its output.

The same superintendent might run the same factory on the same lines, but customers would still want the good old name on their goods and they would follow it about if need be from place to place, or else they would have to be educated by long and expensive campaigns of advertising and various other missionary work to find the same qualities and attractiveness in the newer products. About the only thing that will down a long and well established house is an unexpected and severe calamity, or dissension or other weakness from within; the public always stand by it loyally until the last. The old trade mark, on the other hand, if it could be transferred bodily to a new and untried product, would spring at once into a popularity from which it could not easily be separated. Occasional attempts to trade upon the value of an established name by the use of similar ones—usually to shelter inferior goods—abundantly confirms this.

An interesting episode illustrating the difference between a widely-advertised article and the bare name and address of the company making same recently came within the writer's own observation. The manufacturer of a certain familiar specialty visited a neighboring city, and after he arrived there, determined to call upon the manufacturer of another specialty equally well known as his own. Arriving, as he supposed, in the near

vicinity of the factory but seeing no sign of it, he entered a corner drug store and asked to be directed to the works of a certain company. The apothecary scratched his head, but could not locate the concern; he thought he had heard of it, but was not sure. Asked how long he had been on that corner, he replied, "Over twenty years." The enquiring manufacturer gazed with natural astonishment at such an apparent display of ignorance and spoke the name of the article. A new light came over the apothecary's countenance and he hastened to assure the enquirer that he was within five blocks of the place he was looking for. If he had only given the name of the article first, he would have been properly directed without a moment's hesitation.

There is vastly more in a trade mark, however, than mere business egotism. Every manufacturer who thinks it worth his while to lay the foundations of an enduring business should adopt a distinctive name for his output, whatever it may be, and under no ordinary circumstances change it. Day by day and year in and year out, he should keep this name before the trade which handles it at retail until it has become better known than his own name and address. Let him go to the public, too, but through the retail trade, not through the mail order houses, which action marks the death-knell of any article. Occasionally, as in the case of something having a special vogue and merit, but which has failed of a name of sufficient distinctiveness, members of a trade will, through some curious chain of circumstances, coin a name by which an article will quickly become widely and favorably known. This is in accordance, evidently, with a natural law out of which the trade mark of to-day has grown. The name of a company, or more especially of a firm, is frequently too long for people to bother with; they like the name of the product or perhaps a clever adaptation of initials much better. A short, clean-cut name takes the fancy of the great public, and is to be especially desired for that reason. If it is particularly smooth, snappy or euphonious and if, moreover, it represents a really high-grade article, it makes an impression on the minds of those interested which is almost ineradicable, and the best foundation for a secure and paying trade.

Business men who have names and products of their own to make known and defend ought always to be conscious of the downright importance of protecting worthy names and established reputations, not only among their own trade, but especially where the public is concerned. Some people are careless—or perhaps indifferent—about these things. The retail dealer who will perpetrate or endorse a substitution, or other passive fraud, at the expense of his customers and the better known article, is throwing the weight of his influence in the wrong direction. If he does this knowingly, he deceives himself along with others and shows that

there is a weakness somewhere in his business system. Personal knowledge and exact information are at a premium in this connection, and are worth extending by all available means. It is, of course, principally the business opportunity of this policy which has caught the fancy of the writer; but there is also an ethical side which needs none to plead its cause. **American Merchant.**

#### How the Mink Hunts.

If you will follow a mink's track in the snow any winter day it will usually lead you before long to the mute story of a tragedy—just some trampled snow and a red stain. The whole method of the mink's hunting is told by the snow. We see how it follows a rabbit, taking every precaution not to betray its presence while the wretched creature feeds, for then it is alert; how it follows bunny to where it sleeps beneath a log, an upturned rot or the snow covered top of a fallen tree, and then stealthily creeps on the unsuspecting prey. How sometimes the rustling of a dead leaf warns the rabbit, who leaps forward perhaps just in time to avoid the furious onslaught of the mink; although more often too late, and the red stain tells us that the rabbit has been eaten where it expected to sleep.

#### The Limit.

"He's a mighty mean man."  
"In what way?"  
"Why, he's stone deaf, and he never tells the barber until he is through shaving him."

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.

## ALWAYS IN THE LEAD

Because  
It Has No Equal

# Elsie Full Cream Cheese

When reduced to the question of quality at the price, never fails to cross the line as a winner. For thirty years it has thus led in the race of competition, and is more popular to-day than ever before.

You should never be without it.

**The M. S. Doyle Cheese Co.**

Elsie, Michigan

**Divorce or No Divorce—That's the Question.**

Written for the Tradesman.

The Dunns were not getting along together very well. John with his fifty-five years and Susan with her fifty ought to have learned in their thirty years of wedded life that mankind is frail and much prone to willful selfishness; but after things financial had settled themselves abundantly in their favor and the children had grown up and, making homes of their own, had left the old folks to themselves, Susan turned her undivided attention to the correction of certain bad habits which John had contracted while the children were growing up, and he, as determinedly, concluded he had been brought up long ago and wasn't going to have any more of it.

In the first place he had been born with "the Dunn sneeze." It had come down to him from nobody knows how many generations. It began with the usual "teh!" which nature demands and which society recognizes and allows; but John's performance did not stop there. The respectable part of the sneeze was followed by a regular warhoop drawn out ignominiously long and that warhoop Mrs. John made up her mind should be dropped or she'd know the reason why.

Through some fault of the climate the throat of her legal lord and master had been strangely affected so that he was constantly indulging in a short, nervous clearing of that part of his anatomy "resembling," she unhesitatingly affirmed, "the disgusting grunt of an old fat"—pig, let us say, although she employed the strong Saxon noun appropriate to the adult swine family. "This weakness," she declared, "could be put up with if he would keep it away from the table; but to have it end as it always did in three resounding warhoops was not conducive to good digestion and it was to be stopped." These and certain other "outlandish habits" were making Susan's existence unendurable and with the children off out of the way there was no reason why she should not make her John as desirable a member in the good society in which they moved as that society claimed. She had, therefore, proceeded promptly and vigorously to business and had kept as vigorously and as determinedly at it for now ten years "with prospects," she sometimes discouragingly admitted, "of keeping at it for ten good years more."

It is hardly necessary to state that John Dunn did not take kindly to this bringing-up treatment. He had made a success of life and living so far as prosperity was concerned. He was respected and honored in a high degree by his fellow men. Church and State were looking upon him with favor and the social world was inclined to envy him for what it seemed had been heaped upon him with no apparent effort on his part; and with all these gratifying conditions to make him eminently satisfied with himself it was a tremendous humiliation to be suddenly brought down from the shining heights of

exultation and self-esteem with an aggressive "Come, John, do try to drop the wild-Indian part of your sneeze and stop being a laughing-stock for the rest of your days!"

For a while he endured with well-assumed composure the determined attempt of his wife to put an end to "that endless grunting" and so with the inevitable and oft-repeated warhoop as a most undesirable wind-up; but "constant dropping wears a stone" and humanity has little of the stone make-up in it. What John Dunn had was quickly worn out and right there was where the trouble began.

"Why, Susan, you don't suppose, do you, that I am hacking and sneezing for the fun of it? I can't help it any more than you can help snoring and with that for a fact I don't see what you want to keep nagging me for what I can't help. I don't you. I don't see but what you'll have to do as I have: get used to it and let me alone. I wonder how you'd like to have me come at you with a 'Come, Susan, do for Heaven's sake ring off your foghorn and let me go to sleep!' Great Scott! There wouldn't be any living with you! and yet Mary had hardly got out of the house into a home of her own before you began to make a young one of me and to bring me up all over again. If it'll do you any good I'll try to stop it; but, if I do, it's no more than fair for you to try to get out of the foghorn business. Will you?"

To Mrs. John Dunn this reference to a physical weakness, which she was willing to say under oath that she did not possess, was not like pouring oil upon the troubled waters and the warhoop and the foghorn lived and had a vigorous being under the unhappy roof-tree of the Dunns. To the mistress of the house there came the spirit of resignation with the calm determination to do what she felt to be her duty to the bitter end; but the Dunn spirit had been aroused in John and aggression became the watchword of the hour. He passed from the attitude of defense to forceful assault and long and fierce was the warfare which now went on between them, every pitched battle ending where it began with victory hovering over both but never resting its foot upon either standard.

It is human in the lull of contest to seek for comfort and consolation somewhere and one day when the strife had been unusually severe John Dunn sought the private office of his life-long friend, Clint Harris, and poured forth his woes, winding up with enquiry anxiously put whether it would be better to end it all with a bill of divorce.

He found his friend in that spirit of placid content which usually follows a good dinner. He motioned his welcome visitor to a chair almost as comfortable as his own with a "Well, John, what is it?" gave a stiff pull at his cigar and waited for what came almost explosively. The story lost nothing in John Dunn's telling. The pent-up stream when it does break forth goes with a rush and Clint Harris, with a face like putty,

stolidly smoked until the mighty rush had spent itself and the rivulet had assumed the proportions of the mountain stream he remembered and liked so well. Then he looked at John Dunn with something like a smile on his face, watched the cloud of delicious blue which he leisurely breathed from his mouth and after it had all vanished into air his eyes fell on John Dunn's face and he said with considerable earnestness, "John, I've known you ever since we were boys together and this is the first time I ever knew you to make a d—d fool of yourself!"

John Dunn's silence was a great deal more profane than Clint Harris' speech had been. The men looked at each other, the one glaring and trying to pick out the most forceful phrase of a most forceful vocabulary, wrath preventing its expression; the other awaiting the proper moment to say his say. When the time came he said, "John, the whole question simmered down is just this: Sneezing versus snoring; which? Of course there is a lot behind it but that's what the world will laugh at and that's exactly what we don't want.

"I haven't anything to do with the snoring except to say that I don't believe it, and putting everybody else aside, you are old enough to know, John, that Susan, the wife of your heart and the mother of your children, deserves something better of you than to call her deep breathing a foghorn! Shame on you. It would have been death to me had I made the statement and you know it; and here you are saying it to me and because you can't worry her to death in any other way are talking because you have been thinking—there's the shame of it—of divorce!"

"Now, don't let's talk about it any more. Go straight home from this office and put your arm around the good woman who has stood more of your meanness than any other human being could have done; kiss her and promise to be good to her and make up, and if you don't, you want to keep away from me. Good-bye."

Without a word John Dunn went home and all I ever knew about what followed was the fact that Mrs. John Dunn's new Russian sable furs are the envy of every woman she knows! Richard Malcolm Strong.

**Two of a Kind.**

"The more I see of men," said the female boarder of more or less uncertain years, "the more I like dogs."

"Same here," rejoined the scanty haired bachelor at the pedal extremity of the mahogany. "Pass the sausage, please!"

**HAY AND STRAW WANTED**

Highest cash prices paid  
MICHIGAN AND OHIO HAY CO.  
Headquarters, Allegan, Mich.  
BRANCH OFFICE REFERENCES  
Hay Exchange, R. G. Dunn & Co.  
33d st., New York (N.Y.C.Rg.) Bradstreet's.

We wish to call particular attention to our large assortment of

**Fur Coats**

they are Money-makers

We carry a large stock and can fill your orders promptly. Ask for descriptive price list. We have China Dog, Marten, Bulgarian Lamb, Galloway, Russian Calf, Astrachan Fur, Astrachan Cloth, also Astrachan Cloth and Beaver fur lined, from common to fine. Send us a trial order.

**Brown & Sehler**

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Grand Rapids, Mich.

**ELLIOT O. GROSVENOR**

Late State Food Commissioner

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

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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

WEDNESDAY - JANUARY 5, 1904

**THE CASE OF JOHN DEBOE.**

The spectacle of John DeBoe serving a sentence in the county jail for using wood alcohol in lemon extract is one calculated to excite the sympathy of the public, but, as a matter of fact, the man is entitled to no sympathy and the public is to be congratulated that DeBoe has finally landed where he should have been years ago.

As a chemist, DeBoe possesses some of the elements of the wizard. He can concoct mixtures which non-plus the most skillful members of his profession. He has worked along questionable lines until he has come to be regarded as a genius in the preparation of certain remedies which should never be permitted to be exploited. As the trusted employe of the Hazeltine & Perkins Drug Co., he deliberately plundered that house to the extent of several hundreds of dollars—perhaps thousands—and but for the intercession of his wife would have probably served time on a charge of grand larceny.

Instead of admitting his guilt like a man, and striving to restore himself in the good graces of the people by promises of reformation, he shielded himself behind the cry of persecution and undertook to re-establish himself by villifying his former employers. He proved to be a disturbing element in trade because he could undersell every competitor, thus dissipating the confidence his competitors had previously enjoyed with the purchasing trade, who naturally concluded that they had been victimized by extract manufacturers until DeBoe entered the field. Why he was able to make so much lower prices than his rivals is now plain, in the light of his conviction and sentence on a charge of using wood alcohol, instead of grain alcohol, in the preparation of his extracts. A man who would thus prostitute his profession would naturally be expected to lapse from the path of rectitude in other directions as well, and it is a matter of common knowledge that his private life has been something abominable—that he drank to excess, that he disregarded his marriage vows, going even to the extent of inflicting physical punishment on the wife who had saved him from a prison sentence and encouraged him in every

possible way to be a man among men.

The moral is so plain that all who run may read. A leopard can not change his spots. A man born with the instincts of a thief will be a thief all his life. The boy who tapped the till of his first employer naturally stole the nitrate of silver of his next employer and wronged the people who trusted to the integrity of his extracts by putting poison into their stomachs. Such a man is not a safe person to be at large. A shrewd rascal is the most dangerous kind of a scoundrel, because his capacity for doing mischief is intensified by the cunning of his hand and the villainess of his nature. If the Food Department has, as it claims, 150 cases of violation against DeBoe and can secure a 90 day sentence in each case, it will be doing the public a service and really afford some excuse for its existence, to keep DeBoe behind the bars for the next forty years!

**RELIC OF THE PAST.**

The introduction of automatic service by the Citizens Telephone Co. last Saturday was a revelation to telephone users, on account of its rapidity of operation and its general accuracy and excellence. The first afternoon it was installed a test was made by two clerks in one of the jobbing houses, with a view to determining how much more rapidly it could be operated than the Bell service. Sixteen connections were made over the automatic, while four were made over the Bell, and this proposition holds good in other cities which are so fortunate as to have automatic service installed.

There is now no necessity for any one in Grand Rapids to continue to harbor a Bell phone, except as a plaything and a relic of the past!

Delos Fall, Superintendent of Public Instruction, worked tooth and nail to defeat the location of the new normal school at Grand Rapids, it being alleged that he was inspired by some sinister motive not far removed from the "sphere of influence" of a certain railway corporation. Through some blunder, Mr. Fall was invited to address the meeting held to celebrate the opening of the new museum one evening last week. Grand Rapids people showed their love for the one-sided official by remaining away from the meeting, in consequence of which his stale jokes and staler stories fell as flat as a pancake.

Nothing has been heard of the result of the Government investigation of the merits of a new road locomotive which was to have been exhibited at the Paris Automobile Exposition in December last. Great things were expected of it in the way of economizing in road traffic. Indeed, sanguine Frenchmen predicted that it would ultimately displace rails. If it does, the world will be an enormous gainer, for it costs hundreds of millions of dollars annually to keep its railroads in order.

It is nobler to give a worthy object a penny than it is to lay a ten-dollar wreath on a rich man's coffin. And what is more, it is cheaper.

**THE COMING CONFLICT.**

It is hardly too much to say that the whole world outside of Russia and Japan is just at this juncture more than ordinarily interested in the maintenance of peace. The difficulty in the way of adjusting the relations of those two powers grew out of a conflict of aspirations which are on both sides entirely natural. Russia is an Asiatic as well as a European power, and the desire to secure an adequate base and outlet on the Pacific coast is as natural to her as it has been to the United States. She possesses an enormous territory, but her commercial development has been cramped by a lack of conveniently situated ports. For this reason she has been endeavoring to push her way to the Mediterranean and to the Persian Gulf, and to acquire ice-free ports on the Pacific. She wishes also, of course, to extend her influence in the Orient, and especially over China. But Japan's foreign policy is directed with a view to commercial leadership in the same quarter, and that outlook for her is obviously suggested by her geographical position, her racial affinities and her past relations, both with China and Corea. Lord Curzon has said on this subject that Japan, "placed at a maritime coign of vantage upon the flank of Asia, precisely analogous to that occupied by Great Britain on the flank of Europe, exercising a powerful influence over the adjoining continent, but not necessarily involved in any of its responsibilities, she has no higher ambition than to become the Britain of the Far East. By means of an army strong enough to defend her shores, and to render invasion unlikely, and still more of a navy sufficiently powerful to sweep the seas, she sees that England has attained her unique and commanding position in the West. By similar methods, she hopes to arrive at a similar result in the East. If she can but intimidate any would-be enemy from attempting a landing upon her shores, and can fly an unchallenged flag over the surrounding waters, she will fulfill her role in the politics of the future."

Japanese statesmen do not disclaim a desire that their country should take advantage of the opportunity afforded by its position to establish more intimate and profitable relations with China and Corea, but they emphatically declare that they are averse to a general policy of territorial and political conquest. They insist, however, that if Russia is to retain her hold upon Manchuria, Japan should be accorded equivalent concessions in Corea. M. Kokuro Takahira, the Japanese Minister at Washington City, said recently: "Speaking in general terms regarding the relations which Japan should maintain with the Philippines and the other Far Eastern countries, it is very simple, only that they should be good neighbors—good neighbors, whose commerce and industry will steadily grow and develop, and whose social and political conditions will be progressive and peaceful. Japan has never had any intention of tak-

ing advantage of the misfortune of her neighbors, or seeking for territorial aggrandizement, but the sincere desire of her government and people is to have all the neighboring countries realize that mutual interests can best be promoted by the maintenance of peace, the promotion of commerce and industry and the strengthening of the ties of interdependence. It is not meant that a race coalition should be formed hostile to the interests of other countries, such a coalition as has been typified in the expression 'Yellow Peril.' My meaning is simply that a country, to be prosperous, should have prosperous neighbors. That naturally leads to interdependence, not political, but social and commercial, and establishes the surest guarantee of peace to all concerned."

The interdependence which M. Takahira has in view would involve a degree of solidarity which would sooner or later lead to the establishment of a defensive alliance between Japan, China and Corea. In 1898 both Russia and Japan definitely recognized "the sovereignty and entire independence of Corea," and mutually engaged "to refrain from all direct interference in the internal affairs of that country." But the Japanese complain that Russia has shown a disposition to violate that agreement, if she has not already actually violated it, and they therefore demand concessions of a sort to enable them to check further aggressions on her part. Japan, for many reasons, would oppose the absorption of Corea by any power other than herself, and especially by Russia. Corea, either as an independent state, or as a Japanese protectorate, might be made to serve as a buffer between China and a Russianized Manchuria. Without that safeguard, the ultimate disruption or partition of China would be regarded in Japan as inevitable.

Russia has so far refused to admit that her occupation of Manchuria affords a sufficient reason for Japan's demands, or proposals, in reference to Corea. There are conflicting reports as to the possibility of a peaceful solution of the question in controversy, and painful uneasiness prevails in all quarters. A war between Russia and Japan, even should it be entirely confined to them, would certainly involve material losses to the United States and the great trading nations of Europe.

The Board of Trade is to be congratulated on the strong position taken by President Stevens at the last meeting of the directors against the admission of advertisements to the monthly bulletin it is proposed to publish under the auspices of the Board. Mr. Stevens pronounced the soliciting of advertising for such publications as blackmail and did not mince matters in dealing with the culpable features of the subject.

Glazed leathers, on the style of some of the goods imported from Vienna, are having a good sale. They are nicely adaptable to card cases or pocketbooks with gun metal and art nouveau mountings.



KNIGHTS OF THE GRIP.

Proceedings of Their Fifteenth Annual Convention.

Wednesday Morning.

The Chairman—Gentlemen of the convention, please come to order. The order of business this morning is the report of the Committee on Nomination of Vice-Presidents. Is that committee ready to report?

Bro. Street—I move we pass that order of business until later in the day.

The Chairman—If there is no objection we will pass that order for the present. Report of Committee on Railroads, James F. Hammell, Chairman; is Mr. Hammell present?

The Secretary—He is not here.

The Chairman—We will hear the Legislative Committee's report, E. P. Waldron, Chairman.

The Secretary—Mr. Chairman, I move, if there is no objection, that this report be deferred until later. Mr. Waldron has not arrived from Saginaw this morning and should he not get here he has asked me to make the report, and I would like to wait until we hear from Mr. Waldron.

The Chairman—If there is no objection we will have the report later. Report of Committee on Hotels, Geo. J. Heinzelman, Chairman.

The Secretary—He is not here.

The Chairman—Report of Committee on Bus and Baggage.

The Secretary—No report. If there is to be no report of Committee on Railroads, I have a communication on the subject which I will now read:

Dear Brother Brown—I very much regret being unable to attend this year's convention, and permit me in advance to wish you and all brothers present a successful and happy session and a prosperous year's trade. There is a matter which I very much desired to be there and bring up, and I earnestly ask that it may be pressed by yourself and other members. I refer to the miserable passenger service the Michigan Central is giving over the Mackinack division. Starting a train from Bay City at 10:10 a. m., another at 11:30, then nothing more until 2 a. m., giving practically one train a day in two sections, and that always over-crowded. No effort seems to be made to start or run the first on time, seeming only to try to prevent the last section from running into the first before they reach Grayling—and frequently it passes them before they get there. They seem to utterly disregard local traffic and sacrifice the commercial man who rides the year around on their trains, whose entire business is working up freight for them, to their competition for through traffic. Will you kindly place this before a competent committee, with instructions to take such action as would seem to you most effective. I would suggest a protest accompanied by a request for an afternoon train out of Bay City, drawn up in proper form and signed by every member present, then sent out and signatures could be obtained from every man who belongs to the order. Here is certainly an opportunity for our grand order, which has done so much in the past for the traveling man, to earn the everlasting gratitude of every traveler who has to work this division.

Greetings to every member present.

F. A. Scult.  
The Chairman—Gentlemen, what is your pleasure in regard to that communication?

Bro. Jones—I move that communication be referred to the new committee, to be appointed by the President, with the request that they take the matter up with the Michigan Central authorities and push it actively.

Bro. McCauley—I agree with Brother Jones. I know the service is very poor on that branch and I second the motion.

Bro. Gore—I wish to say in connection with that that this is the kind of service we have been having there in the last few weeks. They allow no travel on freight trains, which makes it impossible almost to get over the road in any kind of time. Previously we have been able to ride on freights and get over the road in fair time.

Bro. McCauley—The Committee should go straight and strong to the headquarters of the road and they will undoubtedly accomplish something.

Bro. Simons—I know the statement of Brother Stitt is exactly correct. The Michigan Central has withdrawn the privilege of riding on freights on that division, except from Grayling north on the Mackinaw division, and to make that territory one must drive much of the distance or get up at 2 or 3 o'clock in the morning to get the train. Although they run two trains daily, it is practically but one. The present arrangement entails great inconvenience to the traveling man and large expense upon the house. I think a consensus of opinion expressed at this meeting, followed up by the Committee's work with the railroad company, would accomplish something.

The Chairman—The motion is that the matter be referred to the Railroad Committee to be appointed. Any further remarks? Those in favor signify it by saying yea. The contrary No. Carried. The Chairman—I suggest that this committee be instructed to take up a certain line of work in connection with this matter, as had been mentioned. We

will now listen to the report of the Committee on Bus and Baggage, J. Sonnenberg, of Saginaw, Chairman.

The Secretary—As the Bus and Baggage Committee are not here to make their report, I will say that I had referred to me yesterday a little case expressing a whole lot. In Mt. Clemens the bus and baggage line was charging 50 cents a trunk. Parker's baggage line was organized at the request of hotels and commercial travelers, and was told if he would start this bus line they would see that he got patronage. It broke up the combination and the other baggage line has adopted the same prices. Mr. Parrott is the one who has done this, and we should recognize the work Mr. Parker has done for our benefit, and we should reciprocate. While 25 cents is not much upon one trunk it amounts to considerable on several, and during the year.

Bro. McCauley—I move we refer the matter to the new Committee on Bus and Baggage. There has been nothing for the Bus and Baggage Committee to do the past year. I think we should say to our friends what Mr. Parker has done and ask them to patronize him.

Bro. Weston—I move this convention extend a vote of thanks to Mr. Parker for what he has done for the Michigan Knights of the Grip.

Bro. Weeks—I move that we add that every traveling man who goes to Mt. Clemens bear in mind to patronize Parker's Line. Motion carried.

The Chairman—Report of Committee on Aid and Relief, M. S. Brown, Chairman.

Your Aid and Relief Committee beg to report the following:

We have received letters from the following firms desiring experienced salesmen:

- Kalamazoo Fire Extinguishing Co., Kalamazoo.
- Walsh-DeRoo Milling & Cereal Co., Holland.
- H. Leonard & Sons, Grand Rapids.
- E. P. McLain, Rochester, N. Y.
- International Harvester Co., Fort Wayne, Ind.
- Berdan & Co., Toledo, Ohio.
- Federal Life Insurance Co., Grand Rapids.
- Dunkley Co., Kalamazoo.
- Lawrence Kyanizer Co., Plainfield, Wis.

We have referred the above firms to eighteen members of the Michigan Knights of the Grip who have wanted situations. It has been our aim to become an Intelligence Bureau for our brothers who are out of employment, and to put them in touch with some situation when possible.

Your Secretary received the following communication from members of our order at Lapeer:

We feel it our duty to bring to your attention, and through you to the attention of our brother Knights in Michigan, the case of Mr. Marvin Matson of this city, who is one of the earliest and most enthusiastic members of our Association, and who was, for many years, widely known as one of the most capable, genial and efficient traveling men on the road. He has for several years been gradually failing in health, and has for over a year been confined to his house by something like locomotor ataxia—totally disabled. In addition to this his wife—a most estimable lady—has now for some months been confined to her bed with serious illness, and their only daughter has been compelled to give up the small salary she was earning in an office, in order to nurse her unfortunate parents.

Their resources are exhausted, and we are of the opinion that the case is one well worthy of the most generous consideration of our brothers.

Knowing Mr. Matson and his circumstances as we do, we have no hesitation in submitting this appeal in his behalf.

At a meeting of the Board of Directors held in Jackson on October 31, 1903, the Secretary was instructed to send out with the next assessment notice an appeal to each brother for aid for this less fortunate member of our order.

Bro. Matson holds Certificate No. 53, and was one of the organizers of this order that holds the "Brotherhood of Man" at its true value.

From the above petition you will readily see the appeal is a just one. Personally I know that Bro. Matson has spent the accumulations of years in an attempt to regain health. We sincerely hope you will fill out the attached slip with whatever sum you feel you can afford and return the same to the Secretary with this assessment.

He presented this communication to the Board of Directors at their meeting held in Jackson Oct. 31, 1903. By a unanimous vote of the Board of Directors, the Secretary was asked to send out, with the next assessment, a plea to the brothers for aid to Brother Matson. The Secretary has received \$338.85 to date. He is, however, satisfied that a great many of our members have unintentionally overlooked this enclosure with their last assessment, for I certainly know of some very liberal brothers who have not responded to this call. The Board of Directors have ordered a warrant drawn on the Treasurer for \$7 a week to be paid to Brother Matson. Since this appeal was made, Bro. Matson's wife has died and he is totally incapable of taking care of himself, and no one appreciates the brotherhood of the Michigan Knights of the Grip more than Mr. Matson.

We are in hopes that this fund will be large enough to keep Mr. Matson from being a county charge at least one year.

Bro. Jones—I move this matter be referred to the incoming Committee on Relief and also that the Secretary be directed to make another appeal. Let us give this brother enough to keep him from the poorhouse as long as he lives.

Bro. Robinson—I don't know anything about this case of Brother Matson, but I contribute at this time \$2 and a little later on if I am allowed to do so I will be very glad to respond again.

Bro. Brown—There is one thing I like remarkably well about this. In going over the list I find some send 25 cents, some 50 cents to \$1; I feel that each gives according as he is able, and will respond again when called upon. I think it would be a good plan to send the appeals out to those who have not contributed, with the next notice of assessment. I know some took their assessment notice from the envelope and did not notice anything else in the envelope.

Bro. Owen—I did the same thing myself and thought nothing of it until this morning. I took the notice and stuck it in my pocket and came up here to pay it, and I saw it in my grip this morning.

The Chairman—The Chair thinks the suggestion of Mr. Brown an excellent one. The relief fund will keep Mr. Matson one year without sending another appeal to those who have not responded.

Bro. Howarn—At the time this matter was first brought to the attention of the committee the daughter, as the letter states, assisted some in the support of the house. Since that time we learn that the daughter has been obliged to give up her position to take care of her father, which cuts off that little revenue that was coming in from her earnings; and while I believe in being conservative, I think \$1 a week is very little to support them, consequently I move that amount be increased to \$10 a week.

The Chairman—Mr. Jones' motion is before the house that a second notice be sent out to those who did not respond. Do you refer to the general relief fund, Mr. Jones, or this particular case?

Bro. Jones—For this particular fund, to those who did not respond, and the Secretary be instructed to call again when necessary; he can get my dollar or two dollars once a month if he wants it.

Bro. Street—There is a misunderstanding about the contribution. My idea was that my contribution went to Mr. Matson and not into the relief fund.

The Chairman—It goes through the Relief Committee and Mr. Matson gets it as he needs it. When he ceases to need it the balance remains in the relief fund to provide for another brother, should he be in position to need it. There was \$68 in the relief fund and when Mr. Matson met with his misfortune we sent him relief at once from that amount, which lasted for some weeks when we were getting returns from the appeal, and should there be anything left in the fund it will be reserved to meet a like emergency.

Bro. Cook—Perhaps it might be of interest to say that last Sunday evening a niece of Mr. Matson who is living in Mason called at my house. She expressed the idea that it was much better, the condition her uncle was in at present, that the money be sent weekly instead of in bulk. She further said that the daughter had been obliged to surrender her position and the small salary she was earning, which was all they had to sustain them, and go home and take care of her father.

I called upon Marvin Matson last winter. For years he was the strongest competitor I had in this State and was one of the most honorable gentlemen I ever went against. We were personal friends, I regarded him very highly and it made my heart ache to see the condition he was in. I assure you, gentlemen, we are doing the best that could be done in the matter.

Bro. Brown—I understand that some members from Flint and elsewhere have remitted direct to Brother Matson, which should be considered. I should like a list of the names of those who have remitted direct to Brother Matson, and if any one gets a second notice who has sent direct, they should advise us.

Bro. Owen—It won't hurt anything if they do get a second notice.

