

MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, JANUARY 20, 1904

Number 1061

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**Have Invested Over Three Million Dol-
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Twenty-seven companies! We have a
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Our plans are worth investigating. Full
information furnished upon application to
CURRIE & FORSYTH
Managers of Douglas, Lacey & Company
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WHAT MAY HAPPEN.

Russia is a great big country ter-
ritorially. In any war it may have
on hand with another nation it will
be found that the resources are not
commensurate with its area. War is
a cash transaction. Those who have
guns and ships and powder and pro-
visions to sell want their money on
the spot and it is a case of no money,
no goods. The buyer must borrow,
but the borrowing must precede the
buying. Big as it is, Russia is not
in as good financial condition as
Japan. The national debt in Russia
amounts to \$25 per capita for all
its people, while the national debt
of Japan amounts to only \$4.75 per
capita, and Japan has the Chinese
indemnity fund, from which it re-
cently drew \$25,000,000 for equip-
ment. When Russia goes to war it
must have a great deal of additional
money to pay expenses and it means
that the people, already oppressed
apparently to the last degree, must
be still further squeezed.

Russia is intolerant, hard and
cruel, resembling the bear in many
particulars. It is altogether possible,
not to say probable, that when it
sends its armies out to fight Japan
it may discover some internal com-
plications threatening to become se-
rious. Some of its people have long
fretted under compulsory restraint.
They have suffered barbarous treat-
ment, have been reduced to penury
and want, have been oppressed and
tyrannized over, and even the worm

sometimes turns. If the Russian
subjects who are dissatisfied have
their wits about them—and it is said
they have—they will improve the op-
portunity incident to the war with
Japan to do a little uprising on their
own account. Internal insurrections
would demand the attention of the
soldiers and so not all the army could
be thrown against the common ene-
my. The Japanese are not as cun-
ning as they are credited with being
if they do not improve the chance
to send emissaries to stir up and
augment this dissatisfaction. It is
quite possible that it will not be
such an uneven conflict as the size
of the two countries would suggest.
The Russian soldiers fight under
compulsion; the Japanese for love of
country and patriotism. If internal
disturbance takes place, Russia will
have its hands full and the issue, to
say the least, will be uncertain.

GOING OVER TO CANADA.

The relations between the United
States and Canada are and long have
been exceedingly friendly. Being con-
tiguous, it is easy to cross and recross
the border and it is done daily. It
has been noticed and remarked time
and again that there is a great differ-
ence in manners and methods be-
tween the two countries. Whoever
should cross the line without know-
ing it would very soon become aware
that he was in an entirely different
country. The signs are on every
hand. The people of the United
States think and say that the Cana-
dians are from fifty to 100 years be-
hind the times as we see and enjoy
them. They are not as enterprising
and not as progressive. Of this
there is no doubt; fair-minded Cana-
dians would not dispute it.

It has happened in many recent
years that young men and women
born and brought up in Canada learn
either by hearsay or observation of
the greater briskness and energy
manifest in the United States and
have crossed the border to have part
and parcel in the progress. Some of
our very best and most substantial
citizens are of this ancestry. In the
Eastern States many of the mills are
manned by French-Canadians who
have come down in droves. These
emigrations have been a cause of
some thought and worry to the Cana-
dian government, but now they
point with gladness to the fact that a
great many citizens of the United
States are going northward. The
exodus is from the Northwest States
to the great grain growing region
of Canada. The climate and other
conditions are much the same and
the rigors of the Canadian winter
have no terrors for the residents of
Northern Minnesota or Dakota. If
figures recently published are cor-
rect, over 50,000 people have within

the last year gone from the United
States into Canada to settle there and
manage farms. It is estimated that
they took with them \$20,000,000 in
money or property. This very natu-
rally is pointed to with pride by
the Canadians. This going and com-
ing can not otherwise than result
in closer and more intimate rela-
tions between the two countries.

GENERAL TRADE REVIEW.

There is a good deal of complaint
of the slowness with which the pub-
lic comes into the speculative field
as prices begin to move upward, but
the contrast is so great with the usual
dulness of such periods that the de-
gree of activity should be a matter of
congratulation. Of course there
must be dulness with the Old
World markets dominated by the war
situation; but in spite of this there
is a good demand for bond invest-
ment, which argues that money will
be forthcoming as more assured stock
market conditions become manifest.
Money has come freely into the
Eastern centers and rates are easy,
but indications point to a more
healthy conservatism in trading,
which promises a healthier economic
condition than for years past.

The British people are somewhat
disturbed over the possibility that
their alliance with the Japanese may
involve them in the impending war
between Japan and Russia. Premier
Balfour has publicly stated that Great
Britain will carry out to the fullest
extent its treaty obligations. This
announcement is accepted in some
quarters as a threat to Russia, and
there is a disposition to regard such
an announcement as unnecessary at
this time. Great Britain is, of course,
morally and legally bound to give
Japan comfort and assistance in case
of certain contingencies in the Far
East, but the premier's statement of
British readiness may be construed
as direct encouragement to the Japa-
nese to plunge into war with the Rus-
sians. It looks as though nothing
but concessions by Russia could avert
war. Great Britain is as anxious as
Japan to stop the extension of Rus-
sian influence in the Orient. British
interests there are very large and
they would be jeopardized by Rus-
sian supremacy. The spectacle of the
British and the Japanese fighting to-
gether would be an interesting one.
Both represent island kingdoms which
have developed great strength. They
are the oldest and youngest of the
modern powers and their alliance is
one that may well give the Russians
cause to pause.