Bro. Bradner—The fund on hand arose from the Tennent fund, for which was raised \$320. There was about \$88 left in this fund when Mrs. Tennent died. She was sent so much money to meet certain expenses. From this balance we sent relief to Mr. Matson for eight weeks. We have since formed the Aid and Relief Fund.

Bro. Fitch—It makes no difference where this fund is placed, provided it goes to the relief of suffering. We ought to have confidence in our Committee to leave it to them to distribute, as the necessities of the case dictate. Mr. Matson I have known many years and have known him to be a splendid man, and I have confidence in the Relief Committee will be just to any Knight of the Grip and do all in their power to meet their necessities.

Bro. Peake—When this relief fund was organized it was with a view that the fund would be at the disposal of the Board of Directors as they in their judgment might see fit to dispose of it to those who needed aid, and I think that

is the only way the fund can be handled to advantage. While it is now called the Matson fund, it is the same as the Tennent fund, and should any be left after Mr. Matson's wants are met it should revert to the relief fund.

The Chairman—It has been moved that this Committee be instructed to increase Mr. Matson's allowance from \$7 to \$10 weekly. Are you ready for the question?

Bro. Owen—I don't think it is necessary to restrict them to any amount; I think they should meet his wants, perhaps it may require \$15; I have confidence they would do it right.

Bro. Weston—I would like to see the matter left entirely with the Board of Directors and the Relief Committee.

Bro. Fitch—I offer the resolution that the question of relief be left entirely in the hands of the Board of Directors and the Relief Committee.

Bro. Owen—I support the amendment.

Bro. Howarn—When I made the motion I wanted to get the sentiment of the convention. The sentiment suits me to a "T," and with the consent of the gentleman who seconded my motion I will withdraw it.

Bro. Robinson—I would like to put it in this way, that this matter be left with the Board of Directors and the Secretary to give Mr. Matson \$10 or anything that is necessary to meet his needs as long as he needs it.

Bro. Owen—That is the way it is now; the motion is unnecessary.

The Chairman—We will now listen to the report of the Committee on Nomination of Vice-Presidents, Ben. Mercer, Chairman.

First District—John J. Muchen, Detroit.

Second District—W. B. Burris, Jackson.

Third District—A. S. Cowing, Kalamazoo.

Fourth District—B. J. Breece, Cassopolis.

Fifth District—John Cummins, Grand Rapids.

Sixth District—E. G. Hamblin, Lansing.

Seventh District—Wm. Morash, Port Huron.

Eighth District—Chas. L. Huebner, Saginaw.

Ninth District—M. H. Steiner, Muskegon.

Tenth District—M. C. Empey, Bay City.

Eleventh District—Chas. M. Beers, Traverse City.

Twelfth District—N. G. Topert, Sault Ste. Marie.

Bro. Mercer—I move the report be accepted and adopted. Motion prevailed.

The Chairman—Report of Special Committee on Amendments.

Bro. Howarn—We have a report and, as Bro. Jones has had a good deal to do with the constitution, I ask him to make it.

Bro. Jones—At the last annual convention, one year ago, it was voted that a committee be appointed by the President to revise our constitution in such particulars as might seem necessary. That committee was appointed. After a long discussion as to the proper means of raising money to pay the expenses of the annual convention without stress upon the particular locality where the convention might be held; also it was thought there were a number of good towns in the State of Michigan where it was thought the convention might be held that were not able to raise enough means to pay the expense, this committee appointed last spring by the President concluded to report the following amendments, copies of which have been placed in your hands.

M. Howarn, Chairman of the Special Committee on Revision, then presented his report, as follows:

ARTICLE III.

Sec. 5. Honorary Members—Any wholesale merchant, manufacturer, and traveling man not eligible to active membership, or ex-traveling man, or proprietors of hotels.

Sec. 6. The full amount received from honorary members shall be kept separate from other funds of the Association by the Secretary, and turned over to the Treasurer in the same manner as other funds, but denominated as receipts from honorary members. The Treasurer shall keep these funds separate from all others in a fund denominated "Entertainment Fund," and fifteen days prior to the time of holding the annual convention the President and Secretary shall draw an order on the Treasurer for the full amount of such fund, and transmit the same to the Committee of Arrangements duly appointed by the local post where the annual convention is to be held for the year, to be used by such local post in defraying the expense of such annual convention. Such local post committee shall receipt to the Treasurer for the amount so received, and immediately after the annual convention shall render a detailed statement of the expenditure of the moneys to the Secretary. The Secretary shall report to the Board of Directors the amounts paid over to the local post, accompanied by the detailed statement rendered by the local post, and the same shall be audited by the Board of Directors in the same manner as other funds of the Association. In the event that the State Association votes to hold the annual convention where no local post exists, the "Entertainment Fund," herein provided, shall be expended under the direction of the Board of Directors. In case there shall be any

unexpended balance of said "Entertainment Fund" any year, the same shall be returned to the Secretary, and placed to the credit of the employment and relief fund of the Association.

Sec. 1. Honorary members shall be entitled to seats on the floor at the annual convention, and entitled to all the privileges of regular members at such convention except that of voting.

ARTICLE IV.  
Addition to Sec. 2. And all officers elected or appointed shall assume the duties of their respective offices on the third Saturday of January succeeding their election or appointment and shall continue in office until their successors are elected and qualified.

ARTICLE VII.  
The annual convention shall be held on the last Tuesday and Wednesday of August or December. The annual convention to decide by ballot each year in which of said months the same shall be held the year following. In case either of said days shall fall on a holiday the Board of Directors shall designate other days during the same week of the month in which the convention shall be held.

ARTICLE X.  
Section 1. The Secretary shall receive an annual salary of 5 per cent. of all moneys collected, and his bona fide expenses incurred in attending Board meetings and the necessary amount expended for postage in discharging the duties of his office, to be determined and allowed by the Board of Directors. In the event that the 5 per cent. herein provided as the salary of the Secretary shall not provide the sum of \$500 in any one year, the Board of Directors at their final meeting each year shall vote a sufficient sum from the general fund, payable to the Secretary, to make his salary \$500 per annum.

ARTICLE XI.  
Sec. 1. (new section). If at any regular meeting of the Board of Directors there shall be found to be a sum less than \$1,500 to the credit of the death benefit fund, the Board may order an assessment of \$2, collectible as provided in the constitution, which shall be placed in the death benefit fund to provide for future contingencies in the payment of death claims.

ARTICLE XII.  
Section 1. There shall be four funds, one called the "general fund," one called the "death benefit fund," one called "employment and relief fund" and one called "entertainment fund."

Sec. 4. The entertainment fund shall consist of all moneys received from honorary members.

ARTICLE XIV.  
Auxiliary Post.  
Section 1. Auxiliary posts of this Association may be organized in connection with any post organized in any city or village, to which the wives of all members of the post, their daughters over 16 years of age, their mothers and sisters, and widows of deceased members shall be eligible to membership.

Sec. 2. They shall adopt a constitution and by-laws in harmony with that of the post to which they shall be attached, and shall have such rights and benefits as may be accorded them by such post.

Sec. 3. They may organize a State Association of their own members, under such rules and regulations as may be approved by the State Association of Michigan Knights of the Grip, and may hold an annual convention at the same time and place as the parent organization.

The Chairman—Gentlemen, you have heard the report of your Committee. What is your pleasure in regard to it?

Bro. Peake—I move its acceptance and adoption.

The Chairman—You have heard the question, gentlemen, are you ready for the question?

Bro. Owen—It seems to me there is one part of this we can not adopt en masse, and that is the reference to holding our annual convention in December or August.

Bro. Jones—You misunderstand the amendment. It simply puts it within the power of the convention to designate the month in which it shall be held.

Bro. Owen—That is satisfactory.

Bro. Peake—I would move as an amendment to the recommendation of the Committee that we do not allow honorary members to participate in debate, that it stand as the Committee printed it.

Bro. Schofield—In defense of the Committee, of which I am one, it was in-

serted so that a member who had a grievance could appear before the Board or meeting and be heard.

Bro. Brown—In this amendment you have enlarged the honorary membership. Now, what have you to offer your honorary members if you don't give them some voice in your proceedings? In the House of Representatives there are delegates from the territories who have a voice in debate. We have a precedent there. You should give your honorary members something in return for their money.

Bro. Peake—This organization has always accorded the courtesy of being heard to any member or honorary member, before the body or our Committee on Grievances. I recall two instances where it has been done.

Bro. Owen—I think everybody, whether it is a legislature or not, always accords upon request the privilege of the floor upon any question, whether the person is an outsider or member.

Bro. Northrup—I move as a substitute that the report of the Committee be accepted with the words "and participating in debate" in the section.

Bro. Howarn—I hope the convention will see fit to concur with the Committee in their recommendation to strike those words.

Bro. Peake—I will withdraw my non-concurrence in the Committee's report, which leaves the motion to adopt the report.

The Chairman—Gentlemen, the motion is to accept and adopt the report. Those in favor signify by the usual sign, those opposed say No. Carried, the report is adopted.

Bro. Jones—I move that the Executive Committee have our constitution reprinted in such numbers as to give each member a copy, and that a copy be mailed to each member of the order, including honorary members. Motion seconded and carried.

The Chairman—The next order is to fix the time for our next annual meeting.

Bro. Northrup—The Committee on Resolutions have a report to submit and I would like to preface our report with a motion.

The absence of our esteemed brother and past President, James F. Hammell, of Lansing, is much regretted on the part of our Committee and a large number of members in the room. We are informed that he is unable to be present on account of serious illness extending over some weeks. I move that the Secretary be instructed to send a telegram conveying our sympathy to our brother, Hon. James F. Hammell, Lansing.

Bro. Hoffman—I would like included in this motion Brother Gen. F. Bardeen, Otsego.

Bro. Northrup—I most graciously accept the amendment; I was not aware of his illness. Motion carried.

Brother Northrup has stated Brother Hammell is seriously ill. In fact, he has been for the past year, but I am pleased to announce that he is now rapidly improving, and he tells me he feels younger than he has at any time in the past ten years.

Bro. Schram—I wish to call the attention of the convention to the sore affliction of our brother, George H. Randall, in the loss of his wife. I was notified by wire at my home, but was out in the middle of the State. However, I succeeded in attending the funeral and was gratified in finding one other traveling man there. While we are sending these kindly messages, I move that we send a message of condolence to Brother Randall.

The Chairman—Gentlemen, you have heard the motion. All in favor of the same signify it by the usual sign. Motion carried. Report of Committee on Resolutions.

Bro. Northrup—We submit the following report with the privilege of adding to or altering the same:

Resolved—That we, your Committee on Resolutions, commend the officers and committees of this Association for their efficient and able manner in which they have conducted the business of this organization during the past year.

Resolved—That a due appreciation from the members of our Association and a vote of thanks be extended to Post G and the citizens and hotels of Flint for the splendid reception and many courtesies that have been extended to the members and ladies of our organization in this our fifteenth annual convention.

Resolved—That a vote of thanks be extended to the railroads of Michigan for

the liberal rates extended to the members of our Association.

Resolved—That we recognize in the press of Michigan an able advocate in promoting the interest of this Association and that we extend to them our sincere thanks for the many favors they have granted us.

Resolved—That to the relatives and friends of our departed brothers this Association extend our most sincere condolence and sympathy.

Bro. Northrup—I move the adoption of the report.

The Chairman—Gentlemen, you have heard the report of your Committee and the motion for its adoption. Are you ready for the question? Motion carried.

The Chairman—Is there any unfinished business?

Bro. Jones—I would like to call up one matter, the minutes of this Association ought to be kept in some shape, so that they would be accessible to every member, and I would suggest the printing of the proceedings of this organization from its inception to the present time and the appointment of a committee for the purpose of editing them, so that each member of the Association, including honorary members, may have a copy. Bro. Howarn says we have no records at all prior to 1895. A good strong committee of three should be appointed by this body for this purpose, and if there are any prior minutes they could be compiled. For the purpose of bringing the matter before the meeting I move that a committee of three be appointed to compile and edit the minutes of this Association from its inception to date, and print 2,000 copies of the same.

Bro. Hoffman—I move Brother Jones be named as chairman of such committee and editor in chief.

The Chairman—Gentlemen, you have heard the motion of Brother Jones, are you ready for the question?

Bro. Bradner—I want to speak just a word of warning. Be careful or you will pile up a large expense. You have already taken from your general fund your honorary membership fees and, unless you are watchful, you will deplete the fund entirely.

Bro. Northrup—I agree with Brother Jones in this matter, but feel the compilation, editing, printing and distributing 2,000 copies of ten or more years of the proceedings of this Association entail a large expense. I would suggest beginning now and printing and distributing among all members copies of each year's proceedings.

Bro. Brown—We have records here back to 1894. This constitution was printed in 1895. We have the amendments to the constitution in the records as they are kept. I don't blame Mr. Jones for complaining of the work of going through all these records to find the amendments that have been adopted and I agree with him that this is a poor way to keep our records, but I followed the precedent and continued keeping them in this manner. I favor Bro. Northrup's suggestion that we begin now and print each year's proceedings of our annual meetings.

Bro. Jones—If you don't want a history of the early years of this Association all right, if you think all that is important is from now on. I tell you the early history of every association is important. We have our Association to compile the early history of the State of Michigan; it is not what we are doing to-day. My motion is to edit these records, and the men who do it will throw out all the bombast that there is in it. With the consent of my second I will withdraw my motion.

Bro. Peake—I apprehend, Mr. Chairman, that one of the reasons why there has been no record kept prior to 1894 is that the Michigan Tradesman was the official organ of this Association up to that time and all our transactions were printed in that organ from the time of its organization, and our records begin with that date. Since that time I don't know the reason for not printing them. I think I have nearly all of those papers giving a full report of the proceedings.

Bro. Owen—The two years I was Secretary full minutes were taken in shorthand and a full record made of the transactions, and they were pasted in a book. Those records I turned over to my successor.

Bro. Saunders—I wish to follow Brother Owen and say that those records came into my hands and were by me turned over to my successor and must be around somewhere.

Bro. Owen—I see they are not, however.

Bro. McCauley—I was Secretary of the Knights of the Grip four years. My successor was Mr. Mills, of Grand Rapids. Mr. Mills received those records from me by express. I did not at that time have a stenographer, but I kept as full and accurate a record as I could, and I kept copies of all resolutions and my minutes in a journal, and that journal was kept the same as any other fraternal organization would keep their records. I am a member of another organization in Detroit and we can go back fifty-five years and trace our proceedings.

Bro. Peake—I think Mr. Jones could compile the records of this Association from its inception as far as possible, and if a committee is appointed along the lines suggested, I would leave out printing 2,000 copies, that can be considered later when we find out how much there is of it. I think if the matter were taken up with Mr. Stowe we could get nearly a full record of our proceedings from the time of its organization to the date that it ceased to be our official organ.

Bro. Weeks—I understand Brother Jones has withdrawn his motion and there is nothing before the house.

Bro. Peake—The second refuses to accept the withdrawal.

The Chairman—Are you ready for the question?

Bro. Brown—I want to know whether the motion includes printing 2,000 copies and sending them out?

Bro. Peake—I ask to have an amendment considered to strike out the 2,000 part.

Bro. Jones—I accept the amendment.

Bro. Brown—The motion now stands that the committee are to compile the records of this Association up to the present time.

Bro. Robinson—I so understand the motion.

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The Chairman—All in favor of the motion say Yea; those opposed, No. The motion is lost.

Bro. Northrup—I move that the Secretary be instructed to have printed the proceedings of this convention and mail a copy to each member with his assessment notice.

Bro. Howarn—In order to get a brief history of the Association I would suggest that somebody familiar with the early history of the Association write up a little something for the front pages of the first edition.

The Chairman—Mr. Northrup's motion is now before the house. Motion put and carried.

The Chairman—If you wish, Mr. Howarn, you may bring your suggestion before the Committee.

Bro. Jones—Brother Peake says he has a copy of our early history. I move Brother Peake be appointed a committee of one to do this.

The Chairman—The motion before the house is that Brother Peake be appointed a committee of one to write up the early history of this Association to give it to the Secretary to be printed.

Bro. Brown—Does that apply to the constitution and the minutes of this meeting?

Bro. Northrup—The history, constitution and minutes might all be in one book.

Bro. Peake—I offer as an amendment that the Secretary be constituted historian of this organization, that he solicit from the various Presidents of this Association a synopsis of its history during their term of office and that the Board of Directors compile them for printing.

Motion put and carried.

Bro. Fitch—I believe it an important thing to have a historian for every society.

Bro. Schram—As time rolls around for another convention, it behooves us to look for some place to hold it. I want to give you an invitation to come to Detroit for the next meeting; we invite you to partake of such hospitalities as we can offer you. The conditions are that in the summer it is impossible to get hotel rates. We have looked the ground over thoroughly, and find that in the summer the hotels raise their rates, and it is impossible to get rates. In the winter time they will do anything for us. So we invite you to Detroit with those conditions. Set your own time, but accept our invitation.

Bro. Brown—I move that this convention instruct its Directors that it is the sense of this convention that we hold our next annual convention in Detroit.

Motion put and carried.

Bro. Schram—We can entertain outside the hotels a little better in the summer than in the winter. The hotel accommodations are something you must look into. Detroit is a great convention city. It is getting to be a great tourist city and in summer the hotels have to turn people away. They have good boarding houses, but we can't get any rates in summer.

Bro. Jones—Detroit is a beautiful city in summer; in winter it is no better than Flint. You could put us all down in the old Cass House, and the Detroit members would stop at home anyway.

Bro. Owen—I have always been an advocate of summer conventions.

The Chairman—Gentlemen, please come to order. The first order of business is the election of officers.

Bro. Brown—I ask leave to make report of the Legislative Committee before the election of officers.

The Chairman—If there is no objection, the Legislative Committee may report at this time.

Bro. Brown—E. P. Waldron, Chairman of this Committee, had to go to Saginaw last night to adjust a financial matter and thought he would be back to-day to make this report, and I am sorry that he is not, but he has left the matter in my hands as I was interested in the work of that Committee. I received a telephone message from Mr. Waldron this noon stating that he has a proposition on his hands to-day amounting to about \$600, that if that Brown law was in force he would have been able to make his collection, and the man who made the deal would have been able to count up \$600 to his good instead of to his loss. It is a case where a man sold his stock of goods and didn't give his creditors notice of such sale. I will make this report as near as I remember it.

This Committee, consisting of Brothers Waldron, Smith and Frost, framed this bill to regulate the sale of stocks of goods in bulk. Senator Brown, of Iapeer, introduced the bill in the House. This Committee first presented this bill to the Board of Directors at a Board meeting in Saginaw. We recommended that copies of this bill be sent to individual members living in the various legislative districts as far as possible and that they call upon their respective members of the Legislature and urge the passage of the bill. There were 250 copies of this bill printed and sent out. The result was that when Senator Brown introduced the bill the members had heard of it. It was referred to a committee of lawyers, who considered it with a view of making it as good or as bad as they could, and finally reported it out. Your Committee on Legislation appeared before the Judiciary Committee of the House of Representatives and the bill was discussed and they secured a favorable report upon it. It passed both houses, and was sent to the Governor,

who held it nine days and vetoed it. The bill provided that a man in business could not sell his stock to his wife, his cousin, uncle or aunt, whether he received full value or not, without giving his creditors five days' notice of the proposed sale.

When you go to your firm and say, "I have sold so many goods the last year, I want a raise." They say, "You have done well, but your general results are so much. You have sold so many goods, but you have had so many losses." Your losses are deducted from your general results. Your losses are so much out of your earning capacity.

Bro. Waldron wishes me to say that the Michigan Knights of the Grip will bear in mind that the fight is not over. It will come up again, the bill will be presented to the next Legislature, and when you receive notification of such a bill go out and do what you can for it.

The Chairman—What will you do with this report?

Bro. Howarn—I move we accept and adopt the Committee's report.

Bro. Peake—I have a suggestion to offer in the line of legislation. If each member would go at it with hearty cooperation we ought to impress upon the next Legislature of the State of Michigan that they ought to do something in the line of effecting railroad rates in the Upper Peninsula. We would have considerable weight in this matter.

Bro. Schofield—I would like to know what good it would do if we have Bliss for Governor?

Bro. Brown—We should secure the hearty co-operation of the members of the firms represented by the Michigan Knights of the Grip with our Committee. It would add to our influence.

Motion to accept and adopt the report was put and carried.

The Chairman—The next order will be the election of a Board of Directors and officers.

The Chair appointed Brothers Weston and Graham Moorhouse tellers.

The Chairman—You will prepare your ballots for member of the Board of Directors in place of Brother Howarn, of Detroit, whose term of office expires.

Brother Brown nominated Henry P. Goppelt, of Saginaw.

Brother Peake supported the nomination of Mr. Goppelt.

Brother Weston supported Brother Goppelt's nomination.

Bro. Schram—I move the Secretary be instructed to cast the unanimous vote of this convention for Mr. Goppelt. Carried.

The Chairman—Gentlemen, you will next elect a member of the Board of Directors to succeed Brother Cook, of Jackson.

Brother Northrup nominated Brother Cook to succeed himself.

Brother Howarn supported Mr. Cook's nomination.

Brother Brown supported Mr. Cook's nomination.

It was moved, seconded and motion carried that the tellers cast the unanimous vote of this convention for James Cook to succeed himself as Director. Mr. Cook's election was announced by the Chair.

The Chairman—The next in order is the nomination of a member of the Board of Directors to succeed Brother Manley Jones, of Grand Rapids.

Bro. Jones—Two years ago I received at your hands the election as a member of the Board of Directors. This was greatly appreciated by me, and if my services have been worth anything to you I am glad of it. I have been approached by members here since the opening of this convention who kindly offered to return me for another term. My business has arranged itself so that I could not attend the meetings. There is another gentleman here from Grand Rapids who will attend these meetings regularly and you will find him worthy of your consideration, and I am sure he will fill the office to the satisfaction of all concerned, and I would nominate Mr. E. E. Weeks.

Brother Peake supported the nomination of Brother Weeks.

Brother Owen supported the nomination of Brother Weeks.

Bro. Brown—I find the record shows that Brother Weeks secured forty-two new members in 1901 and twelve active members in 1902.

Bro. Owen—I would like to move that the tellers be instructed to cast the unanimous vote of the convention for Mr. Weeks. Motion carried. The election of Mr. Weeks was duly announced.

The Chairman—The next in order is the election of a President.

Brother Schram nominated Brother Howarn, of Detroit.

Brother Owen supported the nomination of Brother Howarn and moved the tellers cast the unanimous vote of the convention for Brother Howarn for President. Motion carried. Brother Howarn is declared elected.

Bro. Northrup—I move that the chair appoint a committee to escort Brother Howarn to the chair.

The Chair—I appoint Brother Hoffman, of Kalamazoo, and Brother Schram, of Detroit, as a committee to escort Brother Howarn to the chair.

Bro. Schram—Allow me to introduce to you Brother Howarn, of Detroit, President of the Michigan Knights of the Grip for 1904.

Brother Howarn accepted the office and thanked the convention for the honor bestowed.

Presentation of badge by the Chairman to incoming President.

The Chairman—Gentlemen, you will next nominate a Secretary for the coming year.

Brother Gainard nominated Brother Lewis for Secretary.

Brother Street supported the nomination of Brother Lewis.

Brother Weston supported the nomination of Brother Lewis.

Bro. Fitch—I move that the tellers be instructed to cast the unanimous vote of this convention for Brother Lewis for Secretary. Motion prevailed. The election of Brother Lewis was duly announced.

The Chair appointed Bros. Dey, of Jackson, and Street, of Flint, to escort Brother Lewis to the platform.

Brother Dey introduced Brother Lewis as Secretary for 1904, and Brother Lewis accepted the office and thanked the convention for the honor bestowed.

The Chairman presented the badge of office.

The Chairman—Gentlemen, you will next elect a Treasurer for 1904.

Brother Saunders nominated Brother Bradner to succeed himself.

Brother Hoffman supported the nomination.

Brother Weeks supported the nomination and moved the rules be suspended and the tellers be instructed to cast the unanimous vote of the convention for Brother Bradner for Treasurer. Motion prevailed. The tellers announced a unanimous vote for Mr. Bradner and the Chair declared him elected.

The Chairman—We now open on unfinished business.

Bro. Jones—I move we fix the time for holding the next annual convention by ballot.

Motion seconded. Motion submitted to the convention and carried.

The Chairman—Gentlemen, you will prepare your ballots, "August" or "December."

The tellers previously appointed counted the ballots and announced the result as follows: Whole number of votes cast, 74. December received 64 votes; August received 10 votes.

The Chairman—I will ask the Committee on Resolutions if they have any further report?

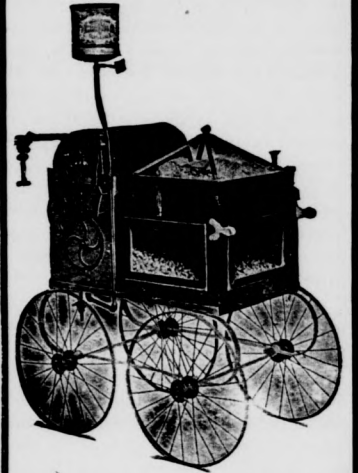
Bro. Northrup—No further report.

Bro. Schram—I move this meeting adjourn sine die to meet in Detroit in December, 1904.

Motion prevailed. Meeting adjourned.

"A man with a neck the same size all the way up," said the chief shirt dispenser at a leading store, "ought to buy a collar marked with the same size as the shirt. If a shirt is properly made and properly laundered the neckband ought not to stretch. If one has a neck that is smaller where the band comes than it is at the top, he ought to buy collars from a quarter to half a size larger than his shirt."

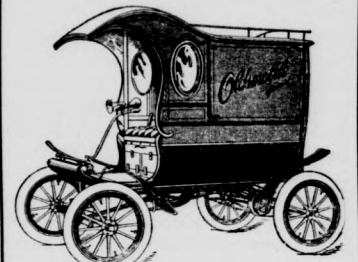
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When in the market write us for estimates and samples.  
Prices reasonable. Prompt service.  
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**METAL OF MYSTERY.****Its Discovery the Most Important Achievement of 1903.**

It is less than a year now since the discovery of the new, mysterious element known as radium was announced to the world. It is the most important scientific discovery of the year; if it lives up to its promise it will be rated as one of the most important of the twentieth-century. So much has been said and written about it, and so much of the published matter has been false, that a compilation of known facts from the highest scientific authorities may be of interest.

Radium, a metal and element extracted from a mineral called pitchblende, is so rare that the world's entire supply now available could be held in an ordinary tablespoon, and so valuable that it is estimated at 3,000 times its own weight in gold, the smallest quantity purchasable selling at \$50. It is interesting to chemist and physicist because of its remarkable properties and the equally remarkable theories arising from its study as to the primary composition of matter. It is interesting to the physician and to suffering humanity because experiment is tending to show that the rare metal has qualities with which to cope with diseases lately determined to be increasing in frequency.

The discovery of radium is due to the researches of a small group of scientists, whose results, combined with those obtained several years before by the distinguished Sir William Ramsey, offer a most suggestive field for future discoveries and conclusions.

The first steps in the discovery of the new element are due to Professor Becquerel, whose experiments with salts of uranium, combined with a lucky accident of the weather, produced the Becquerel ray. Owing to a rain which fell as he was making an experiment with salts of uranium and a photographic plate in the sunshine, the scientist placed the two in a drawer and forthwith left them. In a few days he found that his plate had printed better than in the sunshine.

Professor Curie and his wife, who has the same title, carried the researches a degree farther and found radium. Making the basis of their studies the radiations which Becquerel had discovered in uranium, they determined as the source of the perpetual light and heat a new element, to which they gave this name. Professor Becquerel states that the rays from this substance could be sent out for a million years from the thousandth part of a gramme without the slightest change in the amount of the substance; and Professor Curie asserts that each gramme of the new metal gives out hourly enough heat to melt its own weight in ice.

The actual discovery of radium is due to Mme. Curie, who made the experiments resulting in this triumph of science. Testing the electroscopes with salts of uranium, Mme. Curie found that only salt containing this

substance had the property of discharging the instrument. She then analyzed the mineral into its component parts and tested each one separately for its power of discharge. She presently found an element of the barium group with comparatively great powers of discharge and to this she gave the name radium.

The new metal was then made the object of research in several laboratories, from which new facts concerning it were issued. Professor Rutherford, of Montreal, and Frederic Soddy, who was associated with him in his work, found that an emanation or gas was given off from salts of radium, which had a comparatively permanent discharging power—lasting a month.

It was condensable when cool, luminous, and had the power of rendering temporarily luminous the objects with which it came into contact. Professor Curie found, from the fact that a salt of radium is hotter than its surroundings, that radium is continually losing energy. They learned, too, that some of this energy decomposes into its component gases a part of the water into which it may be put. Professor Rutherford and H. T. Barnes added their quota to the group of facts about radium by showing that the heating effect is due "not to the radium at all, but to the radio-active emanation which it produces from itself." A little over a year ago Messrs. Rutherford and Soddy concluded, after experimentation with radium and another element, thorium, which also possesses the property of discharging the electroscopes, that their emanations are "inert gases, analogous in nature to the members of the argon family." They also suggested that "the presence of helium in minerals and its invariable association with uranium and thorium may be connected with the radio-activity."

Much of our knowledge of radium and its properties is due to Sir William Ramsey, who, with Lord Rayleigh, discovered argon, a new element, in 1894, adding to his glory as a scientist, a year later, by his discovery of helium. Helium, as Sir William Ramsey determined, is a rare gas which exists in certain minerals. Investigation of the new element radium disclosed the fact that one of its emanations was identical with his own helium. The researches of Sir William tend to show that radium turns into helium and then vanishes. If this is so, this metal may be said to upset all known theories of chemistry, for it changes without external agency into a different element. From the intensely yellow line in the solar spectrum it is claimed that helium exists in the sun. So it seems probable that the helium in the sun is produced from the same source, or, in other words, that it is the emanation from decomposing radium in the sun. The helium produced from radium, as Sir William determined, disappears after about thirty days, and the resulting hypothesis is that it is transmuted into some new element not yet discovered. The ultimate conclusions to which these discoveries open the way is that the

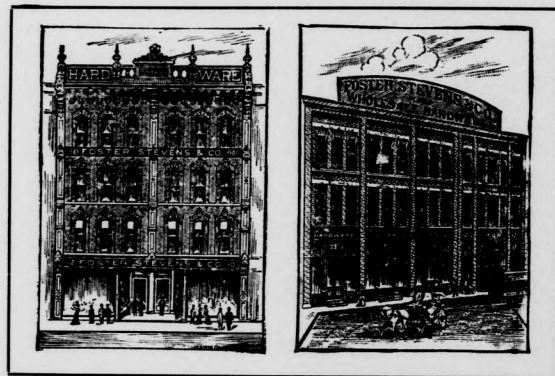
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With best wishes for a  
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atomic theory and the stability of matter are true only relatively.

Radium in its available form is a gray dust. It is compared also to fine sand. In the dark the metal glows with opalescent lights; and in one case its radiance was apparent through thirteen pennies placed over a bit of the substance. A diamond ring brought near a box containing radium, in a dark room, sparkled as if near a lighted candle. The properties of radium are by no means fully developed yet, but its behavior has inspired a wholesome respect in those who are experimenting with it. The person who holds in his hand for a few moments a tube containing radium feels a slight burning sensation. A bad sore sometimes results after the lapse of three weeks from incautious handling of the new metal. A scientist who recently carried a tube of radium in an inner pocket while making a trip from Paris to London found on his arrival at his destination that the skin under the pocket was growing red. A very painful sore eventually developed. Professor Curie, when asked concerning the metal, stated to a friend the extreme caution with which it should be handled.

"I should not care to trust myself in the same room with a kilo of radium," he said, "because it would destroy my eyesight, burn all the skin off my body and probably kill me."

The effect of radium on organic substances is being studied in the London Cancer Hospital and elsewhere, where experiments are tending to indicate that there may be hope for the victims of the hitherto incurable disease. The radium in use at the London Cancer Hospital was brought from Vienna by Dr. Plimmer. It weighs a third of a gramme and may be contained on a finger nail. Little as it seems to be, this portion of the world's scant supply is worth several hundred pounds. It is kept in a small round metal case with a glass cover. The method of treatment is extremely simple, but promises to prove successful. The case containing the metal is laid, glass surface downward, upon the skin over the malignant growth and left there from three to five minutes. This brief operation is repeated daily. The only visible effect following the application is a slight redness which appears after about eight hours.

The patient sometimes feels a slight tingling during the action of the radium, but more often the application causes no sensation whatever. Every day, after the application of the radium, the lupus or cancer is measured and photographed with the X-ray, that the physicians may learn whether or not it is being dispersed. The treatment is given only in case of cancer or lupus in which the growth is near the surface, and the skin is intact. The treatment has not yet been long enough under trial to indicate what the results will be, but the physicians of the London Cancer Hospital are hopeful that the wonderful metal will cure this disease, which is unfortunately becoming of more frequent occurrence. Radium is similar in action to the X-

ray, except that it is more powerful. The X-rays have been used in the treatment of cancer for some two years in the London Cancer Hospital and have effected cures in cancers near the skin. The X-ray has not yet been effectively used in deep-seated cancer, however. Radium, which has far greater powers of penetration, is the cure to which the medical world is looking forward for internal cancer.

The results obtained on the Continent are more definite, and certainly of a nature to arouse hope in the victims of the dire disease. In Vienna the physicians have caused the dispersion of the nodules formed by cancerous growth in five or six weeks. Dr. Danlos, of the St. Louis Hospital in Paris, has had cases under the radium treatment for more than a year. Cancer and lupus growing near the surface have been entirely dispersed, and after several months show no signs of return. Unwilling to claim absolute cure in so insidious a disease, Dr. Danlos says simply, "They look like absolute cures." The radium treatment leaves behind it, after these cures, only healthy-looking white scars.

Another line of experiment from the medical standpoint not less interesting is concerned with the emanations from radium. These have, according to the scientists, the property of destroying bacteria, and the assumption follows that, introduced into the lungs, they might prove a specific in cases of tuberculosis.

**No More Conductor's Lanterns.**

Modern railroading has driven the passenger conductor's lantern almost out of use. Two decades ago or less, the pride of a passenger conductor was his lantern. Then the cars were not so brilliantly illuminated as they are now, and the ticket taker was obliged to carry his light on his left arm in order to see the pasteboards as he passed through the dimly lighted car.

Ten or twelve years ago the conductors indulged in considerable extravagance in the matter of lanterns. Some of them were gold and silver plated. The upper part of the glass globe was colored blue, and the name of the owner was cut in old English letters. At the meetings of the Conductors' Association manufacturers would arrange a great display of costly lights at one of the hotels in the city in which the meeting would be held. Some of the conceits in the lights were unique, and the prices ranged from \$25 to ten times that figure. The glass and plating were kept in a highly polished state, and none dared to meddle with this part of the ticket puncher's equipment.

Conductors still carry their own lanterns—that is, they are on the train ready for use—but there is nothing like the need of them that formerly existed.

**Recent Business Changes Among Indiana Merchants.**

Francisville—C. A. Clark has purchased the grocery stock of Leroy Shrontz.

Goshen—Fred C. Howenstein suc-

ceeds Eliza (Mrs. Wm. N.) Murray in the grocery and drug business.

Griffin—C. C. Armstrong has sold his general merchandise stock to G. E. Harris.

Kempton—O. C. Scarlett, dealer in general merchandise, has filed a petition in bankruptcy.

New Albany—H. F. Jenkins, druggist, has declared his intention of taking advantage of the bankruptcy laws.

New Harmony—C. V. Gold, formerly engaged in the hardware and implement business, has begun bankruptcy proceedings.


J. I. Wernette, proprietor New York Racket store, Imlay City: We can not do without the Tradesman.

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and  
**Warren Mixed Paints**  
Full Line at Factory Prices

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

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FULL LINE OF HORSE BLANKETS AT LOWEST PRICES

## Dry Goods

### Weekly Market Review of the Principal Staples.

**Staple Cottons**—The various fluctuations in the raw cotton market have not been of a nature or of a magnitude to influence purchases or to bring any settled idea in regard to prices. Sellers are naturally influenced by the fact that manufacturers have bought cotton at high figures, as a rule, and are compelled to name prices which will at least enable them to bring in a new dollar for an old one, even if nothing better. Even the mills that are fairly well supplied with cotton do not like to agree to this, because they feel that they ought to secure some little profit, in view of the fact that they were foresighted enough to buy when cotton was fractionally lower. There has been no material enquiry from exporters, so that manufacturers of brown sheetings and drills are obliged naturally to depend upon home trade. There has been considerable quiet selling during the past ten days in this direction, at asking prices, and no concessions are allowed whatever. Ticks and denims are selling slowly, although there are a good many enquiries being received, particularly for the former, which can not be accepted. Drills are in excellent condition, and high prices are being asked and paid in many instances. Cheviots, checks and plaids are not finding much new business, but still are pretty well conditioned. Bleached goods are steady and finding a fair amount of trade. Wide sheetings are now all on a higher level.

**Prints and Gingham**s—While the week has not been especially active, buyers have been making purchases in view of the probable higher prices. They see many factors at work in this direction. Buying has been conducted in a very cautious way, and there is no accumulation of stocks either at first hands or with the jobbers. It is positive that stocks at the print works are small, and there will be little chance of an overproduction, owing to the condition of the print cloth market.

**Wool Dress Goods**—The dress goods market does not present much evidence of activity just now in any direction, general conditions being very much the same as those which have ruled for some weeks past. That the market is not altogether devoid of interest, however, is attested by the fact that business has been done on account of three separate and distinct seasons. In the first place, there has been of late a demand for certain heavyweight fabrics in moderate quantities from cutters and occasionally from jobbers with which to fill in voids that have been created in retail stocks. This demand has been of a piecing-out character, and is of no great importance in itself except that it indicates something of the healthy way in which stocks of certain goods have been depleted at second and third hands. In the second place moderate orders of a sup-

plementary character have been received, mainly from the cutter-up, on certain lines of spring goods, including cheviots and similar staple effects, and in addition there has been a certain amount of advance business done in staple goods for the fall of 1904.

**Underwear**—Many of the salesmen who have been on the road with sample lines of underwear have returned and others are on the way and arriving. There are some, however, who will yet stay out for some little time, because they have not yet secured the amount of business which they believe that their lines are entitled to. The fact that so many stayed out over and beyond the holidays is sufficient indication of the slow way in which business is being transacted this season. Comparatively few of them realized at the beginning just what this would be. Some expected trade to be slow, but not as slow as it really has been. Others went out with the idea that it would be a cinch to sell out and return in quick time. There are some lines to which this latter has applied, those particularly which have had special and individual merit and which the manufacturers have advertised, and this shows the advantage of an individual name which stands for merit, and pushing thereof. With many of the buyers decidedly uncertain as to their future needs and requirements, we may say that the amount of purchasing which has been done up to to-day is fairly satisfactory, although the price question has undoubtedly limited the amount of business transacted to a considerable degree. The question arises, however, in view of all conditions, as to whether the buying would have been any better had prices been lower. To our mind it would have been accomplished more quickly, although we hardly think the total amount would have been very much greater. There has been a bigger demand for high-grade lines in proportion to the total amount, and this in itself is an indication of an excellent underlying current, even if the high-grade lines form but a comparatively small proportion of trade. By the business accomplished on medium and low priced goods the market must be judged, but when the buying of high grades increases so materially, it can not be ignored. One reason for this increase is the fact that the all-wool lines have not shown the same proportionate increase in price as the low-priced cotton and cotton-mixed lines, and where a low-grade all-wool line comes in competition with a high-grade cotton-mixed line, the buying is sure to favor the former, because the prices show so little difference compared with the difference in the goods themselves. Manufacturers of low-grade underwear always have but one object in view, and that is to make a garment that will sell readily on account of its popularity with the consumers, at a certain price that is popular, and that will at the same time yield them a fair margin of profit. Of course when it comes to this, the buyer is the one to set the price, but the buyer can not set the quality. Undoubtedly the

most unfortunate feature of the low-grade division of the underwear market is this very fact, and it has become established by long custom that goods shall be made to sell at certain prices, and the quality must be varied to suit the circumstances. There seems to be no way to change this, unless the retailers themselves undertake the proposition; in that case it could be done.

**Hosiery**—There are a good many men still on the road with sample lines, although enough have returned to allow a fairly accurate estimate of trade conditions. It is evident that in many instances the buying has been an agreeable surprise to the sellers, while on the other hand there are many who experienced dissatisfaction. The outlook at the beginning seemed rather depressing, but when the sellers reached points some little distance from New York City, they found that trade conditions were a good deal better than anticipated. To-day the prospects for fall hosiery business, in addition to what has already been booked, seem bright.

**Carpets**—The jobbing trade continue to report a good demand for carpets, especially the cheap tapestries. For the past three years there has been a scarcity of the cheap grades of tapestries and for the past two years all grades of tapestries and velvet carpets were scarce up to this season. To-day it is easier, the jobbers claim, to get velvet carpets, as there are more in the market. One year ago the cheap tapestries were selling at considerably less than the

## The Old National Bank

GRAND RAPIDS, MICHIGAN

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

### 3%

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

The Largest Bank in Western Michigan

Assets, \$6,646,322.40

BUY OF YOUR JOBBER

ONLY \$3.75

WARRANTED ACCURATE

WEIGHS 2 LBS BY 4 OZS

"IMPERIAL" COMPUTING SCALE

SAVES TIME & MONEY

COMPUTES COST OF CANDY FROM 5 TO 50 CENTS PER LB

BEAUTIFULLY NICKEL PLATED THROUGHOUT

PELOUZE SCALE & MFG. CO.  
118-132 W. JACKSON BOULEVARD, CHICAGO.  
ATTRACTIVE CATALOGUE FREE UPON RECEIPT OF SCALE

## Grand Rapids Dry Goods Company

Exclusively Wholesale

Grand Rapids, Mich.

same carpets can be bought for to-day. The better grades of tapestries, which sold a little over one year ago, wholesale, at 57½c, now sell at 67½c. At these prices there should be some money for manufacturers. With ingrain carpets is where the rub comes to-day. While some of the other lines have advanced sufficiently to permit of a profit, there has been no advance in ingrains. The standard ingrain one year ago sold at 47½c, and to-day sells at 51c, and the cotton ingrain 10c per yard less, or 41c per yard. There is no money to-day in cotton ingrains and the manufacturers will be forced to advance the prices soon, owing to the rapid advance in cotton, or to drop this line and make more of the extra super ingrains. Jobbers claim that if an advance on cotton ingrains is made there will be a larger substitution of extra supers and standards. The jobbers realize the peculiar position of the cotton ingrain manufacturer; unless the prices of cotton and yarn drop, there will be a big curtailment of the production of all cotton carpets.

Foreign Lace Curtains—Are very dull in general. The Cluny lace curtain is in very limited supply for upholstery use, due in part to the fact that it is used more generally to trim ladies' gowns. All the old stock in France is wiped out; also all new stuff. The Cluny laces are used on curtains. They make a very handsome decoration and are to-day considered one of "the swell curtains," and have taken the place of the Irish point and Brussels custains to quite a large extent. The Cluny lace curtain is considered by the trade as a very hardy and strong curtain and will stand the wear and tear of the laundry, and last much longer than other grades of lace. The shades are white and ecru. The latter is better adapted for furnishing sitting rooms. About 70 per cent. are made in ecru, and white is used more largely for the sleeping room and according to other decorations. Ecru shades sell, wholesale, from \$2 to \$25 per pair, and white the same price. All patterns are made in both shades. They are made with a double band of net on the edge, also on both sides of the insertion. This keeps the curtain from getting out of shape in the laundry and also gives a more finished look and sets well. The curtain is made of the finest French cable net, and while some are produced by machinery and are among the cheaper lines, the best curtains are made by hand. The French and Cluny lace curtains have advanced in price. It is a very noticeable fact in the fine curtain trade, that since the slump in stocks and bonds, the trade in some sections of the country has fallen off on the best grades of lace curtains and a corresponding increase in the demand is reported for the cheaper lace curtains. The failures this year caught many so-called rich people, who are now more economical in their purchases as a consequence.

As long as sin is hidden it is growing.

**Probing a Trade Mystery.**

There is a tale of how one manufacturer plotted to learn another's secret. A group of young men, all active in the world of business, were telling hard-luck stories at the Manufacturers' Club one evening recently over in Philadelphia. An electrical engineer still in his early thirties, whose salary is represented by five figures, told the following:

"I've been up against it more than once, but an adventure I had in New York in '96, like Aaron's serpent, swallows all the rest. At the time I was manager and a stockholder to a limited extent in Baltimore. We were operating under a patent and things were just beginning to come our way when we got word from our salesmen that goods similar to ours were being placed on the market at a figure which we could not meet.

"I got samples of the goods and the figures from three different sources and at once called a meeting of the directors. Our patent was worthless as a matter of protection and our only recourse was secrecy; and so far as we were able to do it, our process was kept from prying eyes. But there was some one who was beating us at our own game. If we could find out how it was done we could do it ourselves; if we couldn't, it meant ruin.

"The next day, disguised as a workman, I went over to New York and found the factory without any trouble, but try as I would I couldn't get employment. The foreman said he hadn't enough work to keep his men going and would have to discharge some of them. I was desperate. It was a bitter winter day and a foot and a half of snow lay on the ground. As a last resort, I asked him if he would let me shovel the snow from the sidewalk and give me a square meal in payment. This appeal reached his heart, and I got the job. It was no joke, I can tell you, for the factory was a big one and the sidewalk long. But I was glad to get the chance, for it meant that I was to have a show to get inside the works and I only needed a few hours at most to find out how the trick was done. It took me four hours to get the sidewalk cleared and my back was nearly broken when I went into the office again. The foreman looked up from his desk as I came in and said:

"Got it done so quick?"

"Yes," said I.

"Let's go out and look at it."

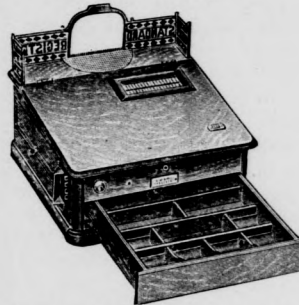
"And we went out. He looked the sidewalk over and said: 'It's a good job. I didn't think you could do it. Now, if you look sharp you'll be in time to catch the noon train for Baltimore and 'Just tell them that you saw me.' That was a new song in those days and I've detested it ever since."

We will sell you American prints at the old price up to January 25. They advance ¼c per yard on that date.  
P. Steketee & Sons.

Collins & Edwards, druggists, Hart: Must have the Tradesman. Can't get along without it.

**THIS IS IT**

An accurate record of your daily transactions given by the



Standard Cash Register Co.

4 Factory St., Wabash, Ind.

**The Banking Business**

of Merchants, Salesmen and Individuals solicited.

**3½ Per Cent. Interest**

Paid on Savings Certificates of Deposit.

**Kent County Savings Bank**

Grand Rapids, Mich.  
Deposits Exceed 2½ Million Dollars

We can save any merchant from 12 to 15 per cent. on

**Suspenders**

for Spring delivery. All goods guaranteed first-class.

Write for Particulars

**Michigan Suspender Company**  
Plainwell, Mich.



**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.

**Wash Goods**

We invite your inspection of our new Wash Goods for 1904. All the best brands and newest designs in domestic and imported goods.

A. F. C's, Red Seals, Bates' Seersucker, Scotch Zephyr Gingham.

New Cheviots and Madras Shirtings.

New Percals in figures and stripes.

Mercerized and Silk Gingham and a large assortment of staple and fancy prints.

Ask our agents to show you their line.

**P. Steketee & Sons**

Wholesale Dry Goods

Grand Rapids, Mich.

## Clothing

### The Ready-Made Absorbing Custom Trade.

There seems to be no doubt that in New York the cheap tailors to the trade, that is, concerns advertising suits to measure for \$15 and thereabouts, have had a very poor fall. Convincing testimony is to be had from all the successful ready-made clothiers that consumers are constantly coming back to ready-for-service clothing. It is therefore, evident that the cheap tailors' clothes won't go in the great metropolis.

Some of the concerns that started within the old year have already gone out of business. Others, in the same class, who advertised extensively to make clothes to measure as low as \$12.50, and some who are at this writing announcing that they will make \$60 overcoats of imported fabrics for \$25, are reported to have had a very anxious time of it getting business.

Contrast such experience with that of one of the largest manufacturing retail clothing firms in Greater New York. This concern has several large stores, two of which are located in sections where for years it has been difficult to build up a large business. One of these stores for the year 1903 has run \$30,000 ahead of its best previous record, and is credited with doing the largest clothing business of any clothing store on the busiest thoroughfare in the borough. At the other store there was a gain of \$10,000 over the business of the year 1902.

The latter store occupies a prominent place on one of the oldest business thoroughfares, but on which trade has been gradually growing less, owing to neighborhood changes. The store had for years done business on suits as low as \$6.50. Recently it was decided to make a change, with the determination to do more business. The merchandise formerly was so arranged on tables that the cheapest suits occupied the front of the store, near the principal entrance, and were graded upwards from this point back. Every suit and garment priced below \$10 was taken from the tables and in all probability disposed of to the best possible advantage in bulk. Then the highest priced suits manufactured by the firm were placed on the first table, nearest the doors, and each succeeding table was graded down from this, the last one containing suits at \$10, nothing lower entering into the stock.

This policy meant "trading-up," with a determination to do more business and make more money, merchandise higher in price than was ever carried by this store being put in, stock as fine as any carried on Broadway. The effect of this change soon became apparent. Customers entering the store were impressed favorably by the magnificent display of the best grades. The better fab-

rics, superior tailoring and styling caught their fancy immediately and there was little inclination to pass the best tables for the lower priced ones at the rear of the store. More high-priced clothing than ever was sold, and the gratifying results of the change were shown by the \$10,000 increase.

For the past several seasons clothing merchants in New York have been talking about the continuous sales of high-priced ready-made clothing, and that consumers have showed a willingness to pay good prices for what they wear. Where this tendency has been recognized by merchants and the most made of the opportunity presented to "trade-up," success has followed to a degree beyond what was expected.

Referring to the success following a "trading-up" policy a member of a firm of manufacturing retail clothiers said: "We have had the most successful fall and winter season in our history, and the only period in all our business life when we closed the year without a surplus stock. We have not had a reduced price sale and will not have any on this season's goods. We have done so well that we have just sufficient clothing to carry us through until spring. This fall we made nothing to sell below \$15, our former price being \$12. We have, however, made suits and overcoats up to \$38 and \$48, and have done more business on our higher priced clothing than ever. Yes, we went after it, we influenced our customers to buy better clothing, and whereas our trade formerly was on suits around \$20 and overcoats at \$25, this season the bulk of our suit sales have been at \$30, and overcoats at \$35. We made up our minds when we planned for the season that we were going to do a larger business on better merchandise than ever, and we have succeeded handsomely."

While the tendency of the people is to be well dressed, clothiers should cater to it to the utmost. There never was a more opportune time than the present for clothiers to "trade up." The beginning of the new year is favorable to a start with a policy that has for its object the getting of more business and making more money. "Trading up" should, therefore, be the keystone of success for 1904.—Apparel Gazette.

#### When To Work.

Every locality probably presents a different phase of the question of the best time to handle a matter that requires attention. Merchants sometimes find that the good of the store requires their return to business after all the others are gone. There is a best time in every business for the accomplishing of every detail in connection with that business. The advertising is the important feature. The best time to write good advertisements is what the merchant is anxious to discover. If a particular hour can be set apart and the work done in that hour it will help the business and the merchant and will make all things easier.



300  
Styles of Pants  
ranging in Price  
from \$6.<sup>00</sup> to \$36.<sup>00</sup>  
per Doz.

87  
Styles of  
Covert Duck,  
Mackinaw and  
Denim Coats.

50  
Styles of  
Mens' Boys'  
and  
Brownie Overalls.

70  
Styles of  
Mens' & Boys'  
Working  
Shirts.

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

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



Lot 125 Apron Overall  
\$8.00 per doz.

Lot 275 Overall Coat  
\$8.00 per doz

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

Lot 124 Apron Overall  
\$5.25 per doz.

Lot 274 Overall Coat  
\$5.75 per doz.

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

Lot 128 Apron Overall  
\$5 00 per doz.

Lot 288 Overall Coat  
\$5.00 per doz.

Made from black drill, Hart pattern

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



**Status of the Shirt, Collar and Cuff Market.**

Business in shirts, collars and cuffs continues below the level of a year ago. Its coma-like condition is not confined to any one section or sections, but appears to be quite general, with the exception, perhaps, that in the Middle West it is slightly better than elsewhere, but not sufficiently so to make the fact noteworthy.

Stiff bosom shirts are hardest hit. There has been less duplicating on them than on negligees. On the soft fronts there is something doing all the time, although retailers continue buying from hand to mouth. Stiff bosoms have been a stiff proposition this season for the manufacturers. Whites in plain and pleated fronts, staple prints in white grounds and black patterns, high colored prints, fancy corded fronts with print bodies and well covered grounds have all suffered alike.

Up to within the setting in of cold weather the warm spell was held accountable for the slump in demand. Since retailers have had cold weather and December and part of January have passed without bringing to the wholesalers the expected supplementary business, the question naturally propounds itself: Have the season's styles been against business? There is an enormous amount of shirts consumed when the styles are right and business is good. Therefore, before the question can be satisfactorily answered, the season's styles should be subjected to analysis.

The public has had a surfeit of black and whites and grays. Nothing new has been presented in white grounds, either in figures, stripes or combinations, or both. All-over grounds present no change from the well-covered grounds of the season before, blue and gray being the choice without any variation. Woven goods have likewise been without a leader. Naturally men like a leader in fashions. The wearing of something new by one or a few influences others to follow. None like to be considered out of fashion. Seeing others wearing black or white, grays and blues, those who give attention to styles conclude: "I, too, have the same, and am just as much in vogue as the best dressed; there's nothing new; why buy the old?"

The retailer was practically in the same position at the inception of the season that the consumer is in at present. The buyer didn't know what he wanted, he saw nothing new, at least, nothing different than he had. Being in doubt, he bought sparingly of light grounds and colors. For a while the dark grounds seemed to take. As soon as the sameness became apparent they lost caste.

Another solution of the non-success of the stiff bosom is presented in the cost of laundering. This item of expense is discounted by the soft front, which can be laundered at home, and hence represents a saving to the consumer.

Just how much of an answer the foregoing serves as a solution of the condition of the stiff bosom may be inferred from the unusual consideration that shirt manufacturers are giv-

ing the negligee shirt for the fall of 1904. They undoubtedly believe that the soft front is so strongly entrenched in public favor as to warrant special fabrics for the winter negligee. They have accordingly ordered from the shirting mills heavy chevots and fabrics of a kindred character best suited for this style of shirt. And an inspection of the new lines brought out by the mills shows that they, too, have given considerable thought and experiment to the production of fabrics unlike what has heretofore been put into negligees. This signifies that mills and manufacturers are alive, finally, to the necessity of departing from beaten tracks, and realize that to get business they must get out something that is appealing because of its being totally different from the old.

In the general sum-up of business conditions in this department the fact can not be lost sight of that much of this condition is the result of overproduction. An important bearing on the case is the announcement from the producing centers that the largest factories are either running short handed or with curtailed hours. The establishing of large factories and building large additions to already large plants, it is estimated, has resulted in a production of one-third more merchandise than the country can consume. This leads to the conclusion that production has been going on at a faster rate than consumption and, in a measure, accounts for the sameness of styles from one season to the other. The business of a new season will not grow on styles that have become passe.

Spring business is about normal. With some houses it has been larger than a year ago, with others about equal in volume. Colors are best, with the preference cast to marles and madras in blue, linen, champagne and gray.—Apparel Gazette.

**Return of Crochet.**

Crochet has come to the fore again, coarse and fine, in cotton, linen thread, silk and wool. There is always something distinctive and stylish about it, especially when made in silk the same color as the material. It generally consists of distinct motifs for appliqueing, and in the fashionable colors forms an important skirt and bodice trimming. With some of the white cloth coats and skirts it constitutes the entire front, sometimes lightened by appliques of flowers on crochet in ribbon or silk embroidery. One stuff on another is certainly the idea of the moment. A very fine white cloth is made with a yoke of this chochet laid over satin, with scallops at the edge, the sleeves have a flounce from the shoulders to the elbow, the gauntlets beneath covered with the silk crochet.

Gavin W. Telfer, shoe dealer, Big Rapids: Enclosed find one dollar for renewal of the best paper of its kind that comes to our office each week, the Michigan Tradesman.

The poorest church is the one that has no poor.

**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

**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.

**1904 --- Spring Season --- 1904**

## Our Garments Are Made To Sell

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

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

**A Complete Spring Line Ready For Inspection**

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

**Wile Bros. & Weill**

Makers of Pan American Guaranteed Clothing

Buffalo, N. Y.

### The Suit Club as a Business Producer.

In taking up the suit club as a selling scheme it is not our intention to arraign these methods which have heretofore been resorted to and conducted on questionable lines, such as selling a \$15 suit for \$25. The making of suits to order by unscrupulous merchant tailors who palmed off on club members inferior fabrics, trimmings and workmanship, seems to have had its day. Those methods were productive of unsatisfied customers and those who operated the schemes soon discovered that to continue them meant ruin.

The suit club can be conducted in a legitimate way, so as to augment business to a considerable extent. Properly carried out, it becomes a successful credit business with sufficient guarantee against losses to warrant the merchant in undertaking it.

One of the most successful methods operated by large clothing houses in large cities is for the firm to act in the capacity of a bank. The person organizing the club deposits \$100 or \$200 with the clothier, and issues orders for clothes against that deposit. In this way the suit club is conducted on legitimate lines. The clothier in this way has no knowledge of the club, but simply deals with one man, who is not authorized to act as his agent. The members of the club simply spend their order with the clothier as they would their money. The deposit is kept full from week to week, as it is drawn against. The members of the club enter the store, select their clothing, and when suited present their order to the salesman. The person getting up the club and making the deposits is allowed a discount, which makes it worth his while to organize the club. Orders are issued for \$20 worth of clothing.

Another method carried on in large cities is for the firm employing the members of the suit club to guarantee the account to the clothing merchant. For instance, an employe of a factory or workshop goes among his workmates and organizes a club of fifty members. They are to pay him \$2 on the formation of the club and a dollar a week thereafter until the full amount of each individual order for \$20 is paid. Orders of \$20 each are issued to the men when the first payment of \$2 is paid. The club organizer then goes to his firm, informs them that such a club has been formed and has them guarantee the payments. A workman is not likely to default in these, knowing that the amount has been made good by his employer.

As a rule, the club is made up of trustworthy persons, so that neither the employer nor merchant incurs a loss. The men, having received their orders, can go to the clothier at any time and make their purchases, and by paying a dollar a week find that their clothes are paid for before they realize that they have actually been putting out any money. If desired, a member of the club can take two orders by paying \$4 down and \$2 a week. In dealing with clubs of this

character, the merchant gets a desirable class of customers.

The amount of the order can be increased to \$25 or \$30 by making the first payment \$5 and the weekly amount \$2. Where clothing clubs are formed it is best for the clothier to have the names of the members constituting it, so that the name on the order can be confirmed as presented.

It may not always be possible for the club organizer to have the payments guaranteed by some responsible person, as clubs are frequently composed of persons employed at different stores or shops. In such a case the club numbers twenty, twenty-five, thirty or fifty persons, and a drawing is held. Numbered slips are put into a hat and each member draws one. When all are drawn the one holding number one gets his suit first, and is given an order for the amount, the money going direct to the clothier, payments being made by the organizer, who in turn pays the clothier each week. Each week every member of the club pays to the organizer the weekly amount agreed upon. The tenth man, or one holding slip No. 10, pays in an equal amount of payments before he can get his clothing. The unfortunate man is the one who draws the highest number. Sometimes the members exchange between them the high numbered slips for the lower ones, in case some members want their suits before others. The two former methods, however, are the most satisfactory to all concerned.—Apparel Gazette.

### Supply of Emeralds Surely Diminishing.

The decrease in the world's output of emeralds during the past few years has been such as to cause grave alarm among the dealers. Unless new mines are discovered soon it is not unlikely that emeralds will become the rarest precious stones in the world. As the condition of the market is now, they are worth in stones larger than five carats from two to

ten times as much as the first water diamonds.

In spite of the fact that emeralds were among the earliest stones mined by the ancients, and have since been discovered in different parts of the globe, there is practically only one country in the world where they are still being mined at a profit. And even the mines there are not considered valuable enough to merit an expenditure of money for improvements and more modern machinery, and are still being worked by the same crude method that was employed almost a century ago.

Within the past fifty or sixty years emeralds have been discovered in Russia, on the Asiatic slope of the Ural Mountains, in Austria, Australia, and in North Carolina. Mines were

opened at all these places and companies formed to work them, but in a short time they had to be abandoned as profitless in almost every instance. The present supply, which is limited, comes from Peru, South America, from what is known as the Muzo district.

When a donkey gets a diploma he hangs it on his ears.

The true leader is ever ready to receive new light.

## GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

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

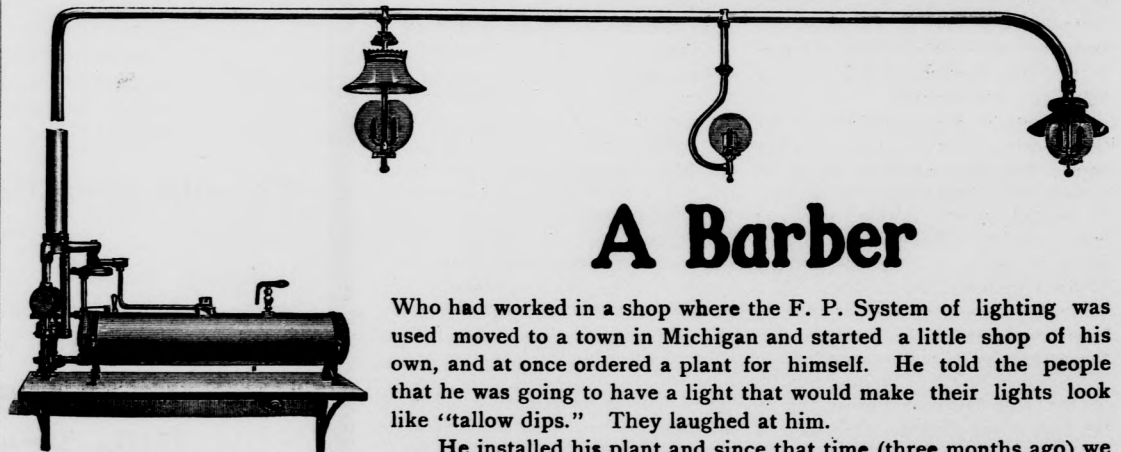
## Gladiator All Wool Red Ticket Pants \$3.00

Are warranted the best pants at the price in America. Not one yard of goods is used in their construction that is not strictly all wool. All first class merchants sell them. One pair will convince you. They fit.



## Clapp Clothing Company

Manufacturers of Gladiator Clothing  
Grand Rapids, Mich.



## A Barber

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

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

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

Now he is laughing at them.

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

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

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

**How Different Kinds of Combs Are Made.**

In the manufacture of ordinary combs two different processes of tooth-cutting are followed. The first method, which is applied to all fine combs, consists of cutting out the teeth by means of minute circular saws. Sawing is the only process possible in the making of small-toothed combs, as well as those made out of ivory and boxwood. The saws now employed are of small diameter, ranging from one to two inches. They are fine or coarse, according to the work they have to perform, some of them being constructed to cut from seventy to eighty teeth per inch.

The second method of cutting the teeth is known as "twinning," from the fact that a pair of combs is cut out of a single strip. The process of "twinning" consists of so cutting a strip of horn that all of the material is utilized, what is removed to form the teeth of one comb being exactly sufficient for the teeth of a corresponding opposite comb. When the cutting of the twinned combs is complete, the strips present the appearance of a pair of combs with their teeth exactly dove-tailing into each other. The twinning machine, by which this is accomplished, is a complex and beautiful piece of machinery.

The strips to be twinned are first softened by heat, and then fastened in a small frame that passes under a pair of cutting chisels, which move up and down one after another, similar to the needles of a sewing machine. The chisels pass through the horn cleanly, and cut the teeth of the comb without a flaw. With the aid of a machine a man and a boy can cut upward of 2,000 combs per day, while the old-fashioned comb-maker, working with his hand-saw, can cut but two or three dozen daily.

After the combs are formed (either by hand-saw or by twinning) they are next thinned or tapered to their outer edge, and have their teeth rounded on grindstones by hand. If the combs are to be finished in their natural colors, they are next smoothed with a sandpaper, buffed on leather wheels and polished on wheels built up of calico or cotton flannel. If, as is frequently the case, the combs are to be finished as imitation tortoise-shell, they are at this stage dipped into a heated solution of nitric acid, which gives them a light yellow tinge like the ground color or real shell. The deep spotting is next produced by dropping over the surface of the combs a mixture of caustic soda, lime and red lead or dragon's blood. After an hour or more this is washed off and the combs dried, polished and packed in pasteboard boxes. Bent or curved combs are made by tying a number of them down tightly, after being heated, to a circular wooden roller for five or six hours; when removed they retain their curved shapes permanently. The elaborate patterns of ornamental back-combs are cut out with small "ribbon" saws and finished by hand-carving. Plainer and less artistic work is done by embossing in heated dies, or sometimes by cutting dies.

In the manufacture of hard-rubber combs the first step is the making of the "blanks," which correspond to the strips of horn described above. The crude rubber is first ground up finely between toothed rollers. It is then mixed with common sulphur and pressed into sheets a trifle thicker than the comb is to be. The sheets are next cut into blanks about ten inches long and five inches wide. The next step is the production of the ornament or pattern along the back and edge of the comb. This is accomplished by placing them under metal dies and subjecting them to enormous pressure. The blanks are next vulcanized or hardened by placing them in immense ovens heated to about 300 degrees Fahrenheit. Here they are allowed to remain for twelve hours. When removed they are ready for working, the teeth being cut by the same process as that described for horn combs. The two or more large teeth of tuck or back-combs, and also large hairpins, are formed by dies in the same manner as the ornament on the edge of straight combs.

**Cures Blindness Caused by Smoking.**

A British oculist has called attention to a new and indirect method of treating tobacco blindness, and notes the extraordinary fact that the chief trouble in this disease is traceable to the stomach as the primary source. Excessive smoking, as is well known, causes in many individuals partial and sometimes total blindness. Tobacco blindness (and also the failure of vision which comes from the excessive use of alcoholic beverages) is remarkable because of the absence of any change in the structure of the eye itself.

Microscopic examination in these cases has disclosed peculiar alterations in the ganglion cells of the retina, and these changes were formerly believed to have been produced by the poison of the tobacco itself. Three years ago a Philadelphia physician published the opinion that the alteration in the cells, followed by falling vision, was not produced by the nicotine itself, but by poisons which the nicotine created in the system. These secondary poisons, finding their way to the eye, modified the cells in the retina, this modification being followed by inadequate power of vision or by loss of vision altogether.

With this original suggestion for a starting point other observers took up the investigation, with the result that the seat of the trouble has been located. This is found to lie in the stomach. Nicotine disturbs the normal function of the stomach and instead of a healthy digestion the smoker has a veritable poison factory in his gastric region. Instead of treating the eye, therefore, the new method goes at once to the stomach and attempts to stop the manufacture of poisons in that important organ.

Several interesting cases are reported of complete cures by this method. One patient, an excessive smoker, whose eyes were rapidly failing, was treated for indigestion. The stomach was pumped out and found

to contain evidences of gastritis. The man's diet was corrected, his tobacco cut off, and other remedies of a hygienic kind were applied. In a few weeks the blindness had disappeared.

These facts seem to clear up the mystery attaching in general to tobacco blindness. Some men can smoke to excess without impairing the eyes, while others are affected in that way by a much smaller quantity of smoking. This anomaly can be understood when it is remembered that it is the stomach and not the eyes upon which the nicotine acts directly. Some stomachs can resist the poison-making force of the tobacco; others can not, and it is those whose stomachs are affected by the use of the weed that suffer from blindness. Smokers should therefore have an eye to their digestion.—Chicago Tribune.

**Some Old Friends Back Again.**

So many requests have been made for a return of Happy Hooligan, the Katzenjammer Kids and other old favorites of newspaper readers, The Free Press will present them again, beginning next Sunday. Happy Hooligan's guileless old smile will greet you then, and his pictured adventure is one that will convulse all.

With Buster Brown and Happy Hooligan—two of the strongest features in the comic pictorial world—accompanied as they will be by other old-time favorites, the colored comic supplement of The Free Press will be far and away the best offered by any newspaper.

**Made on Honor**

and

**Sold on Merit**

Buy Direct from the Maker



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

**Ellsworth & Thayer Mfg. Co.**

MILWAUKEE, WIS.

B. B. DOWNARD, General Salesman

**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?**



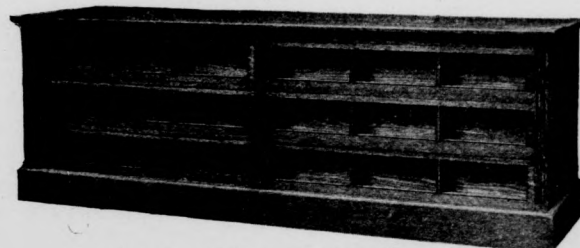
They represent our machines for handling credit accounts perfectly. Send for our catalogue No. 2, which explains fully.

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

**DISPLAY COUNTERS**

4, 8, 12 and 16 feet long.

Drawer back of each glass 6 3/4 x 13 3/4 x 20 1/2 inches.



28 Wide, 33 High. All kinds store fixtures.

**GEO. S. SMITH FIXTURE CO., GRAND RAPIDS, MICH.**

## Shoes and Rubbers

### Artistic Effects Which Can Be Produced At Small Outlay.

I have heard the theory advanced that a luxuriously appointed store is a positive obstacle to a lucrative trade—that it suggests larger profits and consequently higher prices—that the buying public associate a modest and well-worn interior with a large volume of business and a small margin.

This theory is held by many dealers after years of experience in shoe retailing.

On the other hand, I know shoe dealers who have installed sumptuous store equipments and consider them as their best bid for trade, and they do not cater to people of wealth and fashion at that. Doubtless there are conditions under which each of these policies would be sound. Most of us, however, will choose the middle ground and surround our stores with as much neatness and comfort as we can afford.

I sympathize with the first view as to economy, however, to this extent: If I had just refitted or opened a new store I would prefer, in a moment of confidential chat, telling a customer how cheaply, rather than at how great an expense, the renovation had been accomplished; but I don't believe the majority of buyers will follow this sort of reasoning far enough to seek out a shabby looking store with the object of saving money.

Now, I am whiting to tell about some more or less novel methods of interior finishing which I have personally tried and found practicable. Perhaps it would be better to state at the outset that I have a strong leaning toward that class of furniture and woodwork which is a reaction from the delicate and over-ornamented designs of a generation ago—the plain, heavy, undecorated pieces which in their solid, graceful lines are suggestive of comfort and durability. And, further, I have a horror of varnish. Go into any of the metropolitan stores which were expensively fitted ten to twenty years ago, and note the condition of the wood. Where the surface is not disfigured by dents and scratches it is covered with a network of fine cracks which destroy its luster and accumulate dirt. Now my oak panelling, which has been standing for some years, does not show a mark, and with reasonable care it wouldn't in half a century. I plume myself a little in having adopted this finish before fashion had turned that way.

Four or five years ago I had an opportunity of leasing a desirable store at a reasonably low rental. The store was in bad condition, and the estate to which it belonged was in so great a tangle that it was useless to ask for repairs. Otherwise it was altogether desirable. It had good light from overhead, and seemed to have great possibilities, in spite of the gaping holes in the plastering. I

had the idea of wainscoting it with oak paneling, after the English style. It was to be two panels deep under the shelving, five panels on the plain wall, or nearly six feet high, and three around the window. I got an estimate on this work and found the price prohibitive, I can tell you. I went to a carpenter with my idea, and he said it couldn't be done. I went to the saw-mill people, and they said it was impracticable. But I was headstrong enough to persevere. There were 200 panels and nearly 300 square feet of surface to cover. I determined to have my panels quartered oak, and the frames and other parts of plain oak.

As quartered oak is in this country at least a comparatively modern idea, and as I have met a good many otherwise well-informed people who did not know what gave it its beautiful markings, I may perhaps be pardoned for digressing into a word of explanation. The ordinary grain of wood is, of course, produced by cutting through the annular layers which year by year encircle the tree. But there is another grain of wood caused by minute "rays" which radiate from the pith to the bark; in most woods they are almost microscopic, and several inches in vertical width. When a log is sawed through the center, the surface is parallel with these rays, so as to expose some of them in large markings. When the two halves are cut again into quarters, the result is the same. But after a board has been taken off each quarter, we begin to intersect the rays, so that the effect is lost, owing to the extreme thinness of the rays. Beside its beauty, quartered oak is superior from the fact that it will not curve when moistened, and shrinks very little.

I had to go to a larger city to get my wood. I bought 80 running feet of quartered oak,  $\frac{7}{8}$  thick planed, and 8 inches wide. On a resarving machine I had this split into three thicknesses, and the middle are planed on one side, thus giving 360 feet, 3-16 thick. Then this was cut into 8-inch squares. It cost six dollars, at the rate of \$100 per thousand. I bought 300 feet of plain oak at \$60 per thousand. One or two boards I had split with the quartered stock. The others were ripped to four inches wide, the edges planed and then grooved with a 3-16 saw cut, 3-16 deep. I had some 50 pieces cut from this, 20 inches long, and about 150 8 inches long. The stock was all thoroughly kiln dried, which is all-important if the work is to go to an interior town with a dry climate. The mill work cost me \$7, total \$31.

The thin quartered oak fitted snugly into the saw cuts in the frame. Only a little planing on the edges of the rough side had to be done. The frame was nailed through the plastering into the studding, wherever there was a chance. The heads of the brads were almost invisible after they had rested a little.

My carpenter washed his hands of the job before commencing. But he got interested the first day. It went together very nicely, except in one detail. So many authorities had

## 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.**

## WE CARRY 78 STYLES



# Warm Shoes

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

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

**Hirth, Kause & Co.,** Manufacturers and Jobbers  
Grand Rapids, Michigan

## Four Kinds of Goupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

**TRADESMAN COMPANY, Grand Rapids, Mich.**

frowned at my idea that I had been reticent about telling the saw-mill clerk what I intended to use the wood for. Consequently the short pieces of frame had been simply cut to length, and if the boards were not straight the ends were not quite square. They should have been cut a little long and then squared over. This involved perhaps an extra day's work. The carpenter's bill was \$22.50, making the whole cost \$53.50.

Then I took three or four nights at it myself. The first evening I borrowed a scraping iron and smoothed down a few rough places in the wood. The second evening I commenced with a tin of mixed raw linseed oil and lamp-black and some cloths. I daubed it on and rubbed it off. That was all. The effect was beautiful, and improved by a day or two of standing. I think this finish is technically known as "Cathedral oak." In fact my "English paneling" became much talked of, and some of the best people of the town came in especially to see it after the store was opened.

Above the paneling the plaster was in such bad condition that I had thought of replastering, but this could not be done very well after the wood was in place and I lighted upon a plan as economical and convenient and more pleasing in effect. I bought some cheap cotton cloth wide enough to extend from the top of the paneling to the ceiling. This was quickly tacked on, covering smoothly over everything. A skillful kalsominer mixed up a dark maroon red, such as is used in art galleries, and finished it with this two-thirds of the way up. On this I afterwards hung pictures. A yellow ochre was used above this, a picture moulding being nailed between the two colors. This section of the wall was on either side of the skylight so that the dark color did not make the store gloomy.

My shelving had originally been of varnished oak or, rather, ash, which is a good deal like it. It looked shabby beside the new finish and I hired a man to scrape the varnish off and treated it to a coat of oil and lamp-black. It did not take quite so well as on the new wood, but it was a great improvement nevertheless.

The broad shelf at the bottom was an eyesore. It was cracked and battered beyond hope and there were a couple of tables in the same condition, but I finally hit upon the best idea for all of them. It was suggested by something I had seen at the book-binder's. I got from the American Oak Leather Co. three large whole hide splits from the grain side of the leather. They were very thin and not particularly strong, as this, they tell me, is the weakest part of the hide. In fact, holding them at a certain angle you could see through the pores as you can through a wire screen. They cost me \$2.30 each, and were large enough for bed spreads. But they had a good grain leather surface. I made a good foundation to supply what they lacked in substance by gluing heavy cardboard over my shelves and tables, carefully matching the edges where I had to

make joints. Then I glued on the leather, drew it down over the edges, and tacked it underneath. When dry I rubbed it over with linseed oil and the common cheap dry red. I traced the natural creases over with a black crayon, to accentuate them. Later on, when I first heard of Spanish "illuminated" leather, I touched up the surfaces with an occasional dash of green and bright red. It wore like the solid hide. It was handsome and I think appropriate. No one suspected that it was not thick leather. Afterward I got a couple of splits for my window hangings and bottom, using them for a while in the natural color and then finishing them like the table tops after they got soiled. In time, also, I got some heavier skins and had my chairs upholstered to match.

A year after this I fitted up part of the basement as an office and specialty room. Here the conditions were different. The light was so poor that I could use no dark colors. The walls and ceiling were of matched boards. I had them painted a pinkish cream color. I got a forty-yard roll of very cheap straw matting for \$5. It was coarse and well adapted for my purpose. The colors, beside the natural straw tint, were brown and red. With this I made a wainscot all around the room. I got a couple of plain oak boards and had them sawed 2½ inches wide and split at the local mill. These thin narrow strips I finished with oil as before, only using dull red instead of black. I nailed them along the top of the wainscoting and up and down over the joints of the matting. I made a three-section screen of the strips and covered it with matting. This partly enclosed my desk. I bought some old pine tables, painted them, glued matting over the top. Total expense was less than \$10, and effect pleasing. Here is a pointer if you ever wish to operate on matting. Have a glue pot handy, mark on the line you wish to cut and smear it with glue an inch on either side. Let it stand five or ten minutes before cutting. It will save all the raveling. —Shoe Retailer.

**Paper Corks.**

A machine the size of a sewing machine, which makes corks out of waste paper and paper pulp, has been patented recently. All kinds of waste and scrap paper can be made into corks. These corks are said to be superior to the regular sort, as they are not affected by acids or oils, and have been tested by leading chemists, and the largest users of corks, and by them pronounced superior to the old style. Corks can be made any size, color, or shape and name or trade mark can be stamped in the top of each as made. They are sold at less than the price of regular corks.

C. W. Swaverly, proprietor Swaverly Telephone Co., Kalkaska: Could not keep house without the Michigan Tradesman.

It takes a pretty smart man to play the fool sometimes.

**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.



**Better Than They Look**

The shoes we make are better than they look, and they look good enough to grace the feet of anybody.

When we say they are better than they look we mean they wear better, fit better and are more satisfactory in every particular than average moderate priced footwear.

If you are not our customer and if our line is not on sale in your town the wear-test of a trial order will prove that you need the shoes we make.

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

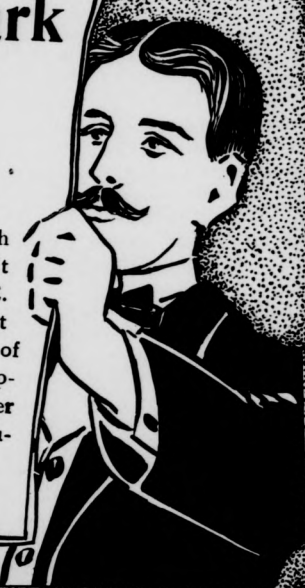
**A Trade Mark**



**Worth Money to Shoe Dealers.**

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

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



### Elementary Rules a Shoe Trimmer Should Follow.

To my mind the highest attainable principles of shoe window dressing are represented in the artist who has the combined abilities necessary for window trimming and, furthermore, will use them. There are many qualities that are essential in window dressing, but I will speak of only a few that are really important.

1. The trimmer should know how to select and prepare the right shoes for the window. All windows are not alike in their construction. Study out for yourself the weak and strong points of the window and see just where you can make the strongest showing. With constant practice, this will soon come to you by intuition.

2. The ability to place the right shoes in the right place and in the right way, giving them the correct space. Then, posing and spacing shoes in a window trim is often the key to the most successful display. One should note carefully the best lines of each shoe and take advantage of them to display the shoe in such a way that those lines will present themselves to one who gazes in the window. Perhaps an illustration might not be out of place here. While arranging the "Queen Quality" exhibit at the Pan American Exposition I was somewhat perplexed by the continual fire of questions aimed at me about the trim of the display. Among other questions asked me was one by a young fellow who wanted me to suggest a way by which he could better his window trim of shoes which he chanced to know I had seen in Buffalo. On being pressed for a suggestion, I rather tersely remarked that I would get in that window and roll around a couple of times. The young man did not take offense (as I had expected he would), but asked why I would do that. I replied that as he had all his shoes set straight to the front, and partially buried in cheese cloth, his method of trimming might be useful in allowing the people to see that the shoes had some soles and that they were not all toes. It was a joke with me, more than anything else, but what I told him contained a whole lot of truth.

3. I would call attention to that which is often featured in shoe displays at the expense of showing the footwear, namely the spectacle or design used to set off the shoes. I believe in a policy just the reverse of this. Make the shoes set off the design. That's business. The shoes first, the design second. Can you do it? Certainly, after a little effort.

To my mind this is one of the great weaknesses of those who dress shoe windows. They believe a complicated and expensive decorative scheme must be had to carry the shoes displayed. On the other hand, the greater part of the window trim is taken up with some elaborate decorative scheme. I never follow this plan in my window trims. The shoes are first and then let the decorative features—the simpler, the better—work around the shoes.

If you catch my idea you will agree with me that you are getting pretty close to an important principle of window dressing. It is along the lines given above that I have been working for some years. Minimize the spectacle effect over the shoes and blend the surroundings into beautiful harmonies with articles pertaining mostly to the shoe business, such as handsome skins of different colors, etc.

I wish I had the time—and the space—to go into this matter more thoroughly, but right here let me give the shoe trimmer a hint. The solution of what is a good—or an ideal—window display of shoes will not be found in building a house in the show window, or exhibiting a floral display, or by having an extra tuck in the pea green cheese cloth to accompany your shoe display. On the other hand, the solution will be found to be nearer the plan that I follow—featuring the shoe first and then looking after the decorative scheme.

Speaking from an experience of many years in dressing shoe displays always remember that expense has its only comparison in results gained. I have not attempted to go too deep into this vexing problem at this time, but am in hopes that when time and business will permit I will be allowed to state my views on window dressing in a somewhat more comprehensive way.

In closing this article I will say that my success as a shoe window trimmer has come largely through the latitude allowed me in fixing up the window. If a trimmer feels certain that he has all the leeway he wants in trimming the windows, rather than to be confined to a certain expense limit, it is my belief that much better results would be secured.—Rodney L. Upton in Shoe Retailer.

### Bohemian Porcelain and Glassware.

The porcelain and glass industries are among the most important in Bohemia, but there are no statistics respecting their output and general export, writes the American Consul at Prague. The export to the United States, however, is very considerable. There are in Bohemia forty-three factories manufacturing porcelain and china in different varieties, employing together about 7,000 workmen—from the most skillful artist for decorations down to the common laborer. There are also about 100 glass works, employing about 12,000 workmen and varying largely in class of work. The Bohemian glass is too well known in the world to require any special mention. I am informed that both these industries are in a fairly prosperous condition, with a normal demand for their output. Most of the principal porcelain works are in the neighborhood of Carlsbad, where there are also several glass factories. Several important glass works are found near Haida, but perhaps the oldest and finest glass establishment in Bohemia is that known as the Graffich Harrachsche Glasfabrik, at Neuwelt, where the rarest and most beautiful glass is made both for ornamental and domestic use.

Last season was exceptionally wet and therefore hard on shoes in general and boys' and youths' shoes in particular. But our

## Boys' and Youths' Hard Pans

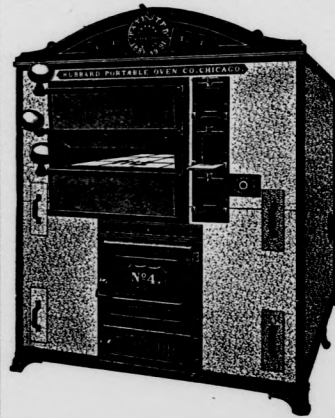
stood the test, giving absolute satisfaction. They are made for just such seasons and for just such hard wear. Try them; they'll make you new friends.

**Herold-Bertsch Shoe Co.**

Makers of Shoes

Grand Rapids, 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.

Now is the time

## Ye Olde Fashion



## Forehound Drops

are in great demand.

Manufactured only by

**Putnam Factory, Grand Rapids, Mich.**

## Every Cake



of FLEISCHMANN & CO.'S YELLOW LABEL COMPRESSED YEAST you sell not only increases your profits, but also gives complete satisfaction to your patrons.

## Fleischmann & Co.,

Detroit Office, 111 W. Larned St.

Grand Rapids Office, 29 Crescent Ave.

**The Commercial Value of a Kiss.**

What is the value of a kiss? Most men probably would say that it depends upon the beauty and piquancy of the kisse; but, while this statement hardly admits of dispute, what is here meant is the legal value. The legal value, it should be said, should closely follow the commercial value, but many persons are of the opinion that, until the commercial value has been more closely defined than it is now, the courts should get together and fix upon some standard of legal value, so that man in the future may have some idea of the proposition he faces when allured by the rosebud lips of a maiden.

The necessity for the fixing of such a standard is shown by the increasing number of suits that are being brought to recover for kisses delivered, and by the wide divergence of the decisions of the courts of various states as to their value.

In this State, for instance, the value of a kiss has just been fixed by the courts at the extremely low rate of \$2.37, while in Illinois the rate is \$25 and in California \$125. Granting that some kisses are sweeter than others, the fact remains, which few will dispute, that there can be no such real difference as is implied by the range between the legal valuations of \$2.37 and \$125.

Many may think that the California rate of \$125 is too high, but it certainly is likely to make one blush for the Empire State that its courts should have such a mean opinion of the saccharine qualities of the lips of its girls as to decide that their kisses are worth only \$2.37. This rate was fixed this month by the Appellate Division of the Supreme Court, sitting in Albany.

The case was that of Miss Frances Petit against John Tittmore, the village blacksmith of Galway, Saratoga County, and the Appellate Division confirmed the decision of the lower court, in which a jury had awarded to Miss Petit a verdict of \$3,000. The fair plaintiff testified at the trial that in the last fourteen years Tittmore had kissed her 1,236 times. In support of this statement she produced her diary, in which she had entered every night the number of kisses Tittmore had taken from her during his call. She valued her kisses at \$40 each, which, with costs, brought the total amount she asked for up to \$50,000. But the jury assessed the value of her kisses at \$2.37 each, and added costs, which brought the total up to \$3,000.

The Illinois rate was fixed by a Chicago justice when he fined a youth \$25 for stealing a kiss from a pretty girl.

It is a relief to turn from these sordid decisions to the liberality of the California courts.

When Miss Marian Green, of San Francisco, sold a kiss for \$125 the courts promptly backed up her contention that it was worth every bit of the money. The sale was made at a San Francisco party of which Miss Green was the belle. While the merriment was at its height it was proposed to hold a kissing auction.

Among the men present were P. T. Doolan and Dr. A. C. Hicks. Doolan was in a generous mood and he astonished those present by announcing his willingness to pay \$10 for a kiss from Miss Green. She promptly delivered the goods and accepted his note for the amount.

Then Dr. Hicks, who did not have any money, but who considered that his note was as good as Mr. Doolan's, offered \$125 for the same commodity, and again the delivery took place at once. Those present say that the Doctor's signature was so illegible that Miss Green made him write it again. In due time the note found its way into the hands of D. A. Curtin, who sued on it. When the justice got to the facts he solemnly decided that the note was binding and he entered judgment accordingly.

Of course, when the courts had permitted a girl to recover \$125 for a kiss, Miss Katherine Smith, of Pasadena, found no difficulty in forcing Thomas James to pay \$17 to her when she placed the modest valuation on her kisses at \$1 apiece.

It appears that a bazar was held in a small town near Pasadena, the proceeds of which were to go towards the building of a schoolhouse. There are many women in the district and it was suggested by some of the plain ones that it would be a good way to increase the financial condition of things by putting up a few choice kisses for auction.

The sale was an immense success, and things went off to the satisfaction of everyone, with the exception of two elderly women, whose kisses were put up at 5 cents a dozen and then withdrawn owing to there being no bidders. Every gentleman honorably paid cash down, excepting Mr. James, who, after having seventeen kisses from the pretty lips of Miss Smith, announced he had come away without his purse, but that if a dollar would cancel the debt he would be pleased to hand it over to the Treasurer of the bazar. Miss Smith brought suit and recovered payment in full.—New York Press.

**Saw Through the Disguise.**

On Grand street there is a little shop where they deal in surgical instruments and things like that. In a closet they keep a long-jointed skeleton. The skeleton is nicely mounted and connected with an electric battery in such a way that by touching a button it dances and gesticulates in a furious manner.

One of the salesmen in the place is so thin that dogs follow him on the street. This salesman sold a nice bill of goods to a doctor up town. The doctor was in a hurry and sent his boy after the instruments. The boy entered the store and asked for the salesman. He was busy and the office boy asked the doctor's boy to sit down. The two lads got to talking and pretty soon fell to bragging.

"Guess you never seen 'em cut a feller's leg off," said the doctor's boy. "Dat's nothin'; I seed a chap killed plumb dead on der trolley on der Bowery onct," retorted the store boy. "I bet yer never walked through a

graveyard at night," remarked the doctor's boy.

Then a horrible thought came to the store boy.

"Dat's nothin'," said he. "We've got somethin' worse dan dat here. Did yer ever see der devil?"

"Naw," said the doctor's boy. "What's he look like?"

"Looks like der devil," said the store boy. "Come here," and he led the way to the closet with the skeleton. "He looks jes' like dis," and he threw open the door and touched the button, setting the arms and legs of the skeleton going in all directions.

With a howl of terror the doctor's boy darted out into the street. He ran half a block away and there he stood looking back, his eyes popping out of his head. Just then the thin salesman entered the store and learned that his customer's boy had been there for the goods. After considerable questioning, the boy in the store confessed to what had happened. The salesman went to the door and saw the doctor's boy standing on the other side of the street.

"Come over here, boy," cried the salesman. "It's all right."

The boy took one look at him, saw how cadaverous he was and yelled back:

"No, yer don't! I know yer, even if yer has got yer clothes on!"—New York Press.

**Peanut Candy as Food.**

Professor Hilgard, of the University of California, recommends peanut candy as a healthful substitute for a meal when it is necessary to omit one. The starch of the peanut and the sugar in the candy are both blood and tissue builders, and are exceedingly nourishing and at the same time harmless when obtained at a reputable candy store.

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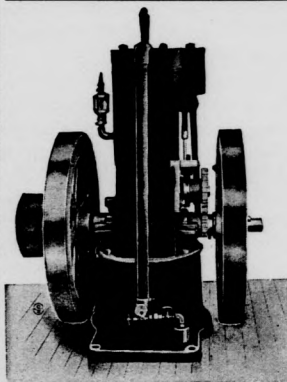
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## STONE RIVER.