Sparta—The C. C. Darling general
stock was bid in at auction sale by
H. C. Murray and Hubert Murray,
who will continue the business under
the style of H. C. Murray & Co.

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

NEW YORK MARKET

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Jan. 16—Actual coffee, as distinguished from the speculative article, has had a week of ups and downs. It is very sensitive and yet the feeling is generally strong, and at the close the outlook is rather in favor of the seller. It is probably a good time for retailers to purchase fair-sized lots ahead of current requirements, but they are not tumbling over each other to do so; $7\frac{3}{4}c$ is about the lowest figure quoted for Rio No. 7. In store and afloat there are 3,290,364 bags, against 2,703,201 bags at the same time last year. West India sorts seem to be in sympathy with Brazilian and close at very firm quotations, although not appreciably higher. Good Cucuta $9\frac{1}{2}c$. Some business has been done in East Indias and the market is well sustained.

The past few weeks have materially reduced the tea supplies and this fact, coupled with a pretty good demand and continued talk of war, has tended to keep the situation strongly in favor of the seller. Look at it from whatever point of view you will, the tea market is in strong position not only for bulk goods but especially for package sorts. Line business has been fairly good and holders seem to have great confidence in the future.

For refined sugar there has been a light call all the week. The little business done has been of withdrawals under old contracts and new business has been almost entirely neglected. No change have been made in prices.

There is a middling degree of activity in the rice market, and holders are pretty well "sot" in their views. They are not willing to make any concession and, in fact, buyers are not generally asking any. Sales, however, are of small quantities and not for a few weeks is much change looked for until we have a change from mid-winter conditions.

Not a large amount of business has been done in spices, but the whole situation strongly favors the seller. Zanzibar cloves are now quoted at $18@18\frac{1}{2}c$ and pepper is tending to a higher basis all the time.

Offerings of grocery grades of New Orleans molasses are very light and sellers are not especially anxious to take new business on the present basis. The call for shipments on previous contracts has been pretty good and foreign grades also have been sought for. Quotations are unchanged. Syrups are steady and the volume of trade rather limited.

The canned goods situation remains practically without change. Perhaps it is too cold to talk of this business but, whatever the reason, both sides simply appear to be waiting for spring. Some business has been done in future corn and rather

less in tomatoes. Peas are well held and salmon shows little, if any, improvement. Considerable interest is shown in the forthcoming convention of canners at Columbus, and it is likely there will be a large attendance.

Buyers show little interest in dried fruits beyond sending in orders for current wants. They are not disposed to buy ahead and the whole market is rather in a dragging situation, although prices are, as a rule, fairly well sustained.

The butter market during the week has shown some decline upon the whole, although at the close there is perhaps a rather stronger feeling than existed the fore part of the week. Fancy creamery, $22@22\frac{1}{4}c$; seconds to firsts, $19@21\frac{1}{2}c$; Western imitation creamery, extras, $18c$, seconds to firsts, $16@17c$; Western factory, held stock, $14\frac{1}{2}@15\frac{1}{2}c$ and seconds to firsts, $14\frac{1}{2}@15c$; renovated, $15@17c$, latter for extra goods, and rolls, $13@15c$.

There is some little improvement to be noted in the cheese trade. Sales are usually of small lots, but these have been numerous and the undertone improves daily. Large size full cream, $11\frac{3}{4}c$ and small sizes, $12c$.

There is an improvement in the egg market. Some might with reason claim that lower prices would really be an improvement, but there is no decline. On the contrary the feeling the past two days has been stronger and prices show an advance of 1 or 2c per doz. Best Western are quoted at 31c and seconds to firsts, $28@30c$; refrigerator stock, $25@27c$, and limed, $24@26c$.

Beans show little change. Demand for most sorts is only moderate and quotations remain week in and week out with little variation. Choice marrows, $\$2.65$; choice pea, $\$2$; red kidney, $\$2.60$; California limas, $\$2.30$.

Manufacturing Matters.

Detroit—The Reinke & Shirray Manufacturing Co. has been organized to engage in the manufacture of hardware, dies and other metal goods. The authorized capital stock is $\$10,000$, held by Charles Reinke, 482 shares; Wm. Shirray, 482 shares, and G. H. Lyle, 36 shares.

Detroit—C. H. Haberkorn & Co., furniture manufacturers, have formed a corporation under the style of the C. H. Haberkorn Co., with an authorized capital stock of $\$200,000$, held in the following amounts: C. H. Haberkorn, $\$75,000$; J. H. Avery, $\$75,000$, and W. C. Smith, $\$50,000$.

Detroit—The Rouech-Bowden Co., manufacturer of burnt leather goods and novelties, has merged its business into a corporation under the same style. The capital stock is $\$16,000$, held as follows: Junius P. Bowden, 670 shares; Edward E. Rouech, 450 shares, and Wm. L. Wood, 80 shares.

Saginaw—Samuel W. Murray, of Bad Axe; Frank Ayers, of Lansing, and Wm. B. Rosewear, of Sault Ste. Marie, Ont., have formed a company under the style of the Murray Company, to engage in the contracting and construction business. The authorized capital stock is $\$30,000$, held in equal amounts by the stockholders.