## Personal Experience of a Man in the Ranks.

December 24, 1862, I was Fourth Sergeant of Co. H, 21st Mich., and had seen service enough to be called a veteran. My regiment was part of Sill's First Brigade of Sheridan's Division, McCook's Corps. We had been camped on Mill Creek, six miles south of Nashville, for some weeks in a pleasant camp on a hillside in the woods. The regiment was about 300 strong, commanded by Lieut.-Col. McCreary, as brave and good an officer as ever wore shoulder-straps.

We were at this time armed with Austrian muskets, a very inferior arm; and I want to say here that soon after the battle of Stone River these guns were turned in exchange for Colt's revolving-rifles, the best arm then in use by our troops.

On the morning of the 24th of December the order came to strike tents. We had for some days been looking for it, and our haversacks contained three days' rations of bread, meat and coffee.

I soon discovered that Sheridan's Division was the only one in motion. We moved down the pike two or three miles, then the advance-guard found the pickets of the enemy, and the balance of the day was spent in skirmishing with cavalry until we had advanced about ten miles. Then we turned about, and at dark were back in our old camp, tired and hungry from our hard day's work.

The tents were again put up, and around our campfires we tried to be merry. The sun on Christmas morning came bright and warm, but Santa Claus had missed our camp, and hardtack and coffee did duty in place of turkey and cranberry sauce for dinner. For all that, Christmas Day was happily spent until just at night the camp became alive with Orderlies passing back and forth. Soon after the Orderly-Sergeant came down the line and gave the order to be ready to move at daylight next morning. Muskets were examined, cartridge-boxes filled, and at daylight we moved out of the woods upon the Nolensville pike. My own regiment was in advance, the company in command of the Captain, both Lieutenants absent in hospital. The most amusing event in leaving camp was the absence of a certain Lieutenant, not of my company, who, in camp, was a very brave officer, going about bellowing like a mad bull. He was sick on the 24th, and secured an order to go to the hospital at Nashville, but he came back on the 25th a roaring lion. Again when the order came to advance he was very sick, and again disappeared over the hill on the run for Nashville. There was not a man in the division who did not know we were going to have a fight. We all knew the rebel army was at Murfreesboro, and that they had fully as many men as we had. Now we were out on the road, I began to look out for and take care of myself. I had, beside my musket, a good, heavy Colt's revolver, one wool blanket, a rubber poncho, and an overcoat. The blanket, poncho, and over-

coat were rolled up and yoked over my left shoulder and under my right arm. This mode of carrying my blanket twice saved my life from bullets on the battlefield.

There was a small troop of cavalry in advance of our regiment, and six miles out they became engaged with rebel cavalry and a battery of light artillery. We got over several miles that day, however, without opposition. That night I was ordered on picket as Sergeant of the Guard, and spent a miserable night passing from post to post in open fields, the rain coming down steadily, and we were allowed no fires. The next day the entire regiment were put on the skirmish-line, and in addition to the rain there came a dense fog. I was drenched to the skin, notwithstanding my overcoat and poncho. Everything was so soaked with the rain that we were loaded down. The skirmish-line was spread out over the country, which was cleared land, with many large corn and cotton fields. The fog was so dense that we could not see our comrades to the right or left, and it was only by frequent calls that I could keep my men in touch. This gave the enemy a great advantage, and they had the best of us until the order came to halt and wait for the fog to lift. I halted my line when they were in a field. All was still except an occasional shot to the right or left, and sometimes what seemed the rear. When the fog did lift I found my command a half mile in advance of the line to my left. Immediately upon my right, and in a ravine, was a troop of rebel cavalry. They, too, were lost in the fog. Here I got my first shot that day. Half a dozen of my men saw these cavalrymen at the same time, and we all seemed to fire at once. Two dead horses and one wounded man was the result. I never could see how any of them got away, as we kept up a fire until they got out of range. We moved slowly along a few miles and went into camp, other regiments filing on past us until we were in the rear of the division, and I fixed up a bed of cornstalks, where my partner, the Orderly-Sergeant, and I slept that night in peace.

On the 28th we moved again slowly without anything of importance to us until night, when all of our regiment were on picket again. I, as Sergeant of the Guard, did not sleep that night. Away to the south a few miles I could see the reflection of the enemy's campfires on the skies. We were well to the right, and away to the left there came once in a while a shot that assured us of the vigilance of our men.

I can not tell why it was that my regiment, after being on guard all night, was not relieved and allowed to take the rear that day. We moved directly from the picket-line to the front, over fields, through woods, mile after mile. Slowly we advanced along. In the distance, from time to time, we could see bodies of cavalry, and sometimes infantry, but there was little exchange of compliments until after noon, when a battalion of the 15th Pa. Cav. passed us, going to the front on the pike at a trot.

How I envied those dashing fellows as they went by, their horses covered with foam, the golden-yellow-trimmed jackets of the men glistening in the sun.

I can see the handsome, dashing officers and men, and hear their sabers clanging now, years after that fateful day. I wondered how I had been such a greenhorn as to enlist in the infantry, when I might have gone in the cavalry and had a horse to ride.

My regiment followed the troops as fast as it could go, but they were soon out of sight in the woods.

Then away down to the front I heard the rattle of musketry and cheers of the men. "Forward!" came the order from our Colonel; "double-quick!" There was no effort made to hold us in order. The men, with trailing guns, loaded as they were with equipments, could not make fast time. The weak ones soon fell behind; the strong-winded ones went to the front.

I found myself well up to the Colonel's heels, ambitious to keep up with his horse. The thumping of my own heart drowned the noise of the firing in the woods to me. Out of the woods to which we were going came straggling men and horses, the yellow-braided cavalrymen seeking safety in flight.

Led by our gallant Colonel we formed a hasty line and entered the woods. There was no enemy to meet us. They had, concealed behind a high rail fence, surprised the troopers and driven them back; then, seeing the approach of the infantry, had retreated across the field into a strip of woods, where their main line next day was developed. I could not suppress a feeling of horror at the sight that met my eyes. Scattered about upon the ground were dead and dying troopers, their yellow-trimmed coats in strong contrast with the dead leaves upon the ground.

There was one gallant Major dead, still grasping his saber, and the other Major but a few steps away dying, the crimson blood staining the gold lace of his coat. Here and there about the woods were my ideal soldiers. I had seen dead men before, but these brave boys seemed to be of my flesh. They had gone down the pike smiling, cheering, and without a thought that the moment was to be their last.

I wiped the tears off my face with a coat-sleeve none too clean, and, under my breath, swore to avenge these boys. I did not know a single name, yet they were my heroes.

The rest of the day was a blank to me. I know not whence it went. That night my regiment slept in the woods under the frosty sky, rolled in their blankets. No fires were permitted, even to cook a cup of coffee or broil a slice of bacon.

The next morning the lines advanced in battle array, my regiment out into an open field. The skirmishers were pressed to the front over almost level ground. I could see line after line slowly advancing to my right across the open fields. The skirmishing fire in front became sharp. We were ordered to lie down,

which we were very glad to do. I raised up on my elbow to see a man coming back from the front carrying upon his back another comrade, the wounded man's face pale as death, his arms clasped about the neck of his rescuer, who supported a leg in either arm. How often have I carried my boyish playmates on my back in the same way. This couple had barely passed when another came back on the run, the blood running off his hand in a stream. I called him to my side and, lying on the ground, I tied up his arm as best I could with my only handkerchief.

Soon we moved to the right a short distance and in front of a small knoll. Again we lay upon our faces upon the ground in an open cottonfield. I heard a rattling in the rear, and looking behind me saw our brigade battery coming into position. They came down over the field, every horse on the jump. They came into position on the slight rise of ground in our rear, the gunners fairly flying to their places. Just then a shell came shrieking over our heads from the woods in our front; then another, and our battery replied equally as rapidly.

Here lay my regiment between two fires—between two batteries—the shells of both passing over us, those from our own guns but three or four feet high. So long as we hugged the ground we were perfectly safe—and not safe either, for one of our own shells exploded over the left company of the regiment and killed two of the boys outright. Another exploded too soon and wounded several others. I saw one of my own company spring to his feet in this hurricane of iron death and run like a deer to the rear and directly in the face of our own guns. I turned my head to watch him. He had a strap run through the center of his blanket and fastened about his neck. He presented such a ridiculous appearance that I was compelled to smile. I watched him until he ran into a small log barn that stood in the field. He had but fairly entered the door when a shell from a rebel gun struck the corner of the building. The logs and shingles flew in every direction. Out of the ruins came my man, his blanket still hanging to his neck, and he fairly flew across the fields and out of sight from his company. We heard from him afterwards as a nurse in one of the Nashville hospitals. He never came back to the regiment.

Shivering with cold, lying upon the cold, wet ground in the cottonfield, I tried in some way to keep my mind from the thought of danger to myself. There was one gun of our battery immediately behind me. Its shells passed directly over me. By raising my head a trifle, as I lay upon my stomach, I could catch sight of the shell and follow it as it crossed the field. Suddenly there appeared a set of rebel colors in the edge of the woods. They floated in the breeze but a moment, when they were torn to shreds by a shell from my gun, as I claimed it in my mind, and they did not appear again in that place.

It was an artillery duel, an exhibition where the baldheads did not



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claim the front seats. The enemy were in the woods, and we could only occasionally get a glimpse of them, and so the day went by. None of our regiment, except the skirmishers, had fired a shot. That night again I was put on picket, Sergeant of the Guard, and my line was the regiment's front. The regiment remained in the same position. The darkness permitted the men to move about and walk out the cramps in their legs, but no fires were allowed. Our haversacks were empty. I don't know how the men of the regiment spent the night, but on the skirmish or picket-line three men occupied each post a few feet apart; while one kept watch the other two tried to catch a few minutes' sleep.

I passed and repassed along the line, whispering words of caution or good cheer or advice to the men. The rebel line was in the woods, only a few rods to our front. We could hear them moving constantly. Time after time I sent word to our Colonel that heavy bodies of troops were moving to our right. The wheels of the artillery and wagons and the curses of the teamsters could be plainly heard.

It was after midnight, intensely dark, when one of the men fired a single shot at something in his front.

The next minute a score of flashes came from the enemy in the woods a few rods away. One of my men gave a cry of pain, as if badly hurt, and I ordered my men to return the fire. In a moment the entire camp was aroused, but in a short time it again became quiet, my wounded man going to the rear to find a hospital. We had not made an effort of any kind to protect ourselves by breast-works or rifle-pits. I knew that daylight would soon be with us, and we at a disadvantage in the open field, the enemy protected by the woods. I was but a man in the ranks; my musket must be my only protection. I had no right to think of the morrow. Just before light I was ordered to retire the line. Going back to my company I found the men standing in line. Rations had been issued. My partner, the Orderly-Sergeant, came to me with one share, giving it all to me. I told him to divide it, as we might get separated, and each would want his own. He was much my senior, and always called me "my boy." "My boy, you keep all the rations to-day; I shall never want any more rations. This is the last day of the year, and I am going out with it." I took the food under protest, and as there was but little more than one day's supply, it did not add much to my load.

The men, as I said, stood in line, their guns loaded and capped. I ate my hardtack and a piece of raw bacon, sitting on the ground behind the company. The woods in our front were as silent as death, and the boys flattered themselves with the thought that the enemy had gone. The darkness of night changed to the gray of morning, then full daylight. To the right and left through the open fields were regiment after regiment in line. Suddenly away to the right there was commotion. Out of the

woods in long lines came thousands of men in gray, their bright colors waving defiance in the air. And but a moment later out of the woods directly in our front came our foe. As if by magic every man brought his gun to his face. There was no order that I could hear; every man picked a man and fired. Then it was fire at will.

I was at the left of the company, a file closer. I stepped into the ranks and fired. As I rammed home the next cartridge the man at my right, one of my chums, dropped his gun, brought his hand to his heart; "Oh, my God!" escaped his lips. He turned partly and fell dead upon his face, shot through the heart. Others were down to my right and left, yet no man faltered. The enemy were defeated. Leaving the ground strewn with their dead and wounded, the survivors ran for cover, but it was only for a moment. Out came another line with yells and cheers, but they too failed. I loaded and fired as rapidly as I could, my mouth burning with the powder in my savage haste to tear away the paper from the cartridges. I had my ramrod in my gun, when it flew out of my hand. A bullet had struck it between my hand and the muzzle of my gun. It hurt almost as bad as if I had been struck across the hand with a club. At my feet, shot through the hips, was one of my company. "Here, Sergeant, take my gun," he said. I took his ramrod and rammed the ball home. I then discovered the rebel line only a few rods away, and I fired ramrod and all right into a mass of men. Picking up another gun (there were plenty on the ground), I continued to load and fire. The regiment stood its ground, and again we were victorious. But to our right the lines had been driven, and all was confusion. The order came to change front to the rear on the left company. The enemy were on our flank. We made our change, carrying our wounded men with us to the new line, and formed at right angles with the old. While we were doing this I saw an Illinois regiment of our division charge across the field, carrying everything before them, and I thought the day was won. But not so. Heavy masses of gray were swinging still to our right. The Illinois boys were coming back with a confused crowd of prisoners, when Gen. Sill, our brigade commander, came dashing by the right of our regiment, going to the front. As I looked upon his handsome face, all aglow with fire, a jet of blood spurted from his forehead, his saber dropped from his hand, his form bent forward for an instant, and then he fell from his horse. One foot caught in the stirrup, and the unguided animal dragged the lifeless form a few rods before the foot became loosened. Then the horse went on into the lines of the enemy, and Gen. Sill lay dead too far to our front to recover his body. It was but a passing thought or scene, still in these years long after I see our gallant commander as I saw him then.

Our new position brought us near some fences only partly thrown down.



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Directly in front the fields were full of men, infantry and artillery. I loaded and fired as rapidly as I could. A few paces to my front was a large gatepost. To this I ran, and from behind it a young Frenchman of Co. E and I fired shot after shot at the officers we could pick out. More than one saddle was emptied.

I do not know how long we would have remained at that gatepost had not our Adjutant, one of the bravest men I ever knew, come and ordered us away. The enemy had again moved to our flank; the regiment had again changed front to the rear, and we did not know it.

As I ran back toward the regiment I saw one of my schoolmates, a large, heavy-set boy, also going toward his company. A cannon-ball passed almost before my face and struck his knapsack, lifting him from his feet. He spun round like a top in the air, and fell a bleeding corpse to the ground. My comrade, the Frenchman, ran to my right a short distance and tried to climb a fence. As he attempted to climb a rebel ran up behind him and pinned him to a fence-rail with his bayonet, the cold steel going through the inside of the thigh. A comrade of the Frenchman's, seeing the situation of his friend, ran to his assistance and killed his assailant by a shot through the head. The Frenchman died a few days later from his wound.

The regiment, after this last change, about-faced and moved in good order into the woods but a stone's throw from where the enemy had come out at us an hour before. As we faced the enemy again they were in the open field and we in the woods. A battery was wheeling into position not more than 40 rods away, the horses under the whip on the jump for life, the officers dashing about.

I have always thought the grandest sight that ever man gazed upon is a cavalry charge. The next grandest sight is a battery of six guns going into action. This battery was fully equipped, with grey horses, well drilled, and they seemed to know their places as well as the men.

As we faced about and began firing, Gen. Sheridan, our own "Little Phil," dashed in among us, swinging his hat and shouting: "Shoot those horses! Shoot those horses!" A horse or a team of horses only 40 rods away were good marks for Michigan boys, every one of whom were used to squirrel hunting at home. The horses went down under a shower of lead, in tangled confusion. The gunners turned their guns on us. Almost as quickly I lay down upon the ground, partly behind a stump. A shell struck the ground just in front of me, throwing a cloud of dust into the air. A piece of shell, a small fragment, struck me in the top of my head, going through the scalp. Another much larger piece struck me in the leg, and I fairly howled with pain, and still I was not hurt. Just then some one ordered us to charge the battery, and of course we did it. About 200 men went out into the field and drove the gunners away, killing many of

them. Then our Colonel ordered us back into the woods again.

The 2d Mo., of our division, had our place, and we moved into the woods at right angles on their flank into a dense forest of red cedar, the ground a broken, rocky jungle. I could plainly see behind every tree a line of rebels. We drove them back slowly, but at what cost! Here my partner, my messmate, the Orderly-Sergeant, went down, shot just above the heart. The men became scattered, and I saw the colors on the ground for the second time that day. I ran to pick them up, but a comrade was ahead of me. I could see that we were almost alone, and I told the color-bearer to go back.

A man of my company, one of the best men I ever knew, was by my side. He was partly protected by a large rock. I had fired and was loading again, when he turned toward me and said, "Look at that, Charlie!" A bullet had struck on his gun-lock, wedging the hammer back. There was an amused smile on his face as he spoke to me. I turned for a glance at him; another ball struck him in the groin, causing him to cry with pain; the next instant a ball struck him in the forehead, and my comrade was gone.

I turned and then discovered that I was alone again. I ran back, loading as I did so, the balls whistling about my ears. I turned and fired pointblank at a man who was running toward me, then ran again; but a thought flashed through my mind that there was no use running. I would be hit just as quick running as walking, and I acted upon the impulse of the instant. Just as I did so a shell passed directly by me in front, and striking a cedar tree tore it into shreds. I don't know why, but all my confidence returned at once. It seemed to my mind that there was some power higher than my own that was caring for me. It gave me courage not only for that day but for days and years after, both on the march and in battle.

I found myself once again on the flank of the 2d Mo., my cartridge-box empty. I picked up a few cartridges from the boxes of the dead men lying everywhere about us. The Missouri boys were out of ammunition also, and with sword-bayonets fixed were fighting hand-to-hand with twice their numbers. Phil Sheridan was right behind them shouting, cheering and encouraging the men, who were striking and thrusting at the enemy with their sword-bayonets, a hand-to-hand conflict that resulted in a victory for our boys.

I found a very small part of my regiment near by. I heard an officer tell Sheridan to retire the division to a certain place and form a new line. Then came the trouble to save some of the men in the woods, where every man was fighting on his own hook. Shells were tearing through the trees, riderless horses were frantic with pain, but, worse than all, hundreds of demoralized men were crouched behind trees, down behind rocks, and in one pit, between the rocks, were a lot of men. Most of these men hurried to the rear when told where to

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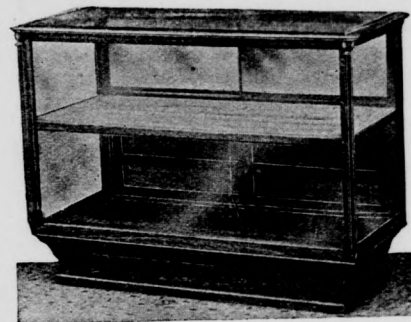
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Pat. March 8, 1898, June 14, 1898, March 19, 1901.

go, but six refused to get out of their pit, but invited me to come in with them, surrender and be saved from death. I begged and threatened, I tried to drive them out with my clubbed musket, but it was of no avail. What were these six men good for, anyway? I left them. I digress to say that of these six men only one came back to us from prison, several months later; the other five died in Andersonville.

The division came out of the cedars about one-half as strong as when it went in. We crossed the pike and formed a new line, and for the first time during the battle tried to protect ourselves with slight works, made of stones and rails.

The Captain was wounded, the Orderly-Sergeant killed, the two other Sergeants missing, I, the Fourth Sergeant, was the ranking officer, and took command of the company—what was left of it to command.

Soon we were ready to fight again. Boxes of ammunition were brought to us, from which we filled our pockets as well as our cartridge-boxes. The ground which we occupied had been fought over once. Many dead and wounded lay about us. Right in front of my company lay a young fellow gasping for breath. We expected to open fire every moment, as we could see the enemy forming to attack. I stepped over the slight works and lifted up the soldier—he was but a boy, like myself—and brought him in. A ball had struck him, tearing away part of his lower jaw. The blood had run into his throat, and he was choking to death. I had some water in my canteen, which I turned down his throat. He began to revive and tried to speak. Soon two men came with a stretcher and carried him away.

Soon fresh troops came up to relieve us, and we moved into a new position, to the right of the last one. Here we supported a battery, lying behind it, which is much nicer than lying in front of one, as we did the day before.

From our new lines we had checked the enemy, and their victorious career on the right ended. That night we were sent to the extreme right, where for an hour we made small fires in the woods and made all the noise we could, to make the enemy believe we had reinforcements. Then we went half a mile farther to the right into an open cottonfield, where, without fires or food, we spent the night—the longest night I ever passed.

The air was filled with fine snow, driven by a cold, raw wind. The reaction from the fierce conflict of battle to the cold and hunger completely unnerved most of the men, and they suffered as if from cholera. I completely collapsed, and lay upon the cold, wet ground, rolled in my blanket, weak and groaning with pain. Others at my side and about me were similarly afflicted with genuine nervous prostration. At daylight we moved back to the woods again, where we made coffee, the first we had drunk in forty-eight hours.

I went out and found a supply-train, and was given a side of bacon

and a sack of sugar. There was no bread that day. We sliced the bacon thin, smothered it in sugar, and ate it raw.

After awhile a line was marked out for breastworks, and we set to work with a will. Stones, logs, dirt, anything and everything came into use. There was a field out to our front; beyond that a thick body of timber. There were a few men a short distance in our front as pickets, and they were ordered in.

There was something going on in the woods. Our boys were kneeling down out of sight behind our works in the woods. I was walking back from an interview with the Colonel, when "bang!" went a cannon, right in front of us. The next instant I heard something rattling through the trees. I had my blanket rolled up, as usual, yoked over my shoulder, when, without any preparation, I tumbled back head over heels. To say that I tumbled would be putting it mildly; I fairly pounded the earth with every prominent part of my body. I finally got upon my feet, to find that a grapeshot weighing about half a pound had struck my blanket roll on my shoulder. I was but slightly hurt. One of my men picked up the shot and gave it to me to keep as a souvenir. The blanket had saved my life. After shelling us a while they concluded the woods were empty, and a regiment, about 400 strong, came out of the woods directly in our front. They came across the field in splendid shape, without the usual skirmish-line. Surely some-

one was blundering on their side.

I was on my knees at the right of my company. I wondered if we never would be ordered to fire. Turning my head I caught a glimpse of Phil Sheridan and Col. Nick Greusel, our brigade commander, peeping through the bushes, watching the unsuspecting enemy approach.

Suddenly the single word "fire" rang from Col. Greusel's lips. The crash of 400 muskets rang in the air almost as one gun. The carnage in front was simply frightful; the rebel regiment seemed to have been swept off the earth. A regiment to our right ran to the front past us and swept around behind the enemy, and not a man of the rebel regiment escaped. Many were killed, more wounded, and the balance were satisfied to lay close to the ground, and glad to be taken inside our lines.

This was an Alabama regiment, almost new to the service, with an inexperienced commander, who threw away his life because of his lack of caution or experience.

This was New Year's Day, and although the battle raged for two days longer, it was on our left, and our position was not again assailed. My regiment went into battle nearly 300 strong, and lost half of its number in killed, wounded and missing. I had but eight men left in my company.

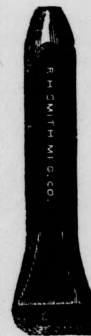
New Year's morning, when the battle was fairly over, the slightly wounded and many others came up from the rear, making the regiment almost 150 strong on the day of final victory, Jan. 3. I had a scalp wound

and used a rough crutch in order to get around on the leg that was wounded by the same shell. My right hand was injured and I had a flesh bullet wound in my right arm and a bruised shoulder from a grapeshot. It took all my spare time for three days soaking the clotted blood out of my hair, and I finally had the Surgeon shave a section off, as the easiest way out of the trouble.

I was promoted to Orderly-Sergeant, and wrote my mother, saying that from my experience for the past ten days the war was a great success.

Chas. E. Belknap.

A slanderous tongue without listening ears would be as idle as a clown in the desert.



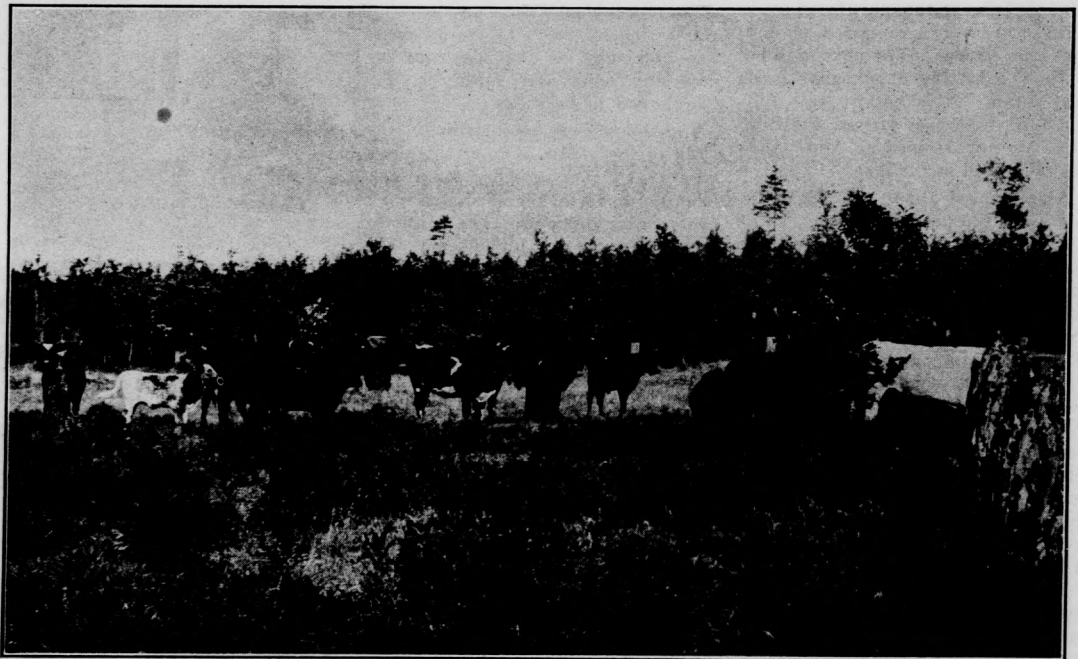
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## Photograph of Cattle Grazing on Northern Michigan Cut-Over Lands



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**

### Grocers Who Have Done Mail Order Businesses.

I've always been interested in the mail order business—it's a fascinating scheme; just to sit in a luxuriously furnished office and open envelopes with dollars bills in.

The mail order business is the greatest business on earth, if you can once get established in it. And it's the easiest, too, for your advertising sells your goods for you, if it's shrewd advertising, and all you have to do is to fill the orders that good fortune throws in your lap.

Of course, that's the bright side of the mail order business. There's another side, where the advertising isn't shrewd, or isn't big enough, and where the envelopes that you open contain only bills from advertising agencies.

I knew a grocer who graduated from the grocery business into the mail order business. The last time I saw him, which was about two years ago, he was rich and still making money.

This man had a scheme by which any housewife could make her own soap by some sort of cold, easy process. I've never made soap, although I occasionally use it. But as I understand the usual process, you must do a lot of boiling and fuss around a great lot before the soap is made.

This grocer had a cousin who was a good soap chemist, and he gave him a scheme by which all you had to do was to mix up a few chemicals cold and you had good soap. The grocer had used the thing in his business before he began to sell the formula. It worked well. He only had a little business and never tried the thing on any extensive scale, but he made his own brand of laundry soap, and used to tell me that it went very well and gave satisfaction. I saw it—it looked just like any soap, but wasn't moulded quite as well.

Something put it into this man's head one day that there ought to be an even better market for the process than there was for the soap. So he wrote up some plain directions, had them printed and then started in to advertise 'em at a dollar a copy.

He's often told me about his start. The first year he did local advertising only—didn't touch the big mail order papers at all. What I mean by local advertising is that he used the country papers published throughout his county. Not in his own town, of course.

Well, the first year he found he had spent a little over \$100 in advertising, and he had taken in a little over \$70. Loss, \$30 in cash and the cost of printing, postage and labor.

The next year he advertised a little in the New York World and New York Journal—put a want advertisement in both these papers at least once a week, sometimes more. These advertisements paid big. He used to get a lot of mail, and the greater part of it had dollar bills in.

The second year he spent nearly \$500 in advertising, and his cash receipts were between \$750 and \$800. I forgot the exact figures. That

meant that he got back his loss and made some profit.

The next year he had a lot more gumption about advertising, and he advertised in the mail order papers—these women's papers that go to the country districts.

You have no idea what a lot of goods are bought by country people through these weekly or monthly papers that make a specialty of little inch and two-inch advertisements.

Why, if father comes home from the postoffice without the paper on publication day, mother goes to bed real mad. They all read it and re-read it until it's squeezed dry of everything except finger marks.

I know a young woman who bought every Christmas present she bought through advertisements in mail order papers. And it's interesting, if not apropos of anything, that some of the things she got were quite fierce.

In his third year, my friend, the grocer, spent nearly \$1,000 advertising in these mail order papers, and the World and Journal, too. That year he found he had cleared \$1,000, and he turned over his store to a brother-in-law—like a darned fool. I said then—and started in to push his soap scheme exclusively.

He's done well with it. That man has a cinch! All he does is to keep his advertising going, lopping off the paper he finds doesn't pay him and filling the orders as they come in. And they come in, too.

I saw the lucky dog about two years ago. He has a room in his house fitted up as an office. He was sitting in there the day I called at his house. It was a comfortable, sunny room, and the ex-grocer was opening a batch of mail with a silver-mounted envelope opener. It made my mouth water to see him stack up the dollar bills under a pa-

per weight. It was all I could do to keep from making a small touch—the sight of money always affects me that way.

When the letters were all opened, my friend, with a happy smile, addressed an envelope to each one and tucked in his formula and a little circular-letter he sends out with each. Then he sealed 'em with a patent machine he had there, put stamps on, and his work was over until the next mail threw some more at him.

By gad, it was the greatest cinch I ever saw! It made a life on the road look sick, I tell you! I said something like this to the ex-grocer.

"Yes," he answered, "I've got a pretty good thing. It's all right, too—there's no fake about it. My scheme will do all I say it will."

"Won't the thing come to an end sometime?" I asked.

"Hasn't shown any signs of it yet," he said. "I've been in the business now ten years, and every year I've done more than the year before. Last year I made over \$4,000 out of it."

I stumped down his front steps with my old carcass filled with envy. There I had worked for twenty years, hard, on the road, and had never been able to make more than enough to pay my bills, and here was this fellow sitting on a leather chair in a sunny room and making as much out of one mail as I made in two days.

Well, it's all in the day's work. I'll take as much with me in the end as he will. Only the soles of my feet will be worn smoother.

I know another grocer who runs a little mail order business. This never amounted to as much as the other man's. He has a liquid cleaner. It was a good thing, but the world is full of cleaners. He tried

it in his own business first, too, and it went pretty well, so he advertises it now a little and makes something out of it on the side. Maybe he clears \$200 or \$300 a year out of it, but then it has never been more than a side issue with him. I doubt if it would ever go like the soap scheme, for it hasn't the novelty.

This fellow charges 25 cents a small bottle. It costs him, ready to mail, 5 cents. He needs the stuff to clean his conscience for making 400 per cent. profit, if I know anything about it.

Those are the only two grocers I have ever known who have had anything to do with the mail order business.

An experienced mail order man told me once, when I was telling him about the grocer who sold the soap formula, that there wasn't a grocer in business who didn't have something in his stock that he could sell by mail.

I questioned this, but he contended that the staple, every-day things that the grocer sells were exactly the sort of things to sell by mail, because everybody wants 'em. You don't have to spend any money creating the demand—it's there.

Remember the Michigan man who sells eggs by mail.

And this mail order man said something else that there's a good deal in—he said that every woman would rather buy from some concern a hundred miles off than from her own dealer, and so it is easily possible to do a tremendous mail business in goods that are sold in every village in the United States.

I give this to you grocers for what it may be worth. Some of you try to sell sugar by mail.—Stroller in Grocery World.

# IF A CUSTOMER

asks for

# HAND SAPOLIO

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

**HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.  
Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.**

## Woman's World

### The Mutual Relations of Mothers and Daughters.

There is no other human relationship that should be so close as that between mother and daughter. No woman can hope to ever wholly understand or sympathize with her son. Between him and her there exists the bar of sex, of different experiences, different desires, a different destiny; but with the girl child she has borne she has everything in common.

Every step that the girl must tread the mother has already trodden before her; every experience that the girl must undergo the mother has already known; every impulse that stirs the girl's heart the mother has already felt. And one would think that out of this very unanimity of sex and blood and knowledge and experience there would grow a sympathy and affection that would be the strongest tie on earth.

This is far enough from being the case. It is true that there are few instances in which a real lack of affection exists between mothers and daughters, but, cynically enough, this affection generally belongs to the category of blessings that brighten as they fade; and in the majority of cases it is only after a girl has married and gotten a home of her own, or has gone out into the world to work for herself, that she and her

mother really begin to understand and appreciate each other. The picture of a mother and a daughter who are real friends, and whose companionship is elective instead of being forced on them by nature, is a beautiful and poetic one; but in actual life it is as rare as a Velasquez in a chromo factory. There is no other girl alive with whom the average woman feels so unacquainted as with her own daughter, and there is no other woman in the entire universe to whom the girl could not easier open her heart than to her own mother.

No one will deny the truth of this assertion or question that this estrangement between mothers and daughters offers a grave problem for the consideration of parents. For one thing, it robs the two women of the sweetest, the most unselfish and the purest love they could ever know; and for another, it deprives the girl of the protection and guidance that would prevent many an ignorant young creature from making a shipwreck of her life. It is not the girl of the protection and guidance who tells her what she thinks that goes wrong; it is the girl who goes to fortune tellers for advice, who confides her heart secrets to strangers, who meets men of whom her mother never heard on the streets, and who finds every place more homelike than her own home, who furnishes the skeleton for so many family closets.

Many reasons may be given for this unfortunate state of affairs, the

most obvious of which is that we put too much stress on what we call natural affection. In the young there is no such thing as natural affection, which is purely animal dependence, after the time of babyhood is passed. We do not love people simply because they are kin to us; we love them because they are congenial to us, and because they do something to make us love them. It is said that blood is thicker than water, but it is also often sourer than vinegar; and there are no other people that so set our teeth on edge as the uncongenial people of our own family, to whom we are bound by the ties of relationship.

This is a point that mothers only too often overlook; they expect to possess their daughters' hearts by right of ownership instead of right of conquest; they feel that their girls, for whom they have done so much and sacrificed so much, should love them and confide in them, and they forget that duty never yet begot love or confidence. They are the children of fancy, that come and go as they list, and nobody may control them. No girl ever yet whispered her shy little secrets to her mother because her mother had a right to know what she thought and felt; no girl was ever companionable with her mother because she owed her mother some return for years of care and service. The woman who wants to be her daughter's best friend has to establish some better claim upon the girl's affection than that.

She has to make the girl feel that

her love and sympathy are an unfailing fountain to which she can always turn to refresh herself, and this, not in big things, but in little ones. Anyone can rejoice with us when we achieve a triumph, or mourn with us when we meet with a tragedy, but the people who grapple us to them with hooks of steel are those who can enter into our moods and fads—who can get just as excited as we do over the discovery of an old blue plate, and can be just as outraged as we are when Mrs. Smith fails to invite us to her little dinner, but sends us cards for the omnibus crush afterwards. I know a famous literary woman who declares that the reason she is so devoted to her husband is because when she gets a new frock home from the dressmaker that instead of being a creation is a bungle, and she weeps over the ruin, he does not say: "Now, my dear, a woman of your intelligence ought to be ashamed to be annoyed by such a trifle. I am surprised at your lack of control, etc., etc." But, on the contrary, he rises up in all the strength of his masculine vocabulary, and says the things that a perfect lady may feel, but may not utter, about the dressmaker, until the first sting of disappointment is over, and his wife is ready to feel that life is still worth living in spite of spoiled gowns.

Few mothers have this comprehension of their daughters. They might sympathize about a ruined dress, for clothes are a common level on which all women meet, but when it comes

## 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

to little things in which the mother has no personal interest the girl who expects sympathy of her mother generally asks for bread and is given a stone. In the majority of cases a mother's sympathy narrows down to purely personal tastes and when you hear a woman lamenting that her Mary is "queer," or her Sallie such a "disappointment," ninety-nine times out of a hundred it is merely a case of Mary or Sallie wanting to do something that her mother never wanted to do. If the mother was a beauty and belle in her youth, fond of dancing and gayety and flirting, she is full of sympathy for her daughter if she, too, is fond of society. If, however, on the other hand, her daughter is intellectual or pious, and cares nothing for the gay world, how little does her mother enter into her thoughts and aspirations; or, you may reverse this, and you still find it true. The frivolous daughter of a serious mother slips away with some gay matron to dances and parties, just as the serious daughter of the worldly mother turns to some other woman for sympathy and encouragement in her desire to pursue a career, or do some real good in the world. And yet mothers lament that their daughters do not confide in them! The wonder would be if they did.

Another bar between mothers and daughters is that the mother so often allows herself to be nothing but the critic on the hearth, and keeps herself in a sternly disapproving attitude that frightens away every confidence as completely as a scarecrow does timid birds. If there ever was a time when she was silly and giggling she has forgotten it. If there ever was a time when she thought it a triumph to adorn herself in seventeen secret fraternity pins, and wear college colors, and considered it madly fascinating to have callow youths write their names on her fan, she ignores it. "When I was young," she tells her daughter, "girls and young men sat up with the width of the parlor between them, and conversed in elevated tones about the uplifting effects of poetry and dilated upon Shakspeare and the musical glasses," while, as for permitting any familiarity, she was, according to her account, the original human icicle, and would have died before she would so much as have let a man squeeze her hand.

Now the girl is miserably conscious that she and her friends fall far below that exalted standard, and she knows her mother despises them accordingly, and she protects herself as best she may by silence and by keeping her chums, male and female, out of her mother's sight. It is no wonder that the girl who knows her mother is going to criticise her conversation lets her hear as little of it as possible. It is no wonder that the girl who knows her mother is going to ridicule her friends meets them elsewhere than in her own home. It is no wonder that the girl who knows her mother is going to be shocked at every little thing and see harm in acts that the present conventions of society—which, after all, decide the

propriety of many things—consider harmless hides her little escapades, that sometimes develop into serious misdemeanors just for want of a gentle restraining hand. It is the mother with the chronic "don't" habit who drives her daughters into actual wrong-doing.

A potent cause of friction between mothers and daughters, and one that is largely responsible for driving girls into matrimony inconsiderately, and that makes them yearn for careers, is the inability of mothers to realize that their daughters are grown and have the rights of grown people. There is, apparently, no other thing so impossible as for parents to see that their adult children resent being treated like babies. This is particularly true as regards mothers. Sometimes a father rises to the height of granting his son liberty to do as he pleases, but as long as a girl remains at home her mother considers she has a perfect right to dictate to her about her clothes, what she shall eat, and think, and believe, and how she shall breathe. I have known old maids of 45 who have never been permitted to even pick out a pocket handkerchief for themselves, and I once heard a bride ejaculate the day after she was married, "Thank God, I'll never have to wear another pink dress"—a uniform she had worn consistently ever since she was a baby because her mother happened to admire pink.

Mothers make another mistake in barring their daughters from all participation in the housekeeping. It is said that no house is big enough for two women, and the pity of this is that it is true of mothers and daughters. Few women will let their daughters have any authority in running the home. If the girl wants to introduce any new ways of doing things, the mother objects to it. If the girl tries to cook new dishes, the mother is either so afraid she will spoil good material, or is so fond of bossing she won't give her a free hand, and after a little the girl sees the impossibility of doing anything and gives up the attempt. The evil of this is threefold. The mother has deprived herself of a helper, she has closed the door of a legitimate interest to her daughter and she keeps the girl from learning the rudiments of the profession of housewifery that is to be her life occupation when she gets married. If mothers would only take their daughters into partnership with them in the home, it would do more to settle the question of what to do with the idle, restless, dissatisfied girls who imagine themselves embryo geniuses than anything else.

There is nothing new in these suggestions. Almost every mother's daughter of us has had a good mother who would have died for us—and who rubbed us continually the wrong way. We remember how they worked for us, and sacrificed for us, and how they bossed us, and never would let us have our clothes made as we wanted them, or make a cake without standing over us to see that we did it their way, and the wonder of it all is that having been through it all, and knowing just how a girl

feels, we should be passing the same kind of blundering affection and treatment on to our own daughters!  
Dorothy Dix.

A man can not reverence that which he can not respect.

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By using a

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Full particulars free.  
Ask for Catalogue "M"

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

**The BRILLIANT Gas Lamp**

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



## The Same Everywhere

No matter where you are, if you buy Lily White flour you will get exactly the same flour that every one else does who buys that brand.

We do not put up one kind for Grand Rapids and another kind for Petoskey.

# Lily White

"The flour the best cooks use."

Is the same all over the State. Whether you live in Grand Rapids or some small town, you get the genuine when you buy Lily White.

## But Be Sure It's Lily White!

There are many imitations on account of its great popularity. Some twist the name around, while others try to make their sacks look like ours, but the genuine always has our name on the sacks.

Remember, there is only one Lily White. We have the brand copyrighted and no one else can put flour up under that name.

But we have known many people to be deceived by imitations. Therefore, for your own sake as well as ours, be careful.

**Valley City Milling Co., Grand Rapids, Michigan**

### GOOD MERCHANTS

Can recommend to their customers and friends

## MEYER'S Red Seal Luncheon Cheese

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

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

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



Manufacturer of  
**Red Seal Brand Saratoga Potato Chips**

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

## Clerks' Corner

### The Clerk Who Gets the Commercial Persimmons.

The members of the Bailey & Son Company had finished their Christmas dinner and were indulging in a little shop-talk before the seasoned-hickory wood fire in the library. The dinner had been one of Mrs. Senior Bailey's best—that is praise enough for the best in the Great Lakes' basin—two choice cigars straight from Key West had been duly fondled and lighted, each contented smoker had taken his favorite attitude in his favorite easy chair and some of the choicest blue which only the richest brown leaf can furnish curled gracefully and incense-ly upward in a restful silence which only the faintly protesting mantel clock found fault with as it persistently marked the passing time of the happiest day in the year.

"You see, Mat, I've come to that period when I don't want to do things on time. I've been at it now for a good many years and while I used to feel honored when the people between here and the store knew to a dot what time it was when I went by their gate, I'm getting over that and I've about made up my mind to begin the year by taking things easy. If I don't feel like getting up at half-past six I'm going to lie abed. If I am ten minutes late in getting down to breakfast, ten minutes it is and I'm not going to be sorry and promise not to do it again. Half-past seven is a good wholesome hour to get down to the office and have my desk open, but if I get down there a quarter of an hour later, or an hour, or if I don't get down at all, it isn't going to be anybody's business and I'm not going to sneak in as if it were something to be ashamed of.

"Now that's the fact of the case up to date and the next thing is to provide for it. Unless you see a better way out of it, I've a notion that we'd better take the most promising man we have in the rank and file and let him come into the office. He can open my letters, pick out the ones that I've got to attend to and in a good many ways relieve me from the detail drudgery which I've been kicking against for a long time.

"Who the man is I haven't the slightest idea. Just now it seems to me that he ought to be somebody whom you can get along with, because you'll have him all the time, and that I can endure to have around. He can't be lazy, and I should brain a 'soft snap' man within three minutes after I had found him out. Of course, taking him into the office with us would be liable to 'set him up' and I should hope it would, but if it should give him the swell-head he'd go out a mighty sight sooner than he came in. I'm willing to understand that his coming in would mean all that the act implies later on and I guess neither of us would do any quarreling over the amount of capital question if we get hold of the right man.

"When it gets down to the real man we wouldn't disagree. I don't want a spendthrift and we both detest a pincher of the eagle-on-the-quarter. He's got to be a man with considerable mind-training behind him. He mustn't be a wearer of hand-me-downs. He's got to keep away from the shoe store bargain counter and if he wipes his nose on his napkin or tucks one corner of it between his neck and his neckband that settles it; we don't want him. I'm willing to have him smoke, to swear within bounds when he gets mad and play cards when he wants to at night if he doesn't play for money. I won't say anything about personal cleanliness or honesty or business push and commercial 'get there,' because those are understood. I won't say anything about character; it must be above reproach, but I do say I want a man—I rather have him youngish than oldish—who comes as near an American Christian gentleman as we can get hold of.

"Don't tell me that old story of the man who wanted perfection for 25 cents because I don't; I'm willing to pay for it and I'll pay for it well. It's worth it and the boy who promises best shall have the first whack at it, and the important question now is, Who is he?

"And the next important one is, How are we going to find out?

"There are two of the fellows at the store who on general principles might fill the bill. They are gentlemen and both college-bred; but whether they have the commercial stuff in them which we want remains to be seen.

"There's where the office training comes in. It'll be three years at least before the '& Co.' will mean him, and what we want now is to get at that personal inside fact which will settle the matter for him and for us. That we must get by keeping our eyes and ears open. Who are they?

"Edgewood and Kirkland; both New England men with no foolish notions of getting what they haven't earned; both ambitious to get on; both right up and down good fellows with a worthy ancestry behind them and both men who will be good representatives of the house in the firm or out of it."

"Good. Now let's watch 'em."

With that for the programme the New Year witnessed the beginning of it. Bailey Senior began to get down to the office at "any old time," thereby demoralizing all the clocks on the street. Worse than that, when he reached the office he didn't stay in it, but began to "snoop around" the store to the great wonderment of everybody on the force, who naturally enough kept up a lot of thinking without saying anything. Then, as luck would have it, Helen Graves and Margaret Vandahl, the first a niece and the other her friend, stopped over for a fortnight on their way to Los Angeles, and part of the good time the Baileys "put up" was a series of dinners and dances and theater parties, which kept the young ladies from being homesick. This

made Edgewood and Kirkland almost necessities. At all events the Baileys seemed to think so, an opinion which the young ladies shared long before they went away. The first dinner settled the napkin question. That accessory of the table didn't usurp the duty of the handkerchief nor creep into the diner's neckband. The occasion did proclaim that both young men were at home in a dress suit and were pleasantly equal to the requirements which that badge of modern civilization calls for. It brought out the fact that the young men did not find it necessary to talk shop in the entertainment of the young ladies, that they were fairly well posted in regard to what was going on in the social and literary world and could turn their knowledge of both to practical account. They did indeed so conduct themselves during the young ladies' stay as to become endeared not only to the young ladies themselves but to the friends who entertained them, and for a long time after the departure Westward the "boys" received and accepted a standing invitation to Sunday dinner at the stately house on Delaware avenue.

So from January to June the watching went on and finally one Sunday evening after the guests had gone and the Baileys, father and son, were making the most of the fair June weather on the front veranda, hidden from the street by the fragrant curtains of the blossoming honeysuckle, Bailey Senior all at once broke out with:

"Mat, I'm ready to report on my candidate for the front office; are you?"

"Yes, and have been for weeks."

"Who is he?"

"Edgewood. Whose yours?"

"Kirkland."

"Why?"

"That same question puzzled me for a good while. At first I began to think we'd have to 'flip up' to settle it. Then I became dissatisfied with that and concluded that there must be a reason and I've found this: Coming right down to fact, Edgewood when he has done a good thing acts as if he ought to be paid for it; Kirkland when he does one believes that he has got his pay in doing it, and that's always the man for me."

Kirkland went in, but I'm glad to say that six months after Edgewood went in, too, and in spite of the difference, to-day Bailey, Kirkland & Edgewood is one of the thriftiest houses in the Great Lake basin.

Richard Malcolm Strong.

## 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.

Kirkland St.  
Cleveland, Ohio

## CHAS. A. COYE

JOBBER OF

Cotton, Jute, Hemp, Flax and Wool Twines

Horse and Wagon Covers, Oiled Clothing, Etc.

Grand Rapids, Michigan

11 and 9 Pearl St.



**LUCKY JIM.**

**Subject George Morse Is Always Willing To Discuss.**

Strewn along the lower shelf of the big bay window at the entrance of the Morse Dry Goods Co.'s establishment, last Saturday evening, the pedestrian, if he didn't freeze to death, might have noticed a handsome array of Gibson Widow china plates. They were about the size of an ordinary dinner plate, the background of all of them being white with a pattern in blue, somewhat on the geometrical order, around the edge, each being different from its mates as to the center, the several stages of the Widow's grief being feelingly portrayed in black and white, with an inscription under each picture. To those fond of Life and all it means they are especially interesting. Under the wording of each illustration, at the left, was the following: "Copyrighted by Life Publishing Co.," along with the date of same.

A few moments of a busy man (George M. Morse) were asked in explanation of the plates.

"Certainly—tell you all you want to know:

"They're brought over to this country by Bassett, the New York importer, the man who has made famous the so-called Bassett ware. He advertises it in the Ladies' Home Journal. He is trying hard to introduce it to take the place of Haviland china. It isn't so fine, you can tell the difference, but still it is a very good china. It won't 'craze' and as a rule it comes in white, decorated with neat flower designs. These Gibson Widow plates are different, however. So far they are exclusive with us, as far as the local stores are concerned—I don't know of any others having them. They are manufactured in England—a Doulton ware. Yes, they would make nice favors for some social function.

"'Lucky Jim?' (twirling the Gibson Widow absently on the counter and with a brightening of the eye). "I traded him, with an even hundred to boot. Oh, the horse craze has cost me an awful lot of money—an awful lot. I'd be a good deal better off to-day, in a money sense, if I'd let horses alone. I've always owned a horse—never been without one—ever since I was a boy 16 years old. I've never seen the time for thirty years that I was without a horse.

"Yet, would you believe it—now, you wouldn't think a horseman would do such a thing, would you?—when I was ready to buy my home, I actually went and got a place without a barn! Did you ever hear of such a thing! And the joke of it is that there ain't any place for a barn, even, the lot's too small for that and the house, too. I think a barn's lots nicer than a parlor. I can take loads more comfort out in the barn being around a fine horse than sitting up in a parlor! There ain't anything I like better about a home than a nice, well-appointed barn—everything in ship shape, a place for everything. And to think I overlooked a barn when I bought my home! How'd it

happen? Oh, I just got hooked onto the bargain before I noticed there wasn't any barn. I bought the Peregrine place—Morris avenue, next to Cherry, number 17.

"Races? Well, a fellow's simply got, yes, got to have some fad to take his mind off from business, and everybody that knows me knows that mine's always been horses. Sometimes I've tried to picture myself sailing down the street the owner of a Red Devil. Why, people'd think George Morse was crazy—crazy!—without a horse. Why, one time, before Father died, we (he and I together) owned five—all fast horses! I tell you, a horse can eat his head off standing in the stable. After Father died, Mother—she said they were mine. And I had 'em all to feed—every one of 'em! I disposed of three of the five. No, I didn't lose anything on their sale!" (with a short laugh and a reminiscent look in the eye.)

"I've attended every big race that was ever held in this country—every single one. Went to Detroit one time that I have in mind—always go to the races there, always—and I had \$100 in my inside pocket. Well, I had a little luck and I came back here with eleven crisp \$100 bills in the place of that \$100 I took over. 'Now,' I thought, 'I'll just put this \$1,100 into something I've wanted and didn't feel I could afford.' So I salted the whole thing in a tobacco deal—and I dropped it all in a heap—that nice bunch of \$100 bills that I came home from Detroit with! Didn't save a red out of it. They often ask me where those eleven \$100 bills are. I've been to hundreds of fairs—hundreds. Sometimes a fellow loses, sometimes he wins—it's a precarious business. A fellow's money in pocket if he lets it all alone.

"Don't I hate to part with a horse after I've had it quite a while? Um—some of 'em I do and then again some of 'em I'd rather get rid of. A horse, to please me, has got to know something. No, personally, I never cared much for 'Lucky Jim'—I never liked his disposition. The horse I traded him for has a white face. I'd all my life wanted a horse with a white face, and never owned one. The minute I set eyes on this horse—saw its white face—I wanted it. So I gave a fellow an even hundred and told him to go trade 'Lucky Jim' for the white face. I got it. 'Now,' I said, 'at last I've got a "family horse." Everything I'd ever possessed in the line of horseflesh had been a trotter, or a pacer—anything and everything but a 'family horse.' At last I had a 'family horse.' But, do you know, somehow or 'nother that 'family horse'—I named it Micawber, 'cause another one was Wilkins—that 'family horse' is developing into a trotter! Fact! They all seem to get into trotting ways just as soon as I get hold of the lines! Ain't it queer?

"Talk about fairs! As I said, I've attended hundreds of these country fairs. I've opened dozens of 'em. Oh, they're a great thing to draw trade with—a great thing. Why, all the farmers' anywhere around here

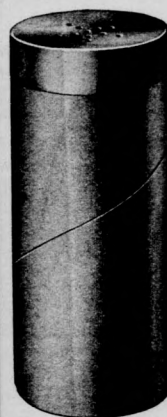
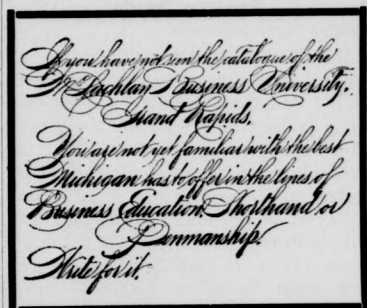
know me—by my horses. I've a big country trade—a big country trade. Great thing to draw 'em in with—great thing to draw 'em in with. Why, I work the horse racket same as other dealers work the church racket—just the same—just the same. Great card!"

And the Gibson Widow was given an absent-minded—and parting—twirl on the counter and sent upstairs to the crockery department, under the escort of a short-haired, boyish-looking girl, to gently repose with the rest of her—the unsold remnant of the six dozen she came over from England to Grand Rapids with, to grace this section of the Morse Dry Goods Co.'s store.

The interview in regard to the plates was ended, but, so far as relating to

the Gibson Widow, it somehow seemed a case of "Hamlet, with Hamlet left out!"

The giving of grace depends on the grace of giving.



**Make Anything That Sifts?**

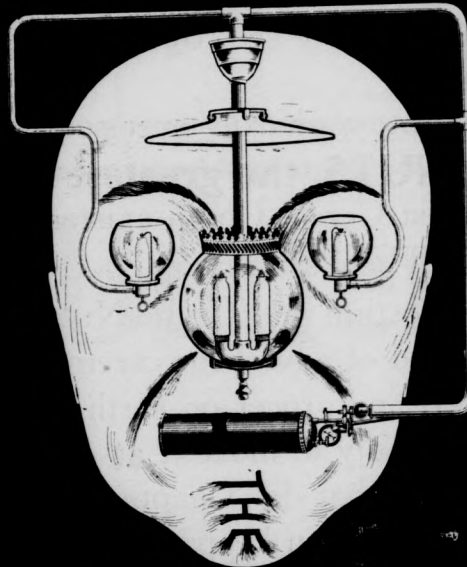
We make you your first profit by saving you money.

**Gem Fibre Package Co., Detroit, Mich.**

Makers of Aseptic, Mold-proof, Moist-proof and Air-tight Special Cans for

Butter, Lard, Sausage, Jelly, Jam, Fruit-Butters, Dried and Desiccated Fruits, Confectionery, Honey, Tea, Coffee, Spices, Baking Powder and Soda, Druggists' Sundries, Salt, Chemicals and Paints, Tobacco, Preserves, Yeast, Pure Foods, Etc.

**FOR STORE AND STREET LIGHTING**



National Lighting System AND

**THE WONDERFUL DORAN LIGHT.**

The host of past mistakes will not haunt present success. Be successful. Take the bit in your teeth. Forget the past and begin anew. Create a demand for your goods by showing them in the right light, the Wonderful Doran Light. It will attract custom and improve the looks of your place of business. Our book explains all. ACORN BRASS MANUFACTURING CO., 214 Fulton St., Chicago

## New York Market

### Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Jan. 9—There is a steady, although slight, improvement in the demand for coffee and quotations are not only well sustained, but show some advance. Rio No. 7 is now quotable at 7½c. Receipts of coffee at primary points show some increase, as the long-drawn-out holiday in Brazil is about ended and laborers are working again. In store and afloat there are 3,249,406 bags, against 2,678,419 bags at the same time last year. Mild grades are steady and unchanged as to quotations, Good Cucuta being held at 9½c. East India sorts show no variation.

New business in refined sugar is small in volume. The trade, as a rule, seems to be pretty well supplied at the moment, and rather than add to stocks they are waiting to see what there is in store for the future. A fair trade has been done in withdrawals on old contracts and this would have been of larger volume had the streets been in better condition.

There is a strong, steady undertone to the tea market and a pretty good volume of business has already been transacted by jobbers. A fair line business is also reported and upon the whole the year opens auspicious-

ly for the tea trade. Prices are very firm, owing largely to war reports, but the situation is encouraging anyway.

There has been very little done this week in the rice market. It is rather early to expect much business, but even at this time a fair number of enquiries are coming in relating to trade in the near future and dealers are very hopeful that within a fortnight or so they will be doing a very satisfactory trade. Prices are firm and weakness is shown nowhere.

There has been a very fair volume of trade in spices this week and the outlook continues strongly in favor of sellers. Cloves are in very light supply and the 20c market prophesied some time ago is almost in sight, as quotations for Zanzibar are now 18@18½c. Pepper, too, is firmly held and quoted at 12½@12¾c for Singapore.

Molasses continues very firm and the market steadily improves. Some delay in deliveries has existed, but this will soon be remedied. Full quotations are asked and buyers are not inclined to hold off for lower prices. The supply is not overabundant, but there seems to be sufficient to meet current requirements. Syrups are in moderate supply and well sustained.

There is very little doing in canned goods. Western packers have been selling future corn quite freely and have also disposed of fair-sized blocks of peas and tomatoes. Some small transactions in future Maine corn have been made on a

basis of \$1 f. o. b. Portland. Tomatoes on the spot are worth 90c for New Jerseys and little attention is paid to the article. The demand for salmon is so light that it may be said not to exist.

There seems to be no undue accumulation of butter, but there is enough to go around, as the demand is rather moderate. Quotations have not shown any material advance through the cold week and at the close best Western creamery is worth 24@24½c; seconds to firsts, 18@23½c; imitation creamery, 15@19c—latter for extra quality; factory stock, 14@15½c, with moderate enquiry; renovated, 15@18c; rolls are easy at a range of 13@15c.

A little better demand for cheese exists, but there is still room for improvement. A good many dealers must be pretty closely sold up and a turn for the better is rather confidently expected. Full cream New York State, small size, 12c; very choice large size will perhaps bring the same.

A tumble in eggs has taken place, but it amounts to only 3@4c and there is yet room for a big decline and still leave the article high enough to be classed as a luxury. Western fresh-gathered, 34@35c; firsts, 33c; candled, 25@27c; limed stock, 27@29c. A run of warm weather will probably send eggs down with startling rapidity.

Manhood is the greatest magnet in any pulpit.

### Evolution of a "Boom."

The era of delirious speculation in the Texas oil fields has been succeeded by the solid upbuilding of a great industry, although the passing of the "boom" has spread the impression that the "bottom has dropped out of Beaumont." Yet the wells of Texas and Louisiana are producing 80,000 barrels daily, an annual output of nearly 30,000,000 barrels, or five-twelfths of the world's total production three years ago. Thousands of small companies and independent operators have been wiped out in the inevitable concentration of control in the hands of capital powerfully organized and ably directed, until to-day two-thirds of the Beaumont output is controlled by the J. M. Guffey Petroleum Company, producing 10,000 barrels daily, while the visible remainder is divided among three other concerns.

The recent discoveries of "gushers" along the coast country of Texas, and in Louisiana, have been followed by a conservative development of industry, with little of the malignant speculative fever which devastated Beaumont in its beginnings. Many refineries are in operation, turning out numerous by-products, railroads and other extensive fuel consumers are burning the oil, miles of pipe lines radiate from the several fields, and there is steel tankage in Texas capable of holding 10,000,000 barrels of oil, while earthen tanks can take care of 5,000,000 more.

The serious life expresses itself in simplicity.

# EVER NOTICE?

You may see rows of fly spotted cartons (that used to be pretty) of many kinds of **Cereals**.

But you hardly ever see a stock **ON THE SHELVES** of either **POSTUM** or **GRAPE-NUTS**, the greatest Cereal sellers in the world and made by the largest and strongest Cereal Co. in existence.

"There's a reason."

Postum and Grape-Nuts don't roost on the shelves. A million dollars a year in the right kind of advertising seems to keep them moving.

If any grocer on earth wholesale or retail gets a bit too much stock, the Co. always stand ready to move it **at once** and send check to cover.

But that don't happen nowadays.

Hope you keep stocked.

Grape-Nuts and Postum are as staple as gold dollars.

## Postum Cereal Co., Ltd.

Battle Creek, Mich.

**RANK PESSIMISM.**

**British Lecturers Say That England Is Decadent.**

Professor Karl Pearson, of the Anthropological Institute of London, doubtless did the British people a great injustice in his Huxley memorial lecture. His subject was, "The Inheritance of Man of Mental and Moral Character, and Its Comparison With the Inheritance of Physical Character." Assuming to survey the subject dispassionately from the calm atmosphere of the science of anthropology, the professor claims to have discovered positive evidences of racial decadence in "the lack of leaders of the highest intelligence in science, the arts, trade and politics." He claims to see "a want of intelligence in the British merchant, professional man and workman," and that the only remedy to arrest this decadence is to breed physical character in the bone and not to try and manufacture it in "the home, school or college."