Ionia—The Ionia Pottery Co. has increased its volume of business nearly 600 per cent. during the past six years, and from a 10 per cent. loss on the capital in 1897, the report for 1903 shows a gain of over 10 per cent. and every prospect of further increase, as the company now has a large line of customers covering eight or ten states.

Paw Paw—The West Nebish Lumbering Co. has engaged in the lumbering business at Sault Ste. Marie, with office at this place. The authorized capital stock is $\$25,000$, held as follows: Geo. A. McMillen, Alton, Ill., 83 1-3 shares; C. W. Young, Daniel Morrison and J. A. Free, of this place, each of whom holds 83 1-3, 41 2-3 and 41 2-3 shares respectively.

Detroit—The David M. Picket cheese business has been merged into a corporation under the style of the D. M. Picket Cheese Co. The articles of incorporation show an authorized capital stock of $\$3,000$, held as follows: C. S. Pierce, Oscoda, 159 shares; W. S. Sherwell, Greenfield, 50 shares; G. C. Collins, Mt. Clemens, 50 shares; W. Smith, South Lyon, 30 shares.

Harbor Beach—The Harbor Beach Sugar Refining Co. has engaged in the manufacture of sugar, syrups and molasses. Operations are to be carried on at this place and at Port Hope. The new enterprise has authorized capital stock of $\$100,000$, the stock being held as follows: Chas. B. Warren, Detroit, 5,000 shares; G. B. Scranton, 2,500 shares, and H. E. Niese, Jersey City, N. J., 2,500 shares.

Hastings—The Begole Check Hook Co., which has done business in this city for the past two years, has reorganized with a capital stock of $\$20,000$ and the name of the company is changed to the Grand Rapids Saddlery & Hardware Co. The new company has on hand orders for over 2,300 dozen check hooks. The factory will be moved to more commodious quarters at Grand Rapids in the near future.

Benton Harbor—The stockholders of the Wolverine Sugar Co. have received a final divided check, which was for 2.95 per cent. of their stock. A previous dividend of $12\frac{1}{2}$ per cent. had been declared, making a total of nearly $15\frac{1}{2}$ per cent. on the investment. In other words, there was put into the factory by the stockholders

$\$200,000$ and drawn out $\$30,900$ in the closing up of the business. The loss was $\$169,100$. The largest individual losers are H. M. Olney, of Hartford, and Robert Sherwood, of Watervliet, who each lost over $\$20,000$ in the enterprise. In the final dividend of today these gentlemen each received a check for a little more than $\$500$.

Petoskey—The Antrim Lime Co. has been organized to engage in the lime business, having purchased the quarries, land and kilns of Nathan Jarman between Spring street and cemetery road, and also having an option on the quarter section south of and adjoining the Jarman tract. The Bear Creek branch of the G. R. & I. will be extended to the kilns and one or two kilns will be built at once. The capital stock of the company is $\$28,000$, held as follows: J. Jarman, Petoskey, 200 shares; J. C. Holt, Grand Rapids, 11 shares; T. J. O'Brien, Grand Rapids, 11 shares, and C. J. Pailthrop, Petoskey, 1 share. The officers are President, Nathan Jarman; Vice-President, N. W. Langdon; Secretary and Treasurer, J. C. Holt.

Nothing is easier than bearing other people's crosses with complacency.

THE "OLDSMOBILE"



Delivery Wagon, \$850.00

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

If interested, write for special circular.

ADAMS & HART

12 and 14 W. Bridge St., Grand Rapids

MOORE & WYKES

MERCHANDISE BROKERS

Office and Warehouse, 3 N. Ionia St. GRAND RAPIDS, MICH.

Jennings' Extracts

Have stood the test. They are the best flavorings made.

Jennings Flavoring Extract Co.

Grand Rapids, Mich.



LOVED HER BUSINESS.

Enforced Retirement of the Old Lady Grocer.

In the little Pine Village, which is a forlorn, castaway sort of place on the border of New Jersey's pine belt, old Mrs. Pitman is sitting day after day, I warrant, like a mother whose arms have been emptied of a baby who has died.

Do you know that a business can get as close to you as a child of your flesh and blood?

I guess I've known the old lady for thirty years. She loved her little business. It was the apple of her eye.

It was really her husband's business. The couple were old when I first knew them. The store was one of those little nondescript groceries that you can find on the outskirts of every town. You can buy pies and candy there as well as groceries proper.

The old man was the local artist. He executed signs in most of the colors of the rainbow, as well as portraits, "with neatness and dispatch."

The little grocery store was mostly tended by the old lady and she took a keen delight in it that was wholly out of proportion to its importance. She had a son, and I used to be in and out there a good deal, so I got to know her.

She delighted to potter about, cleaning and fixing the stock. She would dust a tray of penny chewing gum twenty times a day.

The couple's living room was just back of the store and the passageway faced the street door. The old lady used to sit in a rocking chair in her sitting room just opposite the door that led into the store, and when anybody came in for a cent's worth of something she would toddle out to get it with a tickled smile on her face. It was the "smile that won't come off." The dear old thing never outgrew the novelty of store-keeping.

She was always late for church on Sunday mornings. I never knew it to fail. On summer Sunday mornings, when I had convinced my father that my condition was much too grave to admit of going to church, I used to see old Mrs. Pitman trot by our house about half an hour late, wearing a look of beatific content.

I believe yet that she got late by going in the store before church to fix up the stock again.

Even while old Pop Pitman lived, his wife really ran the store, although the old man was boss and refused to allow the old lady to assert herself at all. I've heard many

a little colloquy between them as to the wisdom of doing certain things about their business.