Professor Pearson has doubtless lost sight of the fact that the present generation of Britishers, like the present generation of all other nationalities, is standing on a much higher intellectual and industrial plane relatively than the generations which have gone before it, because of the superior educational advantages that it has obtained and the great advancement which has been made in the arts and sciences in recent times. Faraday, Tyndall, Huxley and some others were pioneers in their respective lines of scientific research, and their genius was all the more luminous by comparison with their surroundings. Kelvin, who is still living, is quite as great if not greater than either, and the only reason why his personality does not appear as conspicuous as theirs did in their day is because it is partially obscured by the greater number of lesser lights with which he is surrounded in this age. The British merchant and artisan are certainly not inferior to those of past generations, but they are to-day confronted with different conditions. A nation of 40,000,000 is experiencing the difficulties of competition with one of 80,000,000 in those activities over which it had practically a monopoly a generation or two back, and the field of British statesmanship has expanded immensely within the past few decades. If similar conditions to those now met with had confronted some of the intellectual giants figuring in England's past political history there might be another tale to tell about them. As a matter of fact, the so-called great geniuses of the past in British history in literature, the arts, industries and war developed at times when the general intelligence of the nation was far below what it is today. The Elizabethan age, for example, produced a Shakespeare, but only one, and no one will be rash enough to assert that the British people do not stand to-day on a far higher plane of intelligence than they occupied when the Bard of Avon flourished.

**Woman and the Coupon Habit.**

It is declared that the practice of giving away coupons with purchases

of cigars and cigarettes has doubled the amount of smoking done by women. At any rate, it has doubled their purchases.

"Women," said a dealer in one of the large Broadway tobacco shops, "are the chief beneficiaries of the coupon system—women and bellboys. The boys can not wait to collect enough coupons to get anything of value, but bring them in to us in small lots and go away delighted in a silver stickpin or a pocket-knife.

"But not so with the women. They start out to collect from 800 to 1,000 coupons and aspire to pearl-mounted opera glasses and gold watches.

"As compared with women, the men who save up for prizes are far behind. I knew of a man who was saving up coupons for a fine alligator traveling bag. At one time he had saved over 800. In another week he would have been able to secure the bag.

"One day there came along a pretty, well-dressed young woman, who asked for the bag herself. She had the coupons all right, and went on to tell me that until the day before she had been the stenographer of this man, but now she had gone on the stage.

"Her employer had discovered that she had saved up about a hundred coupons herself, and as she had casually told him she must now purchase articles for travel, out of the goodness of his heart he gave her his coupons and she got the bag. It only goes to show that a man can not save coupons.

"Women get coupons by strategy as well as purchases. Their chief victim is the susceptible cigar clerk behind the counter.

Many men who are occasional smokers do not take the coupons due them on the purchase. Such coupons we consider our own.

"Now the up-to-date woman collector watches her time, and when the proprietor is out at lunch or dinner she swoops down upon the susceptible clerk and greets him with the sweetest of smiles. There are few youths of 20 who can resist the smiles of a clever, well-gowned woman, and when, after making a purchase of cigarettes, she asks him if he has any coupons that customers have refused to take, she generally leaves with a bunch of certificates in her pocket as the reward for the interest she has taken in the impressionable clerk.

"This trick was played upon me for some time before I discovered it, and then I found that a beautiful young married woman was coming in here several times a week and made it a point to arrive just after I had left for dinner. She had smiled away about \$5 worth of coupons a week, and her little game only ended when the clerk one night invited her to go out to dinner. She left the place in great indignation and has never shown up since."

**Philanthropy Versus Worry.**

One must drive his work in every detail, and not permit his work to be his master. The man who goes to his

place of business day by day to spend the day in trying to catch up with work that is behind soon gets into the worry habit; while the man who clears up his desk every day before leaving is prepared the next day to step out into new fields of usefulness and endeavor. Branching out into new work, to some extent, is in itself a rest, and helps to throw off worry.

One's life must be open for the inspection of the world. No one can avoid worry if he is constantly expecting to pay the price for some duty omitted, or for some dishonorable act committed.

One should be larger than his business. He should not let business absorb all of his strength and interest. He should find some phase of philanthropic work to occupy at least a portion of his time.—Booker T. Washington in Good Housekeeping.

Many a man's walk snuffs out his talk.

**Make Tidy Packages**



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

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

## 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.**

## Furs

Highest prices paid and quick remittances

**CROHON & CO., LTD.**  
Hides, Furs, Tallow, Etc.  
28 and 30 Market St., Grand Rapids

# Butter

I always want it.

## E. F. Dudley

Owosso, Mich.

## Show Windows

### Value of Outside Cases for Advertising Purposes.

Small space necessarily calls for the display of small articles, and they must be such as to compel the attention of the passer-by. Their color, their shape, their unusualness—some special feature—must be depended upon as a drawing card.

You will notice this is always true of the comparatively small upright glass cases employed outside by dealers as an auxiliary to their regular show windows; and the same may be remarked of the larger shelved affairs used as a means of displaying goods between two entrance doors.

An example of the former is to be observed in front of Mayhew's shoe store, directly opposite its one entrance. In this is usually to be found something especially elegant in the various lines of footwear, something appealing particularly to people of fine discrimination as to wearables pertaining to Saint Crispin's art.

In a case of the description referred to the window trimmer of the Boston Store often has a tasty arrangement in fine leather pocketbooks, so dear to the heart of the average buying person, be he man or woman, one of the grown-ups or a child. "Many a mickle makes a muckle," and this is as applicable to the spread of dirt on the outside of a pocketbook as to the accumulation of the pennies inside, and what more annoying or embarrassing to one's pride, while shopping, than to be obliged to bring to light a soiled, shabby-looking purse? Of course, a 'gator (as they call it down South) skin, a lizard skin or a seal skin money holder always shows, like a seal skin sacque, that one once had something elegant if he is fallen on evil days at the present; but take a pocketbook of cheap material to start with and when it begins to give out there is absolutely nothing attractive about it—it is simply a distress to the owner and an eyesore to the other beholders. In the big aggregation of goods in the general show window such small articles as pocketbooks are "lost in the shuffle," as far as catching many eyes is concerned, and the Boston Store window dresser shows discernment in occasionally grouping them in a special outside case by themselves. Books and stationery are seen in them also, the cases, being near the eye, allowing one to read the titles of the former and observe the tints and texture or quality of the latter.

In place of a shelved case between their outside entrance doors, the Boston Store has a plain surface of glass, but a share of the space between this glass wall and the large inside doors is occupied by a larger case than the ones on the sidewalk next the building. This is often utilized by the shoe department to display its goods, also by the lace counter.

By the way, speaking of entrance

doors, the Boston Store is the only Grand Rapids establishment I know of which has a triple glass protection for conserving, for the comfort of employes and the visiting public generally, every bit of available heat. First to be seen from the outside is an immense glass window with a door at each end, "on the bias," a woman would say. Inside of this is a space, trapezoidal in shape, some twelve feet across between the parallels, near the center of which stands the glass standing case I spoke of. Facing the street are two mammoth doors, close together, which open directly into the store. Back of these, and going in the same direction as the doors, is a wide partition, wood at the base for about four feet and above this, to the ceiling, all glass, which shuts off the direct cold blasts of Boreas, if all four doors happen to be opened simultaneously, and yet admits all the light possible. This arrangement is an innovation for this town and speaks well for the enterprise and kindness to employes of the proprietors.

And what shall I say about the dear (I do not mean the prices charged, although they may be the innocent inanimate means of some—more or less—kind husbands making Rome howl), dainty little conceits in the way of jewelry that have from time to time dazzled the glance of the unwary as they have appeared in that most alluring glass case farther down the street, the one belonging to the jeweler's rival, the hardware store! Foster, Stevens & Co. know what to put in that case to tempt the women, and woe be to her on whose purse the pachyderm has brought down his ponderous foot too heavily. She would better say, "Get thee behind me, Satan," when within eyeshot of these trinkets to deck the "female form divine," for if she sees—and hesitates—she's a sure "goner," as the kids say. I give the ladies fair warning (I intend the word "fair" to go with the following one, although it may with propriety always be used in the same breath with the sex feminine). Don't look! If you have not the filthy lucre wherewith to purchase the pretty trifles it were best for your peace of mind that you "pass by on the other side."

The four stores with the large central case stationed between the two entrances are the Morse Dry Goods Co., Herpolsheimer's, Stekete & Sons and Friedman's. These four stores are in the order of their location on our principal business street, Monroe, and the central cases are all good trade-bringers in their way.

### Ridding a Cellar of Fleas.

A safe method is to sprinkle the floor thickly with quicklime; also a bundle of fresh pennyroyal scattered over the floor will drive them out. If fresh pennyroyal is not obtainable get two ounces oil of pennyroyal, two ounces oil of sassafras, and four ounces of alcohol; shake well together in a bottle and spray around with an atomizer. If you substitute sweet oil for alcohol, the mixture, when rubbed on the hands and face, will keep off mosquitoes.

### GONE FOREVER.

#### The Boom Period in the Upper Peninsula.

Written for the Tradesman.

In the light of all that has been said by persons commenting on the business conditions in the country since the recent revolution in Wall Street and other money centers, the dawning of another year causes capitalists and business men generally to wonder what history will have recorded, as far as the commercial world is concerned, by this time twelve months hence. That the glamour that surrounded things with which the sign of the dollar is intimately associated has faded from view is evidenced by the fact that the magazines of the country are no longer devoting the greater part of their space to chronicling the sudden rise to fame and wealth of barefooted youngsters and on all sides those who have been taking flyers in stocks have come to be viewed from the plebeian standpoint as financial suckers and thieves, rather than the gods of finance they were wont to be considered some months ago. Things have changed mightily in a short space of time. Retrenchment is the order of the day and the trimming of sails has been going on with considerable zest, so that the starting of the new year brings with it a problem to be solved by the business interests in every quarter.

Probably no part of the country has felt the effects of the change more than the Upper Peninsula of Michigan. The condition of the iron and steel trade naturally exerts considerable influence on this section of the State from the fact that a majority of the leading cities are supported by the mining industry. The shipments of ore the past year which came down through the St. Mary's canal were less than in 1902 by many thousands of tons and the decrease for the entire Lake Superior region was \$3,389,509 tons. Of course, this was not all in Michigan, but the decrease has been large enough to figure in trade circles. Men have in some instances been laid off at the mines and as a result trade has been restricted to a certain extent. Business has not been dead, however, in any of the towns and there is not the slightest doubt that they are as lively as a majority of the towns of the State.

The towns of this part of the State are different from those where they are supported to a great extent by the agricultural class. Money flows in easy streams and the "squeazy" person is a rare specimen. As a class the people of the Upper Peninsula are spenders and it is but natural that they should consider themselves as in hard lines when business conditions slacken and long green is not growing on every bush. Towns in other parts of the country would be considered very prosperous when in as good condition as some of these mining towns. The reason some of the people grumble is because they are not in a position to blow money right and left as has been their habit for a long time back. In the mining section people turn out

by the thousand to attend the theaters and hockey games and in most cases pay all the way from \$1 to \$5 for seats. They are doing it this winter. The only shows that play at popular prices are the repertoire companies that remain from one to two weeks at a stand. People who spend money in this manner can not be on the rocks very hard, although, of course, no one will deny that things are not going at the pace they were during the boom in Wall Street.

About the only towns in the Upper Peninsula that are not known as mining towns are Sault Ste. Marie and Menominee. Both these towns have manufacturing institutions and are backed by good farming country. Menominee has some very public-spirited capitalists who are not afraid to put money into industries that employ labor and as a result the business condition there is good. Of course, the Soo is indirectly affected by the mining industry, as on the Canadian side are iron and steel-using plants. But the steel rail mill has never been run to amount to anything. About all that has been turned out there is the steel used in the railway construction of the Consolidated Lake Superior Company. The steel and iron workers are mostly men who come from the United States. They prefer American made goods and during the brief period in which the steel plant was running spent a lot of money on the Michigan side of the river. This is as much as the iron and steel business affects the Michigan Soo.

It is evident, however, that the stories printed in the newspapers have misled people into believing that times are not good up this way. There is a cause for this: A stiff rivalry exists between the towns up here. When a few men are made idle in one town the papers in the other cities make a big story out of it and it is but natural that with this wordy warfare the conditions should be exaggerated.

There is every reason to believe that the Upper Peninsula will be prosperous in 1904. It looks as if the conditions throughout the country are beginning to improve. It is therefore probable that the iron business will pick up and the mining towns will profit thereby. So far as the other two cities are concerned, the prospects are bright. Over at Menominee the sugar factory will use several thousand tons more beets this year than last and it is expected that other concerns will increase their operations. In the Soo business men are feeling good after the holiday rush. I interviewed about twenty of the leading merchants this week and all claim to be perfectly satisfied with what they did. Some claimed business was considerably better than they had looked for. All anticipate a good trade in 1904.

The farming interests will exert more influence as the years go by. The country is rapidly filling up with thrifty settlers who are making money tilling the soil. As the farms increase so will business thrive in the towns. Already the farmers have become so numerous in Chippewa



## Poultry

### Different Methods Pursued in Killing Poultry.

The methods of killing fowls vary considerably in different countries and even in districts of the same country, and some of these are certainly most objectionable. It is to be feared that many whose business it is to kill animals for human food, and who have been trained to it from their earliest days, do not give thought to the matter, and frequently adopt systems which, if they gave any consideration to the point, would be realized to be unsuitable, and in many cases positively cruel. These remarks would apply more to those who make it a business than to the small poultry keeper, and what is true of fowls also applies to other classes of animals used as human food. It is largely owing to the efforts of people to whom killing animals and birds is a painful necessity that more humane methods have been introduced. I do not think that the old systems were ever intended to be cruel, but the whole thing was done without consideration.

The system which is now commonly adopted in Great Britain where fowls are killed upon a somewhat large scale is by dislocation of the neck; and when properly carried out, there is no more humane or better method. It must be recognized that the brain is the center of all feeling; when once the nerves connecting that organ with any part of the body are injured or separated therefrom, the sensations are destroyed. This fact was brought strongly to my notice some years ago in the case of a friend who was thrown out of a conveyance, and whose spine was injured, with the result that the lower limbs became absolutely useless. The circulation of blood through those limbs continued as before, but a pin might be forced into the flesh of the leg without his feeling any pain. Therefore when once the nerves are torn across, which can be accomplished in a moment, and the brain is severed from the rest of the body, there is no suffering whatever, and any movement that may take place is simply due to muscular action. Of course death is the result of the severance of the blood vessels as well as the shock to the system, and while this action is going on, the bird is unconscious of any suffering. It need hardly be said that the success of this or any other operation depends on the skill with which it is performed; and when any one is learning the business there is greater danger of causing suffering; but I have never yet been able to see how people could gain the necessary experience without risk in this direction.

The method to adopt is, briefly, as follows: The operator takes the bird firmly by the legs in the left hand; and it is better also to grasp the primary feathers of the wings at the same time, both legs and wings being

held in the one hand. The head is then grasped by the right hand so that it lies in the palm, and the back of the head is grasped by the second and third fingers of the hand. The operator raises the bird until it rests on his thigh, and he then draws the neck to its full length, so that it is practically straight. When this has been done, and the vertebra is at its full tension, by a sudden jerk, both pressing downward and giving a twist backward, the neck is dislocated and the head hangs loose without the skin being torn in any way. This operation requires firmness and some strength, and what must be learned is to give just the twist without drawing the neck too far; otherwise the skin will be torn and the head will come off. The whole operation need not occupy more than fifteen to twenty seconds from the time the bird is first grasped.

The advantage of this system is that if the bird is then allowed to hang with head downward, whether plucking takes place at once or is postponed to a later period, the blood drains into the space between the head and the vertebral column, and does not fly about the place. This not only makes the work more pleasant, but at the same time avoids spoiling the feathers, which ought always to be carefully prevented; otherwise their value is considerably reduced. This naturally is of greater importance where a large number of birds are being killed, but even with the small poultry keeper it is desirable.

Another system of killing is more suitable where it is not intended to pluck the birds as soon as they are killed, and it has the advantage of draining the blood from the body, thus leaving the flesh whiter and also preventing retention of the blood, which—if the birds are to be kept for some time—is of distinct benefit. For this purpose a special knife should be employed. This has a long narrow blade, pointed at the end and sharpened on both sides. The birds are hung up by the legs in a convenient position, and the knife is inserted through the slit which is found in the roof of a bird's mouth, and pressed in a somewhat backward direction right through the brain to the top of the skull. When inserted, it should be lifted up so as absolutely to destroy the brain. The effect of this operation is to kill the sensory powers, and therefore if properly done, the bird suffers no pain; but too often the knife is simply inserted and pressed through the front of the skull, in which case the brain is not sufficiently pierced. If the bird is allowed to hang in this way, it drains thoroughly, and in a very short time death ensues.

I have seen several very cruel ways of killing, practically modifications of the second method already described. The worst of these I met with in France, where the birds were hung up by the legs and a pair of sharp scissors were inserted into the roof of the mouth, and the blood vessels there lying were simply cut across. The brain was not pierced in any way, and death took place by

bleeding, being very considerably prolonged. Such a method is in every sense objectionable, causing a degree of pain which ought never to be inflicted.

In Belgium the plan is adopted of cutting the throats of the birds. This is a system which is certainly distinctly better than the last named, as the deep throat cut severs both the windpipe and the blood vessels, death taking place speedily; but it also is much more painful than either dislocation of the neck or the system of palating—that is, piercing the brain. This method also gives the birds a very unsightly appearance, and the spectacle of fowls lying upon the poulterers' stalls in Brussels and other Belgian towns is very unpleasant indeed. The necks are cov-

buyers and shippers of

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Egg Receivers

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THE LARGEST EXCLUSIVE DEALERS  
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Will pay highest cash price F. O. B. your station. Wire, write or telephone

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EXTRACTS LEMON the only genuine, original Soluble

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## Egg Cases and Egg Case Fillers

Constantly on hand, a large supply of Egg Cases and Fillers. Sawed whitewood and veneer basswood cases. Carload lots, mixed car lots or quantities to suit purchaser. We manufacture every kind of fillers known to the trade, and sell same in mixed cars or lesser quantities to suit purchaser. Also Excelsior, Nails and Flats constantly in stock. Prompt shipment and courteous treatment. Warehouses and factory on Grand River, Eaton Rapids, Michigan. Address:

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## 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.

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

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

ered with a considerable amount of dry blood, and the great gash in the throat gives them an appearance which I am glad to say is not accepted in this country.

It will be seen, therefore, that my predilection is distinctly in favor of the system which is commonly adopted in the majority of British poultry districts, namely, dislocating the neck, and that this should be recommended. Some time ago I found in one part of the North of England that many people killed the birds by simply pressing the thumb upon the windpipe, practically causing suffocation. This method is very undesirable, because it causes suffusion of the blood all over the body, and the result is that instead of the flesh being white or pale in color, it is red. In one part of France ducks are killed in a manner very similar to this; but for reasons which I can not understand it is desired that the flesh shall have a red appearance. That is a matter of taste, and one which I should be very sorry to see encouraged, not merely for the reason that the flesh—while it may be fuller in flavor when the blood is forced back into the veins—has a red appearance, but also that such a system must cause considerable suffering to the birds, and, as was stated at first, it should be our object to avoid that in every way possible.

Stephen Beale.

**New Meat Delivery Plan.**

Since the time of the Kansas City flood the packers have not delivered meats to the retailers of that city, but a new plan is now in operation. Within the last few weeks many of the old drivers of the packing companies have been given the right to use their teams and sell meat on commission. Under this system the driver is made responsible. He is not in the employ of the packing house. He pays each day for the meat he gets when it is taken away from the wholesale market at the packing house. He solicits the order of the retailer, and if he fails to collect the money he must be the loser. His only connection with the packing house is that he leaves his wagon in the stable there and buys his meat at the wholesale market of that house. The name of the packing company is painted out on the side of the wagon and the name of the driver substituted. These wagons make the same rounds daily and sell at a figure slightly higher than the wholesale price. The men make more by this system than by the old, it is said.

"I can make as much now as before," said one driver. "I have to keep a close watch for deadbeats and collect cash, as we have to pay for all the meat before we take it away from the packing house."

Many men who own their own teams have engaged in the business as retailers find it a great loss of time to go to the wholesale markets each day for meat.

**A "Chair of Poultry."**

Missouri is nothing, if not up-to-date in these days. The latest down there is a "chair of poultry" in one

of the leading colleges. How to raise chickens will be taught at the University of Missouri. The curators have decided to offer a full course in poultry-raising. A short course was offered last year, but this year the study is to be put on an equal plane with the studies in other departments, and full instructions in the breeding and handling of domestic fowls and the production of eggs will be given.

The reason for extending the course is due to the increasing importance of the poultry industry, and the remarkable interest manifested at the university last year, when the study was first introduced. The records show that it proved to be the most popular course ever offered at Missouri University. It proved so interesting that a number of the professors enrolled themselves as students, and entered the poultry department. The highest grades in the class were made by two members of the faculty.

Another reason for the extension of the course is that the poultry business has become one of the leading industries in Missouri, the annual income from the same now being estimated at over \$10,000,000.

**Coins Which Had Their Day.**

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

The usual doll famine materialized this year, as it has done in so many years past. Popular priced dolls were entirely exhausted long before the holidays, and late buyers found it impossible to get their orders filled. This has happened so often that there is really no excuse for those buyers who put off their purchases until it was too late.

**JOHN G. DOAN COMPANY**  
**WHOLESALE OYSTERS**  
IN CAN OR BULK  
All mail orders given prompt attention.  
Main office 127 Louis Street, GRAND RAPIDS  
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**They Save Time**  
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**Cash**  
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Write or telephone us if you can offer  
**POTATOES BEANS APPLES**  
**CLOVER SEED ONIONS**  
We are in the market to buy.  
**MOSELEY BROS.**  
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**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.  
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WHOLESALE  
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## Traveling Salesmen

**Michigan Knights of the Grip**  
President, Michael Howarn, Detroit;  
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**United Commercial Travelers of Michigan**  
Grand Counselor, J. C. Emery, Grand Rapids;  
Secretary, W. F. Tracy, Flint.

**Grand Rapids Council No. 131, U. C. T.**  
Senior Counselor, W. B. Holden; Secretary-Treasurer, Oscar F. Jackson.

### How English Shoe Travelers Show Their Samples.

An American shoe drummer would be at a loss at first, at least if required to do business after the manner pursued by his Anglo-Saxon cousin in the old country. The shoe merchant in England doesn't leave his shop and go to the hotel sample room to be taken down the line of a row of two or three hundred samples nicely spread out side by side and arranged by kinds and styles, nor does the drummer invade his store with a couple of huge sample trunks to be opened and samples spread on the shelf ledges, neither does he come in with a grip full of specialties, nor yet with a bunch of prize winners under his arm.

In Merrie England the knight of the grip employs a porter to push his cart around from store to store. The porter leads the way and the knight of the cart follows. Shoe samples are displayed in baskets. The merchant comes out on the street in front of his store to inspect them and makes his selections.

But what about this method of doing business? It seems strange but it is not entirely impracticable, not that it could be pursued to advantage in this country any more than a customer with money to burn would want to be carried to the store in a sedan chair by a quartet of coolies and accompanied by a half dozen servants, so as to show the merchant that he was an easy mark.

They call that class of people "carriage trade" in this country. Shoe merchants sell them "bench-made" footwear at \$12 the pair and get rich doing it.

Each country to its own customs. The American method of spreading out the entire line in a sample room fitted up especially for that purpose and arranged so that the merchant and salesman are alone by themselves, and so that the entire line can be examined without interruption, strikes us as an improvement over the practice of selling at the store, whether sale is made from a basket in a cart standing in the open air—perhaps wind or storm—in front of a store, or whether the business is done inside the store where the consumer is rubbering around and wanting to try the samples on while a salesman is waiting to show the goods.

The fact that the business within the store is not interrupted by the presence of a manufacturer's representative is in favor of the English method. The fact that samples are moved about whether in baskets in

a cart or in trays in a trunk depends upon which method of transportation is more convenient in the country in question. The real live shoe drummer will find a way to do business under most any conditions if he has the customer who wants to buy.

An American shoe salesman can open up in a metropolitan hotel and spread his samples out on velvet covered display shelves under electric lights in Philadelphia, or he can break into a trunk strapped to the boat of a stage coach and carry out the trays one at a time into a combined postoffice, grocery store, saloon, mining supply house, clothing store and living room, a hundred miles from Lost Cabin in the Big Horn Mountains of Wyoming. Shoe drummers, especially those who travel in the Far West, could tell some interesting stories of the places and the conditions under which orders are taken, because it's orders they want at the headquarters from which they get expense money and salary. "Orders, not weather reports, are what we want," says the salesman.—Shoe and Leather Gazette.

### The Pioneer Traveling Man of the Empire State.

The oldest commercial traveler or drummer in New York State—and perhaps in the country—is James H. Wild, of Rochester. He commenced his career in Rochester, and called at the towns between that city and New York in 1836. He makes his winter home in Rochester, and his summer home in Columbiaville, Columbia county.

From 1856 he was a permanent resident of Rochester, and became acquainted with its leading citizens. He sold calico prints that brought about twenty-five cents a yard in those days. It is interesting to hear the old gentleman, now in his ninetieth year, tell twenty-five cents a yard in those days, and his acquaintance with George Dawson, Thurlow Weed, and other men who were conspicuous in political and business life. It was in the days of the old stage coach and canal packet, and the old Eagle Tavern kept by Major Van Rensselaer. The Rochester was then also a leading hostelry, and there a select coterie of leading citizens often gathered for a game of whist. Compared with the facilities that traveling men of to-day enjoy, those described by Mr. Wild seem very primitive. He was practically the only traveling man in the State at that time.

Mr. Wild is about the only one of those old pioneers who is left to tell of Rochester and surrounding towns in those days. He is still lively, and his years rest on him lightly. One of his stories is of the old and famous Elder Knapp, who frequently held forth in the Brick church. The preacher's fervor at times led him to say things that were not exactly tactful. In one of his addresses he stated that many leading citizens, whom he named, were gambling every evening in the Rochester House. The statement created quite a sensation. Playing cards was gambling and nothing else, in the estimation of the elder.

The maligned persons, disliking to be heralded as gamblers, swore out a warrant for the elder, and at the close of his revival season, as he was about to leave the city, served it on him. The elder did not relish a suit for slander, and when he was told that he could go free if he made a public retraction, he was glad to do so. He made the retraction from the pulpit of the Brick church, and stated that he had been misinformed, and that playing cards was not gambling per se.

Hotel Cody, C. E. Bondy, Prop.  
First class, \$2 and \$2.50. Meals, 50c.

## LIVINGSTON HOTEL



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Cor. Fulton & Division Sts., Grand Rapids, Mich.

When in Detroit, and need a MESSENGER boy send for

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# Retailers

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

## Merchants' Quick Price and Sign Marker

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"The Rubber Stamp Man"

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

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

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

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State Land Commissioner, Lansing, Michigan

# 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**

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## THE IDEAL 5c CIGAR.

Highest in price because of its quality.

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



## MEN OF MARK.

## Sidney F. Stevens, the Wholesale Hardware Dealer.

Fifty years ago, approximately, a rather slender boy, barely four feet tall, with long and dark hair cut somewhat formally, yawned, grew tired and restless over the long and tedious stage ride from Kalamazoo to Grand Rapids; in fact, he was considered too young and small to be entitled to a seat up on the driver's box.

Last evening the boy who was and the man who is completed his second term as President of the Grand Rapids Board of Trade and marked his retirement from that position by making a subdued and very modest reference to himself and a sincere expression of thanks to the officers and entire committee membership of the Board of Trade for their loyalty to him during his term of office, and concluded: "No man can make a success as an officer in any organization who does not receive the united and continuous support of all other officers and committee men in that organization. And that is the kind of support I have received during my two terms as your President. So that, in my most sincere judgment, ninety-nine per cent. of whatever progress and success has become the portion of the Board of Trade rightfully belongs to the other officers, the members of the standing and special committees and the membership in general of the organization."

The foregoing estimate, seen in print, lacks the force and the impact that goes with whatever business proposition Sidney F. Stevens utters. His speaking voice on business topics is high, rather strident and impetuous and abounds in quaint little inflections which are foils to the earnestness of his facial changes as he talks, so that a personal magnetism is generated and thrown out until every man within hearing fairly surges with the conviction that he is listening to both wisdom and truth.

And this rare combination is of no recent growth. Forty-two years ago, when Mr. Stevens was a lad and proprietor of a paint shop—or "sign-writing establishment," it would be called to-day—in the alley next south of Fulton street, between Sheldon and Lagrave streets, he had a rival in business who, one dark and lonely night, threw mud at and very much defaced the boy Stevens' sign. There was no enquiry, no investigation, no delay in locating the offender. Young Stevens, in absolute confidence as to his own judgment, sought out the rival and without attempting an accusation or waiting for a plea in defense, engaged in an interview (?) with said rival, with the result that a new sign was provided gratis and no further midnight assaults were recorded.

Another instance was afforded when, a few years later, he was the promoter, business manager and "angel" of a negro minstrel party which he had found "broke" in Chicago and which he had guided successfully and with profit to a far Southern city. In some inscrutable way Stevens learned that the colored

singers, inflated by the success recorded by the company, had plotted and agreed to "give him the shake" a few towns further on. It was Saturday night and payday was Sunday. Without consulting anybody, without protesting to anybody, Manager Stevens made out the payroll, put each man's dues in an envelope, paid the hotel bill for the entire party up to Sunday evening, when they were to leave for the next "stand," and then summoned the minstrels to meet him. Giving each man his envelope and explaining as to the hotel bill having been settled, he continued: "Boys, I've got through. The show is yours from now on."

That night he took the train for New York and two weeks later the minstrel party was stranded in Richmond, Virginia.

Clear, quick preception and superb confidence in his own judgment, coupled with positive ideas as to fairness and right, have been prominent characteristics in Mr. Stevens' administration of the Board of Trade the past two years, as they were prominent factors in his earlier years. For example, in one of his youthful ventures, he became possessed of a protographer's van in payment of a debt. The debtor couldn't settle and Mr. Stevens explained to him: "I don't know a single thing about taking protographs, but I'll take your wagon and outfit and if you will go with me I'll collect my money." The protographer was delighted, the proposition became a bargain and Stevens and his friend drove the long house wagon into a considerable city down in Ohio. The visit there continued three weeks, and three weeks additional in another Ohio city not only reimbursed the creditor but left the debtor out of debt and doing a good business, with a wagon and outfit which was improved and his very own.

Frequently during Mr. Stevens' terms as President of the Board of Trade, his very bluntness of speech has convinced his associates as to the correctness of his views, as in the case of the proposition that the Board of Trade should issue a monthly bulletin and that advertisements should be solicited to help meet the expense thereof. Immediately after the proposition was made and without waiting to consult anyone, Mr. Stevens said: "As chairman in putting this question, I desire to say that, for myself, I am opposed to the Board of Trade appearing as a solicitor of advertisements and as an individual and advertiser, I desire to register the opinion that such soliciting of advertisements would be nothing short of blackmail"—and the advertising proposition was dropped.

If such bluntness is temperamental, it is difficult to reconcile it with other of his characteristics. He is, ordinarily, extremely modest, almost diffident. I have known him to travel all day on a railway and never recognize or speak to a person except, perhaps, a conductor or broker. On the other hand, I know it to be a fact that no person will be more cordial, courteous and interesting to a stranger who breaks the ice with his

fellow traveler by engaging him in conversation than Mr. Stevens. Fond of a good story, keen in wit and appreciating humor, Mr. Stevens has a laugh that spells good nature with every note and that will engulf the roar and rattle of an entire freight train. Elated to be approached by a stranger and very happy in his conversation, I fully believe he could ride around the globe without making an acquaintance, were he obliged to make the first advances.

Beyond any question, when Mr. Stevens arose to make his first remarks after his election to the Presidency of the Board of Trade, his diaphragm shuddered, his throat was parched and his vocal organs rebelled, but, also, beyond question, he had himself entirely in hand, so that he made a really creditable speech and thanked God when it was over with. He uses main force as well as moral force with himself, as he does with others, and no one is more exacting with himself than himself. For these reasons and because his ideals as to rectitude and duty are of the highest, Sidney F. Stevens has brought our city's public service organization to its high-water mark of excellence and membership.

For these reasons, also, it was only natural that Wm. J. Stuart responded to Mr. Stevens' leavetaking in a most feeling manner and offered a resolution of thanks for his perfect devotion and most efficient service for the welfare of the Board, of sincere regret that the organization was to lose the services of such a President. The resolution was supported by E. D. Conger who confirmed Mr. Stuart's remarks and added that it is rare, indeed, that any organization is so fortunate as to have, for two years a President combining the force, the wisdom, the fairness and the executive ability that are possessed by the retiring President.

The question on the adoption of the resolution was put by Mr. Stuart and the entire Board arose simultaneously for its adoption.

Of course, Mr. Stevens was affected, but there were no visible signs—Sidney rarely exposes his emotions—as he bowed and replied: "I thank you, gentlemen, thank you. I have simply tried to do my duty."

## Gripsack Brigade.

Arch Haven, of South Haven, has engaged to travel for the Haven Seed Co., of California.

Owosso Times: S. B. Pitts signed a contract with the wholesale grocery house of Phipps, Penoyer & Co., of Saginaw, for another year, at an advance of \$200 in his salary.

Holland Times: Paul A. Stekete left Monday for Birmingham, Alabama, as salesman for the Walsh-De-Roo Milling & Cereal Co., to sell Sunlight Flakes. Mrs. Stekete will conduct the bazaar store during his absence.

E. J. Keis has taken the flavoring extract and grocers' sundry line of the Jennings Flavoring Extract Co. and will visit the grocery trade, covering the entire state of Indiana. Geo. H. Jewett, who formerly carried this

line, will now devote his entire time to the Jennings Perfumery Co.'s line, covering Indiana and Ohio.

W. F. Wagner, who has represented DeBoe, King & Co. for the past seven years, has engaged to cover the city trade for Foote & Jenks, of Jackson. If Mr. Wagner discards his Bell plaything and puts in a phone which will enable the trade as a whole to reach him, he will undoubtedly do a large business, because he is a good fellow and is now associated with a good house.

Oscar D. Fisher, formerly manager of the wholesale and retail grocery establishment of Arthur Meigs & Co. (Grand Rapids), but for several years past traveling representative for W. I. Brotherton & Co., of Bay City, has purchased the D. C. Horton grocery stock at Cheboygan, and will continue the business at the same location. Mr. Fisher is an experienced groceryman and will undoubtedly achieve marked success in his new undertaking.

Jackson Patriot: Geo. H. Johnson, the popular floor manager of the Cook & Feldher dry goods store, severed his connection with that institution last night. He has entered the employ of a large corset manufacturing company of New York and will represent them in Michigan and Indiana. At the close of business Saturday night the employes of the store met with Mr. Johnson, and Charles M. Pigott on their behalf presented him with a handsome leather valise. Mr. Pigott spoke of the pleasant relationship that had always existed between Mr. Johnson and the clerks and they all wished him the greatest success in his new position. N. Schweinfurth then in a few remarks presented Mr. Johnson with an umbrella on behalf of Messrs. Cook & Feldher. Mr. Johnson in replying said the two years and a half spent in the Boston Store had been as pleasant as any in his life and he would always remember with satisfaction his pleasant relations with his fellow employes and the firm.

Cadillac News: Harry D. Morgan, of this city, who travels for the wholesale hardware firm of Kelly, Morse & Co., of Chicago, had a fortunate escape from the Iroquois disaster. He with other members of the traveling force of that firm had been called in to assist in taking the annual inventory. On the afternoon of the fire they were not busy after 2 o'clock, so several of the salesmen made up a theater party and went over to the Iroquois. The theater was so crowded they were compelled to stand up in the rear, and this fortunate circumstance possibly saved the lives of at least some of the party. They noticed the blaze spring up and run along the scenery, and instantly the theater was in confusion. The men soon secured egress into the street, and then turned in and assisted in the work of rescuing others. They continued the task as long as their endurance lasted, when they gave way to others. Mr. Morgan's story of the dreadful catastrophe is a vivid one, and in line with those told by other eye witnesses.

## Drugs

### Michigan State Board of Pharmacy.

Term expires  
 Wirt P. Doty, Detroit, Dec. 31, 1903  
 C. B. Stoddard, Monroe, Dec. 31, 1902  
 John D. Muir, Grand Rapids, Dec. 31, 1905  
 Arthur H. Webber, Cadillac, Dec. 31, 1906  
 Henry Helm, Saginaw, Dec. 31, 1907  
 President—Henry Helm, Saginaw.  
 Secretary—J. D. Muir, Grand Rapids.  
 Treasurer—W. P. Doty, Detroit.

### Mich. State Pharmaceutical Association.

President—A. L. Walker, Detroit.  
 First Vice-President—J. O. Schlotterbeck, Ann Arbor.  
 Second Vice-President—J. E. Weeks, Battle Creek.  
 Third Vice-President—H. C. Peckham, Freepport.  
 Secretary—W. H. Burke, Detroit.  
 Treasurer—J. Major Lemen, Shepard.  
 Executive Committee—D. A. Hagans, Monroe; J. D. Muir, Grand Rapids; W. A. Hall, Detroit; Dr. Ward, St. Clair; H. J. Brown, Ann Arbor.  
 Trade Interest—W. C. Kirchgessner, Grand Rapids; Stanley Parkill, Owosso.

### Common Mistakes Made By Some Druggists.

Errors are made in the best regulated drug stores in the land, and often by the most competent clerks. There does not seem to be any formula extant that will prevent "breaks," and no human being is infallible. The man who expects to run a drug store without making mistakes is expecting too much, and the man who claims to do it is going too far. We all know that errors are not always due to carelessness; they are many times unavoidable, seemingly. But it is not the little errors that occur back of the dispensing counter, and which can often be covered up, but the big mistakes that I purpose to treat of in this article—the mistakes that are glaring in their bigness, that cause you to lose customers, and which can often be avoided by the application of a little tact-seasoned judgment. It is a mistake to show your temper when a woman asks for two 2-cent stamps, tenders a 5 cent piece in payment, fools with her packages until you get busy, and then calmly asks for her change. Remember, she is a woman; she wouldn't want that change if she wasn't, and that 1 cent piece will help to buy a 98 cent parasol somewhere.

It is a mistake to refuse to send a 5 cent package of salts two miles out in the suburbs. You may lose a customer by your conduct, and the druggist has always been considered a general utility man by the public, so keep up the illusion, it will pay you. It is a mistake to sell a complexion beautifier to a lady customer and guarantee results—good ones; it may fail to do its duty, and, woman-like, she will "simply hate you" forever afterward. It is a mistake to "call down" your clerk in the presence of a customer; the clerk will resent it, secretly, perhaps, but resent it he will, and you will fall in the customer's estimation. Do not forget that your clerk is human, and that the customer knows it.

It is a mistake to blow about what you did not have when you started in business and what you have now; your wife's money may have made you, and the man to whom you are talking may have heard all about it. It is a mistake to let a customer go

out because you do not happen to have in stock the article he may want. Get it, if you can, and hand your man a line of talk that will make him forget the boy has gone. It is a mistake to substitute without the consent of the purchaser. I know a druggist who was honest enough to tell his customer that he did not have Blank's fluid extract of cascara sagrada when he might have given him an extract bearing any other label. His honesty secured him an account that now averages \$12 per month. It is a mistake to advertise that you have filled one hundred thousand prescriptions without an error. You do it because you think they will believe your statement; it is a reflection on the public's intelligence, so don't do it. They don't believe it, they know you are a liar.

It is not a mistake to be polite to every man, woman and child that comes in your store. It is not a mistake to have your windows washed as often as possible; people don't like to look through windows festooned with dirt, and seldom do. It is not a mistake to treat your clerk to continued doses of the Golden Rule. Make him feel that he is your companion to some extent, and not a machine. You can do it and still hold his respect and confidence. It is not a mistake to make concessions to your customers, to do everything in your power to make their little visits to your store a pleasure, and to do thousands of little things which would fill a volume if enumerated.

This old world we live in is pretty grateful, after all, and it will smile on even the druggist if he will only give it plenty of encouragement. Now, I don't believe in unnecessary lying, but lies are indispensable, at times, in a drug store. If you must prevaricate, go at it gently, artistically, as it were, and you will usually come out winner. People hate a bad liar, a bungler, but, strange to relate, let him be an accomplished disciple of Ananias and he will be admired. I saw, not long ago, the following quotation on the letter-head of an out-of-town drug store: "We make errors, just as everybody else does; if we have made one with you, give us a chance to correct it it won't cost you anything, and we will appreciate it." J. M. Moss.

### Ready-Made Prescriptions.

It is a mighty nice, comfortable thing to lay all the blame on the other fellow and say he's a rascal. It is quite the thing to rail at the pharmacist as a "rascally substitutor" and a conscienceless adulterator, and to say that he has fallen from his place as a professional man, of his own accord. But let us see for a moment, if all the blame is really his; if the physician has not earned his share.

A wily-tongued drummer comes to the physicians of a certain neighborhood and persuades them that his house is putting up a certain mixture of well-known ingredients that is much better made and in every way more satisfactory than the

retail pharmacist can prepare it. He convinces a few and they, instead of writing a prescription for the pharmacist to compound, as formerly, write an order for the ready-made mixture. The pharmacists in the vicinity have to buy this preparation and dispense it. As a result, the pharmacist, through the physicians' acts, is no longer a scientific compounder, but has become no more than a merchant; the order from the physician might as well have gone to a department store.

And further, the pharmacist, who, if he is properly trained, could probably compound nine-tenths of the mixtures thus ordered by the physician, has lost a good percentage of his profit; for he can compound the prescription more cheaply than he can buy the mixture and dispense it, thus paying tribute to the manufacturer and to the wholesaler, if not also to the jobber. Does the physician offer an inducement to the clerk in the drug store to be a highly skilled chemist and pharmacist? If the physician is to order "ready-made" medicine, why should a young man devote several years of his time and considerable of his money to the study of chemistry and pharmacy?

In many instances the pharmacist knows that the mixture, the "ready-to-use" medicine ordered by the physician is no better, if indeed as good, as the preparation he could make himself, or as a similar mixture made by some other house and sold in bulk, which he can buy for a fraction of the cost, and thus make more profit. If he mixes it himself, or if he buys the identical mixture in bulk, under another name, and dispenses it as the special thing called for, which indeed it may be in all save name, he is called a rascally substitutor and condemned forthwith. Let us be honest with ourselves and ask whether all the blame belongs where it is generally placed—on the shoulders of the pharmacist. There are always two sides to every shield, and if only one of them is black, the other may be very dark brown.

### The Drug Market.

Opium—Is dull and lower.

Morphine—Is unchanged.

Quinine—Is firm.

Bayberry Bark—Stocks are small and in a few hands. Price has advanced.

Formaldehyde — The competition among manufacturers has reduced the price. A reaction is looked for in the near future.

Cascara Sagrada Bark—Has advanced.

Cubeb Berries—Are higher on account of advance in primary market.

Oil Cloves—Has advanced on account of higher price for spice.

Oil Citronella—Has advanced about 25 per cent. and is tending higher.

Oil Peppermint—Is firm and advancing.

Oil Sassafras—Is very scarce and has advanced.

Gum Camphor—On account of the prospective war between Japan and Russia and the order of the Japanese

government not to sell crude refined camphor advanced 2½¢ on the 9th and 2¢ on the 11th, and is tending higher.

Blood Root—Continues scarce and high.

Goldenseal Root—Is tending higher.

Caraway Seed—Has advanced abroad and is tending higher here.

Sunflower Seed—Is scarce and very firm.

Gum Shellac—Continues very high with no prospects of lower price.

Cloves—It is predicted that they will reach 30¢. Stocks are very small, not over two-thirds of annual consumption.

Linseed Oil—On account of an advance in flaxseed has advanced 1¢.

Turpentine—Is higher.

### One Description Of It.

"What," asked the teacher, "do you understand by 'the strenuous life?' Does it convey any meaning to you?"

"Sure," replied the bad boy.

"What?"

"Why, what happens in the woodshed when pa gets home after you've been naughty," was the prompt reply.

### No Fun In It.

"Oh, it's no fun being engaged to him," she said bitterly.

"Why not?" asked her dearest friend.

"Why, when you stir up a little quarrel just to drive away the ennui, he takes it seriously and keeps you worried for fear you've really lost him."

## 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.

## Don't Place Your Wall Paper Order

Until you see our line... We represent the ten leading factories in the U. S. Assortment positively not equalled on the road this season.

### Prices Guaranteed

to be identically same as manufacturers'. A card will bring salesman or samples.

## Heystek & Canfield Co.

Grand Rapids, Mich.



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 and DECLINED, listing various commodity prices.

Index to Markets By Columns

Index to Markets table listing categories like Axle Grease, Bath Brick, Confections, Dried Fruits, etc., with corresponding column numbers.

Main commodity price table with columns 1 and 2, listing items like AXLE GREASE, BATH BRICK, BROOMS, BUTTER COLOR, CANDLES, CARBON OILS, etc.

Table listing prices for Cotton Braided, Galvanized Wire, COCOA, COCOANUT, COFFEE, DRIED FRUITS, FARINACEOUS GOODS, CRACKERS, BUTTER, OYSTERS, CHOCOLATE, CLOTHES LINES, etc.

Table listing prices for Lemon Snaps, Lemon Gems, Lem Yen, Maple Cake, Marshmallow, etc., and other miscellaneous items.

Table listing prices for Linen Lines, FRESH MEATS (Beef, Pork, Mutton, Veal), GRAIN BAGS, GRAINS AND FLOUR, WHEAT, etc.

6

Table with 2 columns: Item Name and Price. Includes categories like MOLASSES, MUSTARD, OLIVES, PIPES, PICKLES, POTASH, PROVISIONS, DRY SALT MEATS, SAUSAGES, BEEF, PIG'S FEET, TRIPLE, CASINGS, CANNED MEATS, RICE, and various other goods.

7

Table with 2 columns: Item Name and Price. Includes categories like SALAD DRESSING, SALERATUS, SAL SODA, SALT, DIAMOND CRYSTAL, BUCKEYE, SPICES, SODA, WHOLE SPICES, WARSAW, SOLAR ROCK, SALT FISH, STARCH, COMMON GLOSS, COMMON CORN, SYRUPS, CORN, TEA, SEEDS, and SHOE BLACKING.

8

Table with 2 columns: Item Name and Price. Includes categories like SOAP, TOBACCO, FINE CUT, and various other goods.

9

Table with 2 columns: Item Name and Price. Includes categories like TOBACCO, FINE CUT, and various other goods.

10

Table with 2 columns: Item Name and Price. Includes categories like EGG CRATES, FAUCETS, MOP STICKS, PAILS, TOOTHPICKS, TRAPS, TUBS, WINDOW CLEANERS, WOOD BOWLS, WRAPPING PAPER, VINEGAR, WASHING POWDER, WICKING, WOODENWARE, and OYSTERS.

11

Table with 2 columns: Item Name and Price. Includes categories like CURED NO. 1, PELTS, WOOL, CONFECTIONS, MIXED CANDY, FANCY-IN PAILS, WASHING BOARD, WOOD BOWLS, WRAPPING PAPER, VINEGAR, WASHING POWDER, WICKING, WOODENWARE, and OYSTERS.

# SPECIAL PRICE CURRENT

### AXLE GREASE



Mica, tin boxes .75 9 00  
Paragon .....55 6 00

### BAKING POWDER

Jaxon Brand



1/4 lb. cans, 4 doz. case 45  
1/2 lb. cans, 4 doz. case 85  
1 lb. cans, 2 doz. case 1 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

### CHEWING GUM

**Gelepy Nerve**

1 box, 20 packages .... 50  
5 boxes in carton .....2 50

### 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

### 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...  
'Up 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., Gae-  
saw; Meisel & Goeschel,  
Ray City; Fielbach Co.,  
Toledo.

### COFFEE SUBSTITUTE

Javril



2 doz. in case ..... 4 80

### CONDENSED MILK

4 doz in case



Gall Borden Eagle ....6 40  
Crown .....5 90  
Champion .....4 25  
Daisy .....4 70  
Magnolia .....4 00  
Challenge .....4 40  
Dime .....3 85  
Peerless Evap'd Cream.4 00

### FLAVORING EXTRACTS

Foote & Jenks  
Coleman's Van. Lem.  
2oz. Panel .....1 20 75  
3oz. Taper .....2 00 1 50  
No. 4 Rich. Blake.2 00 1 50

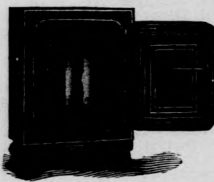
### Jennings

Terpenecless Lemon  
No. 2 D. C. pr dz .... 75  
No. 4 D. C. pr dz ....1 50  
No. 6 D. C. pr dz ....2 00  
Taper D. C. pr dz ....1 50

### Mexican Vanilla

No. 2 D. C. pr dz ....1 20  
No. 4 D. C. pr dz ....2 00  
No. 6 D. C. pr dz ....3 00  
Taper D. C. pr dz ....2 00

### SAFES



Full line of the celebrated  
Diebold fire proof safes  
kept in stock by the  
Tradesman Company.  
Twenty different sizes on  
hand at all times—twice  
as many of them as are  
carried by any other house  
in the State. If you are  
unable to visit Grand Rap-  
ids and inspect the line  
personally, write for quo-  
tations.

### SOAP

Beaver Soap Co.'s Brands



100 cakes, large size..6 50  
50 cakes, large size..3 25  
100 cakes, small size..3 85  
50 cakes, small size..1 95

Tradesman Co.'s Brand



Black Hawk, one box..2 50  
Black Hawk, five bxs.2 40  
Black Hawk, ten bxs.2 25

### TABLE SAUCES

Halford, large .....3 75  
Halford, small .....2 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

# Do Something Different

The store that does something different is the store that wins out ahead of its fellows.

The store that does something different is the store that is busy in January and February as well as during the other months of the year.

"OUR DRUMMER," that represents the only wholesale house in America to-day that has a busy January, contains in its January issue many helpful plans for the retailer.

Plans that will help you get busy right away and stay busy.

"OUR DRUMMER" does things different; does things in THE BUTLER WAY, and is the acknowledged authority and price guide for merchandise at wholesale throughout the United States.

A limited number of the January copies still remain. You can have one if you hurry.

Mention Catalogue No. J490.

# BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only.

NEW YORK CHICAGO ST. LOUIS

**Self-Assertion as a Factor in Achieving Success.**

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

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

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

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

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

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

Thousands of young men and young women are occupying inferior positions to-day because of their over-humility, so to speak, or fear of seeming to put themselves forward. Many of them are conscious that they are much abler than the superintendents or managers over them, and are consequently dissatisfied, feeling that an injustice has been done them, because they have been passed over in favor of more aggressive workers. But they have only themselves to blame. They have been too modest to assert themselves or to assume

responsibility when occasion has warranted, thinking that, in time, their real ability would be discovered by their employers, and that they would be advanced accordingly. But a young man with vim and self-confidence, who courts responsibility, will attract the attention of those above him, and will be promoted when a retiring, self-effacing, but much abler youth who worked beside him is passed by.

It is useless to say that merit ought to win under any circumstances—the fact remains that there is very little chance for a young man, no matter what his ability, to forge ahead, if he lacks a just appreciation of himself and is destitute of that consciousness of power and willingness to assume responsibility which impress his personality on others and open the door to recognition of his merit. "Tis true, 'tis pity; and pity 'tis 'tis true," that modest worth that retires from the public gaze and works in secret, waiting to be discovered and to have prizes thrust upon it, waits in vain. The world moves too fast in this twentieth century to turn aside to seek out shrinking ability. We need not delude ourselves with the idea that it will come to us, no matter how able or meritorious we may be. While actual inability can never hope to hold its own, even although, through self-conceit and aggressive methods, it may succeed in pushing its way ahead for a time, it is equally true that shrinking, self-effacing ability rarely comes to its own.—Success.

**Pleasures Incident to Dealing With the Government.**

"No, sir," remarked a Philadelphian the other day who supplies the Government with necessities of life, "you can't do business with Uncle Samuel in the spirit of a contract; you simply must obey its letter. If you put in specifications amounting to 'steen dollars and twenty-one cents, and then bill it goods under the contract and the total amounts to the same 'steen dollars and nineteen cents, you've got to take it back and make up the other two cents, or you don't do business.

"Let me give you an instance of Uncle Samuel's character of exactness. We were awarded a contract for 1,000 feet of copper wire for League Island. We sent the order to the manufacturers, and they turned in the stuff. In a few days we got a letter from the island authorities that that wire is only 985 feet long.

"We answered we knew it; that the copper ingot did not yield any more, and that we have charged them only for 985 feet. Would that do?" "Not on your tintage.

"They sent us word that if the wire was not brought up to 1,000 feet the lot would be rejected. Then we had to get a permit from the L. A. to send a man down to join on enough to make the demand good, and he went down and did the work.

"In a few days we were notified that the piece he put on made the whole length 1,004 feet. We wrote back that we didn't care for the four feet and Uncle Sam could have it.

"Next morning up comes an order

to cut off that four feet or the whole bunch would be rejected. Then we had to get another permit for our man to go down and lop it off, which he did.

"Was it all plain sailing then? I should say not. When he threw the offending excess upon the ground the guard said:

"Pick that up; it's against the rules."

"He picked it up and was about to toss it into the river, when he was stopped in a mandatory way:

"Here! You do that and you'll get yourself into trouble!"

"So, thinking he'd find a resting place outside of Government preserves, our employe walked to the gate, where he found a sentinel.

"What have you got there?"

"A piece of wire."

"You can't carry it out without a permit."

"All right. I don't want to," and cast it down.

"You pick that up," said the sentinel. "You can't throw things around here."

"But I don't want the d—d thing."

"Go back and get a permit!"

"And he really had to do it to get that four feet of wire outside of Uncle Sam's fence. Now, wouldn't that make you tired?"

**Her Reason.**

"Why did you marry me?" he asked.

"Because I wanted you to have a mother-in-law," she replied spitefully.

**A GOOD SELLER**



P. T. 1897

THE FAIRGRIEVE PATENT

**Gas Toaster** Retails 25c

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

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

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

**ASK YOUR JOBBER**

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

**JAVRIL**

The charm of Coffee without the harm

Full particulars on application

**JAVRIL CO., LTD., Battle Creek, Michigan**

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

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

**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

*Always in The Lead*

When reduced to the question of quality at the price

**Voigt's Crescent Flour**

"BEST BY TEST."

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

*You Should Never Be Without It.*

**VOIGT MILLING CO.**  
Grand Rapids, Michigan

# 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 Cheap—General stock and fixtures. Will sell store building or sell stock to be removed. Address No. 51, care Michigan Tradesman. 51

For Sale—New stock of groceries; all cash trade, not a cent sold on time; a fine location, best manufacturing town of 8,000 in Southern Michigan. Reason for selling, have other business. Address C. R., care Michigan Tradesman. 70

For Sale—Drug stock, good prescription and soda trade. Good reasons for selling at sacrifice; easy terms. Box 173, Saginaw, W. S.

Good Location for undertaker, furniture, hardware or general store; well-arranged building for same; living apartments above. Marietta Bishop, Horton, Mich. 68

New store building, general stock of merchandise, fine residence for sale cheap. Lock Box 280, Cedar Springs, Mich. 76

Will Close Out—100 winter coats, 50 ladies' suits, 200 pieces, linen and duck skirts; selling better goods; no room for medium grade stuff. Write us for details. Whittelsey Dry Goods Co., Fond du Lac, Wis. 75

For Sale—Farm implement business, established fifteen years. First-class location at Grand Rapids, Mich. Will sell or lease four-story and basement brick building. Stock will inventory about \$10,000. Good reason for selling. No trades desired. Address No. 67, care Michigan Tradesman. 67

\$1,250 will buy retail business catering to gentlemen; no competition; best city in Michigan; don't answer unless you mean business. Address No. 72, care Michigan Tradesman. 72

For Sale—\$1,500 stock clothing, hats, caps, furnishing goods; live Southern Michigan town of 1,200 inhabitants; best location; cheap rent. Address No. 73, care Michigan Tradesman. 73

For Sale or Exchange—My 75 barrel grist mill. Stock of merchandise taken as part payment. Address J. M., 112 East Main St., Battle Creek, Mich. 65

Only Bakery—City of 2,000. Bargain. Good building, living rooms, everything up-to-date. Write for particulars. T. K. Allen, Odebolt, Iowa. 62

For Sale—Cheese factory and store eight miles in country; No. 1 location; factory two stories high; living rooms upstairs; size, 24x40, with store addition 12x40; business is three years old and improving rapidly; two acres of land and complete cheesemaking outfit; an elegant place for a married man to make \$1,200 to \$1,500 per annum. Address Fred L. Monroe, Cadott, Wis. 61

Fine Farms for Sale—The best and cheapest place around Richmond, Va., not quite two miles out; fine new eight-room residence, gas, water and bath, large grove oaks; 105 acres land, most of it in crops; seven out-buildings and barn; implements, stock, including standard bred horses and colts with speed, cows, plenty feed, and on the best road out of the city. Terms very reasonable. ANOTHER BARGAIN—Four and one-half miles from Richmond, Va., 200 acres, hundred of which highly fertile, balance wood; seven room brick house, new large barns, etc. Fine orchard, 500 trees six years old. Ram at spring; tank to house and barnyard; splendid trucking soil; church and school adjoining; terms very reasonable. Address Box 220, Richmond, Va. 60

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—\$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 Cheap—General stock and fixtures. Will sell or rent store building, or sell stock to be removed. Address No. 51, care Michigan Tradesman. 51

Wanted—Second-hand refrigerator for meat market. State size and price. W. J. Dickinson, Colon, Mich. 49

For Sale—Clothing, hat and men's furnishing business in Jamestown, N. Y. Best store and location in town. Stock will be reduced by February 10 to \$7,000. Address M. J. Rogan, care Rogan Clothing Co., Cleveland, Ohio. 74

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

\$5,000—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, inventorying 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 48, 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

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

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—Cash only, fresh stock of groceries; good location. Address H. Gilman, Farmersville, Ill. 13

For Rent—Large store building and basement. Good town, fine location. Address No. 971, care Michigan Tradesman. 971

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—A whole or one-half interest in good implement business. Some stock on hand and have agency for some of the best goods. Reason for selling, have too much other business. Address Box 367, Kalkaska, Mich. 958

For Sale—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

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. 868

For Sale or Would Exchange for Small Farm and Cash—Store, stock and dwelling, about \$5,000. Address No. 857, care Michigan Tradesman. 857

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.

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

**POSITIONS WANTED.**

Wanted—Position as salesman by Feb. 1, dry goods, general store or groceries; long experience in city and town. Address E. T. Hastings, Fennville, Mich. 63

Position wanted by a licensed embalmer and experienced furniture salesman. Good references. Address No. 66, care Michigan Tradesman. 66

Pharmacist, Registered, wants position; competent, experienced and good references. Address F. W. Hamilton, Lake City, Mich. 52

Wanted—Steady position by registered pharmacist. Thoroughly competent. Good references. Address Pharmacist, care Michigan Tradesman. 993

**SALESMEN WANTED.**

Wanted—A good experienced clothing salesman and stockkeeper; must also know about dry goods and shoes; good wages and permanent position to right person; must have good habits and honest; state where last employed and how long, salary expected, age, etc. L. Glazer, Kalkaska, Mich. 71

Wanted—Salesmen to sell as side line or on commission Dillee Queen Washer. Any territory but Michigan. Address Lyons Washing Machine Company, Lyons, Mich. 558

Agents—Our portraits almost talk. Try us. Descriptive circular free. The "Ches" Picture Co., 1053 W. Monroe, Chicago, Ill. 64

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**

Exceptional—The Vawter plan of sales is only exceptional, but unique. As a drawer of crowds that buy, it certainly has no equal. If you desire a quick reduction sale that will close out your odds and ends, still leaving a profit, write at once. No better time than right now. Success guaranteed. Best of references. L. E. Vawter & Co., Macomb, Ill. 77

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-ash ave., Chicago. (Reference, Dun's Mercantile Agency.) 872

**MISCELLANEOUS.**

A Good Position is always open for a competent man. His difficulty is to find it. We have openings for high-grade men in all capacities—Executive, Technical and Clerical—paying from \$1,000 to \$10,000 a year. Write for plan and booklet. Hapgoods (Inc.), Suite 511, 309 Broadway, New York. 37

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—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

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SIZE—8 1/2 x 14.  
THREE COLUMNS.

2 Quires, 160 pages.....	\$2 00
3 Quires, 240 pages.....	2 50
4 Quires, 320 pages.....	3 00
5 Quires, 400 pages.....	3 50
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**INVOICE RECORD OR BILL BOOK**

80 double pages, registers 2,380 invoices.....	\$2 00
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**Tradesman Company**  
Grand Rapids, Mich.