The old man insisted that things should be done his way, always, but the old lady stuck up for what she thought good policy, and my recollection is that she was generally right. Of course, that is only my opinion.

I remember once hearing them discuss the matter of putting a little advertisement of the store in a church programme. The old lady wanted to do it. She labored hard to convince "pa" that it might do them some good, but "pa" shifted his quid stubbornly and refused to have anything to do with it.

"I've got along without no advertising for thirty years," he said, "an' I don't see no need of beginnin' now."

When he died, the old lady's grief was pitiful. Still, I believe through it all there was a gleam of delight that she could now run the store to suit herself.

I was in the town the Sunday after the old man was buried. About 11 o'clock, half an hour after the last bell had rung, the old lady came by, en route to worship, exactly as she had done for many, many years.

Only this time she had a little home-made black dress on.

Well, the little store went along just about the same. If the old lady's advent as sole proprietor had come earlier in her career, I feel sure that she would have cut loose and done something—something that would have lifted her little grocery out of its groove. But when the chance came she was too old to learn new tricks. Her ambition had dried up, although she still loved to potter and fuss about the stock, and still loved the mild excitement of waiting on customers.

By this time her son had married and moved away and her daughter likewise. She was alone with her little store.

Not so long ago Childs, the New Jersey chain store grocer, opened a cut-rate store in the town. He did get the cash trade of a legion of dead-beats whose credit was gone with the regular grocers. All the grocers felt the competition and complained. So did old Mrs. Pitman.

I honestly don't suppose that she did over \$50 a week in the store's best days. When you get down that low you can't lose much and keep your head up.

Well, to make a long story short, the old lady went to her landlord one day and tearfully confessed that

she hadn't the money to pay her rent.

"My business ain't so good as it was," she said, "but I hope it'll pick up again soon; I hope it will."

The landlord knew the conditions. He knew it wasn't going to pick up. Still, he didn't press her. He only quietly wrote to her son and her daughter, not by way of a dun, but simply because he thought they ought to know it.

They both responded by looking into the condition of their mother's business, and both decided that there wasn't enough doing to support her.

So the back rent was paid. The little old remnants of stock, some of which the old lady had faithfully dusted for years, were sold. The door was locked and old Mrs. Pitman went to live at Pine Village "with her married daughter."

There is no little grocery stock to dust and fuss over now, and no customers to toddle out and wait on.

And I'm afraid old Mrs. Pitman is very, very lonely.—Stroller in Grocery World.

They who love God for what he has never done know what he is.

Only the Infinite Pity can fathom the infinite pathos of life.



Faugh! Use your nasty, decaying, out-of-date, hot water kalsomine, thus making my wall a culture ground for fever and smallpox germs? Loathsome and deadly disease germs multiply by the millions in glue solutions, which are used in physicians' laboratories in feeding and breeding these germs for experimental purposes. I want only cleanly, durable Alabastine, recommended by sanitarians, and made from a pure cementing rock base.

THE WOMAN WHO KNOWS

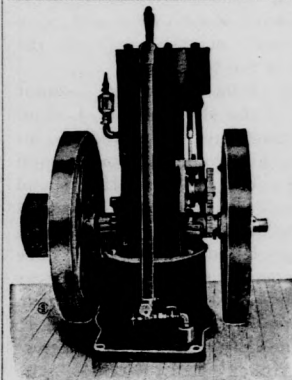
Furs

Highest prices paid and quick remittances

CROHON & CO., LTD.

Hides, Furs, Tallow, Etc.

28 and 30 Market St., Grand Rapids



The "Ayles"

Gas and Gasoline ENGINES

Are noted for simplicity and durability, particularly adapted to farmers' use for pumping, cutting wood, cutting feed, grinding, etc. Write for catalogue and particulars. We also manufacture wood-sawing outfits.

Agents Wanted

Ayres Gasoline Engine and Automobile Works

Saginaw, W. S., Mich.



JAR SALT

The Sanitary Salt

Since Salt is necessary in the seasoning of almost everything we eat, it should be sanitary

JAR SALT is pure, unadulterated, proven by chemical analysis.

JAR SALT is sanitary, encased in glass; a quart of it in a Mason Fruit Jar.

JAR SALT is perfectly dry; does not harden in the jar nor lump in the shakers.

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

JAR SALT being pure, is the best salt for medicinal purposes.

All Grocers Have it---Price 10 Cents.

Manufactured only by the

Detroit Salt Company, Detroit, Michigan

Good as Gold Flour

sale makes a continuous and satisfied customer. It costs no more than many flours not half so good. Give us a chance to prove these assertions by sending us a trial order.

PORTLAND MILLING CO., Portland, Michigan

is not good one day and bad the next. It's always uniform, always dependable, always the best. Every

AROUND THE STATE

Movements of Merchants

Mason—G. J. Hamner is closing out his grocery stock and will remove to Lansing.

Hart—Miss Kittie Lyon has purchased the millinery stock of M. & M. Rankin.

Albion—Oliver J. Brets succeeds Geo. E. Dean in the coal, wood and cement business.

Manton—The Williams Mercantile Co. has decreased its capital stock from \$12,000 to \$8,000.

Shepherd—Eugene A. Wisdon has purchased the hardware stock of the Shepherd Hardware Co.

Elm—Shaw Bros. continue the general merchandise business formerly conducted by John R. Shaw.

Eureka—Martin & Green, general merchants, have dissolved partnership, Mr. Martin succeeding.

Albion—John Dorrance and Benjamin Franklin have formed a copartnership to engage in the grocery business.

Lake Odessa—C. S. Wright has sold his general stock to Fred Jury, who will continue the business at the same location.

Portland—Geo. E. Wilson, of Lowell, has purchased the shoe stock of F. L. Francis and will continue the business at the old stand.

South Haven—C. H. Thompson, recently in the grocery store of Gordon Ripley, has engaged in the grocery business at 416 Phoenix street.

Alpena—A. J. Mills & Son, of Novesta, have purchased the grocery stock of Louis LeDuc and have already taken possession of same.

Mears—H. J. Campbell & Son have dissolved partnership. H. J. Campbell continues the meat business and C. J. Campbell will engage in the barbering business.

Gladwin—Wagar & Taylor have purchased the drug, crockery and grocery stock of J. M. Shaffer, who retires from active business on account of ill health.

Parma—C. C. Winslow has purchased the interest of his partner in the grocery business of Finch & Winslow and will continue the business in his own name.

Muskegon—Wm. Cappell has sold his interest in the grocery stock of Peterson & Co. to his partner, Ole Peterson, who will continue the business at the same location.

Marion—Ernest Parr has purchased the interest of his partner in the drug business of Parr & DePeel. Mr. DePeel will complete his course at the Big Rapids school of pharmacy.

Coldwater—Schrantz & Hemingway, grocers, have dissolved partnership, A. B. Hemingway purchasing the interest of his partner and continuing the business in his own name.

Lansing—The partnership existing between Edgar Press and Frank C. Taylor, dealers in men's furnishing goods, has been dissolved. Mr. Taylor will continue the business at the old stand.

Ishpeming—The Carpenter-Cook Co., mortgagee of the Negaunee Co-operative Society stock, has sold to W. P. Kinsman all of the goods remaining unsold. The stock inventoried about \$4,000.

Howell—Arthur W. Cimmer has retired from the implement firm of E. F. Armstrong & Co., selling his interest to his partners, who will continue the business under the style of Armstrong & Barron.

Jackson—The Faulkner-Porter Co. has sold its stock of suits and cloaks to M. L. Jacobson, who has long been connected with a Cleveland house. Mr. Jacobson will continue the business and enlarge the same.

Gooding—The firm of Kraft Bros. has been dissolved. C. J. Kraft takes the hardware, agricultural implements and paint and oil stock, and John M. Kraft will continue the dry goods, boots and shoes, grocery and crockery stock.

Pontiac—A. G. Webb has purchased the meat market of Jas. McGowan, at 51 South Saginaw street. Mr. Webb has been engaged in the meat business at this place for the past twenty-one years under the style of Alf. Webb & Sons.

Flint—G. R. Hoyt, after an active business career of fifty-four years, has retired from the dry goods house of Hoyt & Co. His successor is his son, Stewart Hoyt, who will have the personal management of the business in the future.

Zeeland—John Bouwens, senior member of the shoe firm of J. Bouwens & Son, has transferred his interest to his youngest son, Simon Bouwens. The brothers, Henry and Simon, will continue the business under the style of Bouwens Bros.

Belding—Holmes Bros., who have been engaged in the clothing business at this place for the past fourteen years, have dissolved partnership, L. W. Holmes disposing of his interest to his brother, L. L. Holmes, who becomes sole owner of the business.

Detroit—Chas. W. Fox, Robert C. McClure, Benj. J. Fox and W. G. Vinton, who have been engaged in the manufacture of wood mantels and special furniture under the style of Fox Bros. & Co., have merged the business into a corporation under the same style.

Saginaw—The agricultural implement, vehicle, harness and seed business of C. L. Roeser has been incorporated under the style of the C. L. Roeser Co. The authorized capital stock is \$24,000, held in equal amounts by Thos. D. Madden, August Goes and J. G. Roocker.

Grand Ledge—The firm of F. T. & C. F. Coppens, implement dealers at this place, will hereafter be known as C. F. Coppens & Co., H. W. McDiarmid, who has been with the company for the past two years, comprising the new member. F. T. Coppens has retired from the business.

Caseville—The style of the Caseville Fish Co. has been changed to the Caseville Fish & Mercantile Co. and the business incorporated with a capital stock of \$14,000. The shareholders are J. H. Gillingham, 80 shares, and Stephen Gillingham and L. A. Brown, each 30 shares.

Houghton—Several Houghton merchants have formed a combination to defeat the efforts of the retail clerks' union of Houghton and Hancock to coerce the merchants in the two towns to close at 6 o'clock during the period from Jan. 1 to April 1.

Escanaba—The mercantile business of Rathfon Bros. has been merged into a corporation under the style of the Rathfon Bros. Co., with an authorized capital stock of \$50,000. The stockholders are Samuel B. Rathfon, 498 shares, and Allie B. Rathfon and Eugene Gaudette, each 1 share.

Bay City—A verdict of no cause for action was rendered in a suit of W. P. Sharp, a fruit grower, against John Carroll, a commission merchant. Carroll refused to take all the pears Sharp brought in on the ground that they were too small, although he agreed to take the entire crop. The agreement between the parties, however, was made one Sunday afternoon and the justice held that the contract was invalid.

Alma—The Hayt & Pierce Co. has disposed of its general stock to R. P. Lee, of Chicago, and N. G. McFee and Wm. Walker, of Grand Rapids, who will incorporate the business about March 15. Hayt & Pierce retain stock in the new concern, although they will not assume active management of the business. The stock of the department store of H. J. Vermeulen has been purchased and the two will be consolidated in the Vermeulen block. Mr. Hayt retires from active business on account of

ill health, while Mr. Pierce will return to his position as traveling salesman for the firm he was formerly connected with.

Sault Ste. Marie—The dry goods firm of Blumrosen Bros., which has been engaged in business in this city for a good many years, has been dissolved and the Blumrosen Co. organized to continue the business. The capital stock is \$25,000, held as follows: Bernard Blumrosen, 1,500 shares; Morris Mezerow, 500 shares; Samuel Wolsky, 300 shares; Samuel S. Rosenfeld, 100 shares, and J. A. Corriveau, 100 shares. All of the incorporators, except Mr. Blumrosen, have been in the employ of Blumrosen Bros. for a number of years. Mr. Mezerow is President and General Manager; Mr. Wolsky, Vice-President and Manager of the clothing department; Mr. Blumrosen, Secretary and Treasurer; Mr. Rosenfeldt, Manager of the dry goods department, and Mr. Corriveau, Manager of the carpet department.

Commercial Credit Co., Ltd.

Widdicombs 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.



The Winegar Furniture Co. has increased its capital stock from \$100,000 to \$125,000.

The New York Rebate Stamp Co. has established a branch in this city, with headquarters at the store of H. Leonard & Sons. Like all schemes of this character, it is a good thing to let alone.

The Grand Rapids Fancy Rocker Co. has been organized with an authorized capital stock of \$25,000. The principal stockholders are John Otter-ten, 80 shares; F. Czerwinski, 60 shares; Ed. Sligh, 30 shares, and Roland Scott, 25 shares.

Hon. Peter Doran, in behalf of Crowley Bros., Buhl Sons & Co., the Ideal Clothing Co. and the Workman Shoe Co., has filed a petition in bankruptcy against A. E. Gill, of Altona, who uttered a trust mortgage Dec. 11 to Guy W. Rouse, as trustee for the Worden Grocer Co., the National Grocer Co. and H. Leonard & Sons, whose claims aggregate \$1,600.

The Grocery Market.

Sugar (W. H. Edgar & Son)—Raws have given way under pressure and may be forced still lower before we see a change for the better. However, the price is now so low that speculators may enter the market at any time. Sales of spot centrifugals at 33¢ and cost and freight Cubas at equal to 3.35¢ duty paid have brought our market to a basis fully 5-16¢ below a parity with European beet raws. There has been a gradual easing in the London market, the total decline for the week being about 1-16¢ per pound. Refined demand continues fairly good from day to day and may become heavy, for there is a growing confidence in sugar that will, on any signs of improving prices, develop into a considerable buying movement. The renewal of contract terms this week may indicate that no improvement is to be expected in the immediate future, but we are under the impression that moderate purchases for future delivery are advisable as protection against any sudden change. That we are approaching a long upward turn, we do not doubt—it is only a question of time and will be determined when the selling pressure ceases in the raw market.

Tea—When the 1903 crop came on the market it was bare of high grade teas. The crop was none too large and, as a consequence, there are none now in first hands. With prices on some grades ruling lower than last year at the same time it looks like a good proposition to take hold of teas and the active buying has been the consequence. There have been no price changes and there is little chance of any soon unless the war talk should develop into something very tangible.

Coffees—The price of spot coffees remains unchanged from the last re-

port, the market being quoted very firm. The impression seems to be gaining ground that the bull syndicate have the market well in hand and, owing to the fact that the reports from Brazil cannot be proven or disproven for at least five months, it is probable that the bull contingent will be able to force prices up at least 2¢ above the present rates before June. Milds are very firm at the recent advance. Santos coffees have approached so close to medium grades of milds that they have been forced up by this fact alone.

Rice (Dan Talmage's Sons)—New business has started up with vigor; the reasonable prices and handsome qualities have stimulated consumption, so that distributors are constantly in the market renewing supplies. Receipts have been quite free. Advices from the South note more inquiry on the Atlantic coast. Prices have declined an item, and the movement has been more active. At New Orleans, mills are getting under way after the holidays. Honduras styles which were for a time somewhat neglected, are now in active request as the low prices ruling have attracted the attention of buyers.

Canned Goods—Business in this line has picked up considerably since the first of the year. Retailers throughout the country have evidently come to the conclusion that there is no use waiting for lower prices on some of the canned products—corn and salmon, for instance—and are taking good sized lots. In canned fruit there is a good movement of the common kinds but little call for anything fancy or of extremely high grade. The season of the year is one that calls for the necessities only and people do not buy much that is fancy in January. There is little change in the salmon market. Reports that the Russian government is trying to buy some supplies on the coast have been abroad but so far they have been given little credence. Sardines continue to be firm and hold high. Some of the canned meats have recently advanced.

Dried Fruits—Prunes are moving out steadily in a small way at unchanged prices. Peaches are doing fairly well. There have been rumors of declines on the coast, but these have not been verified by orders sent out. In some secondary markets holders are willing to make small concessions. Currants are holding up, but in light demand. Spot holders are weak, but the general market is strong. Seeded raisins are dull at unchanged prices. Loose raisins are likewise unchanged, but the demand has improved somewhat. Apricots are selling well at unchanged prices. The market is strong. Nectarines are in fair demand at unchanged prices.

Henry J. Vinkemulder left Tuesday for a trip to Texas, where he expects to spend a week or ten days calling on his acquaintances in the trade and, incidentally, making some new ones. While in the Lone Star State he will visit the farm at Morrill owned by Robert Graham and N. Fred Avery, of this city.

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 lower, ranging from 23¢ for choice to 24¢ for fancy. Receipts of dairy grades continue unusually large. Local dealers hold the price at 11¢ for packing stock, 14¢ for choice and 16¢ for fancy. Renovated has declined to 18½@19¢.

Cabbage—Strong at 75¢ per doz.

Beets—50¢ per bu.

Celery—Steady at 25¢ per bunch.

Cranberries—Cape Cods and Jerseys have declined to \$7 per bbl. and \$2.50 per bu.

Eggs—The market holds up in price, but is in a tottering condition. Dealers hold fresh at 27@28¢ for case count and 29@30¢ 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@24¢ for case count and 26@27¢ for candled.

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

Grapes—Malagas are steady at \$5.50 per keg.

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

Lemons—Messinas and Californias are steady at \$3.25@3.50 per box.

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

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

Onions—The market is gradually strengthening with indications of a still higher range of values. Local dealers hold their supplies at 75¢.

Oranges—California Navels, \$2.75 for extra choice and \$3.25 for extra fancy; California Seedlings, \$2@2.25; Floridas, \$3.25.

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

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

Potatoes—The market is strong and tending higher. Country buyers are paying 60@65¢. Local jobbers are getting 75¢ per bu. from the local trade.

Poultry—Receipts are small, in consequence of which prices are firm. Spring chickens, 13@14¢; fowls, 11@12¢; No. 1 turkeys, 17@18¢; No. 2 turkeys, 14@15¢; ducks, 13@14¢; geese, 10@11¢; nester squabs, \$2@2.50 per doz.

Radishes—30¢ per doz. for hot house.

Squash—1¼¢ per lb. for Hubbard.

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

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held Monday evening, January 19, President Fuller presided.

The following letter was received from H. J. Schaberg, Secretary of the Kalamazoo Grocers and Meat Dealers' Association:

"Enclosed you will find a bunch of hot air, taken from one of our papers; but that there is to be a convention and banquet on those dates and that it is up to me to deliver the goods

are hard, stern facts, and if your Association does not come down and help make this event a ringer, I will never come up and play with you again. I told my Association that Grand Rapids would send 100 delegates. Now make me out a false prophet and bring 200. It is too early yet to tell you just what the program will be, but you may tell the boys that 'Old Rome will howl' Feb. 23 and fairly burn the 24th, for we will be there with the goods from start to finish. I trust you will oil up and get to grinding and you may be sure we will do our best at this end of the line."

The Banquet Committee reported that the time and place of holding the annual banquet had not been fully agreed upon, but would be in the course of a few days, and it was decided to hold a special meeting to listen to the report and to appoint delegates to the Kalamazoo convention next Monday evening.

The trading stamp matter was introduced and discussed at some length, culminating in the adoption of a resolution, presented by John Lindemulder, strongly condemning this and other schemes of similar character.

Wm. Judson sent the Association a voluntary contribution of \$50, which was accepted with thanks.

There being no further business, the meeting adjourned.

Homer Klap, Sec'y.

Hides, Pelts, Tallow, Furs and Wool.

The hide market remains firm, with many orders on hand at slightly lower prices offered. Tanners are pressing for delivery of earlier purchases and hides are not on hand for delivery. Some large sales have been previously made, which dealers find hard work to fill. Eastern buyers are again out of the market, especially at any advance.

Pelts are scarce, with light offerings at higher values.

Tallow and greases are off a little from top prices, with an active market. There are no accumulations.

Furs are not eagerly sought after, as offerings are one-third greater than last year at London sales and exporters are awaiting the outcome of sales after Jan. 26.

What little wool was held in Michigan has moved out the past two weeks at about old prices. There is no market quotable for Michigan.

Wm. T. Hess.

David C. Coggeshall, for the past two years connected with the Y. M. C. A., has taken the position of business manager of the Wolverine Specialty Co., at Zeeland. Previous to his coming to Grand Rapids, he was connected with the Holland Furniture Co.

L. Winternitz was in town yesterday consulting an architect with reference to a brick block he contemplates erecting on his vacant lot on Kent street. The ground floor of the building will probably be occupied by Fleischmann & Co.

Lansing—G. A. Guest succeeds J. W. Post as manager of the Grinnell Bros.' music store.

RESTS WITH THE CLERK.

Can Double His Salary If He Does His Part Well.

The ordinary clerk thinks that his physical presence behind the counter and his willingness to answer all demands of customers constitute acceptable service to his employer. On the contrary, such a clerk is the despair of his employer's life. Such a clerk complies with all the rules of the store; he stands in his place and performs the minimum amount of labor for the minimum salary, often no doubt lamenting his fate at having to work long hours for little pay.

Now the truth of the matter is that that same clerk could become really valuable to his employer and materially better his condition in a few months if, instead of giving mechanical service he would embrace his work with all the interest and enthusiasm at his command.

Perhaps many clerks have no idea of this attitude of their employers toward them; but it is a fact that the management of the first class store on State street is always willing to pay a special price for especially competent people, and although they are constantly on the lookout for them, the supply is never equal to the demand.

Every first class store on State street makes the same complaint. "We can not get as many really competent salespeople as we need. Of the common kind there are plenty, but of salespeople who show a deep and constant interest in their work there are not enough to go around. We simply can not get as many as we need."

It is this scarcity of competent help that makes it possible for an ordinary clerk who is willing to take especial pains to please customers materially to increase his salary. The manager of one store made this statement: "There are 100 clerks in this store who could get a raise within a year if they would take more interest in their work. They would attract attention immediately; they would be closely watched, and if they succeeded in building up a line of customers they could demand and they would get a substantial raise. Many of them could double their salaries."

Without considering at all the complaints of incivility that are constantly coming to the management of even the best stores, any observant person can see how few clerks appear to bend all their energies to attracting customers. And this is what intelligent interest results in— attracting customers, not by officious questions, not by urging people to buy, but by an interested and winning manner, and by a willingness to take any amount of trouble to please customers, whether or not they make a purchase. The clerk should appear not as if he were conferring a favor but as if he were the recipient of favor.

A man important in the control of one of the big stores tells the following story illustrative of the effect of an attractive manner. He happened to be standing in the suit depart-

ment one stormy day late in December. The clerks sat, or stood about the almost deserted salesroom, some seeming indifferent, some despondent, many of them had not made a sale that day. The manager became interested in noticing the actions of the few customers who came in, and he remained on the floor over an hour observing them. Five or six, and that was nearly the whole number, approached the model and asked her to wait on them. The model, of course, invariably directed them to various saleswomen. The observer soon became convinced that the reason the great majority of customers approached the model in preference to any other woman was because she had the most engaging manner, the most amiable expression. She was no handsomer and no better dressed than her associates, but she looked cheerful, obliging, winning. This personal effect, the air of being ready to perform any service, answer any question with cheerfulness and interested attention, is an important element in the usefulness of any salesman.

The reason why the dry goods merchant prefers competent, high salaried clerks is because they are really cheaper than the ordinary \$7 a week clerks. The salesman whose habitual expression is one of haughty or languid indifference drives customers away from the house where he is employed; his salary may be the minimum paid to salespeople in his department, yet will he be a dear article, a source of loss, to his employer. The competent clerk sometimes sells three times the quantity of goods the cheap man or woman can sell. He is so engaging in manner, so pleased to show goods, that it is a pleasure to buy, and there are thousands of women who can be easily induced to spend their money for no other reason than that the spending of it is made especially pleasant.

For instance, a woman asks for a shirt waist pattern of a certain material, color, and design. The clerk, who is quick to perceive the trend of individual taste and who is not afraid of taking trouble, may show that woman so many attractive patterns that she will buy three or four waist patterns when she had intended to buy only one.

The following is a true story of how a clever saleswoman made a sale to a woman who was only looking: It was on a dull, rainy afternoon that this young woman was standing idly behind a counter in the underwear department with her fellow clerks when she saw a shopper walking slowly down the aisle absent looking at the goods on the counter. The clerk whispered to her companions, "Watch me" then advanced smiling toward her prospective customer. To the clerk's polite enquiry the shopper said she had no intention of buying; she was "only looking." But there was a certain charm and directness in the clerk that made her manner of saying, "It is a pleasure to show my goods," seem a personal tribute and in five minutes she had succeeded in interesting the woman. Box after box

of underwear was opened for her inspection. The clerk was never officious, never urged anything; she simply talked the merits of her goods and seemed delighted at the opportunity of doing it. The shopper finally bought \$11.90 worth of underwear. By this clever stroke of business the clerk had gained a customer who would come back to her another season; the customer went away with a pleasant impression of that store although she had spent \$11.90 that she had not intended to.

This is why it is cheaper for the merchant to employ the clerks that command the highest salaries. They not only attract customers to their departments, but they increase the sales all over the house. Suppose a woman with a long shopping list in mind enters Smith & Co.'s because she wishes to buy a bit of lace from her favorite clerk at Smith & Co.'s lace counter. The chances are pretty strong that Smith & Co. will have the first opportunity of pleasing her in every item on her list. It is at least an immense initial advantage to the merchant to have attracted her within his doors.

If the average clerk knew how quickly a competent salesman gets a reputation, not only in his own store but in all the best State street stores, he might wake up and try to make himself indispensable to his employer. A really competent clerk is so uncommon and so valuable that as soon as he is "discovered," he is closely watched, both by his own employer and by others in the same line of business. No employer will let a specially competent clerk leave his employ if he can keep him by raising his salary. Here is a true story illustrating the attitude of employers toward specially valuable salespeople: (It will not do to mention names because all the stores officially deny that they try to take each other's best clerks.) A young woman in the hosiery department of Smith & Co. was known to have built up a big trade; dozens of customers asked for her almost daily; she sold more goods than any two people in her department. One morning her fellow clerks missed her from her place. At noon they learned that she was employed at Blank's at an advanced salary. That afternoon Smith & Co.'s representative interviewed her; the next day she returned to her old place at a higher salary than Blank offered her. But the second day she was again selling goods for Blank because they had given her still another raise.—Chicago Tribune.

A Profit-Sharing Feed-Factory.

A restaurant in which every worker from dishwasher upward is an equal partner is being run with success on the most primitive of business principles right in the heart of one of Manhattan's busiest districts. There is no expensive system of book-keeping, or a cashier's salary to add to the weekly expenditures. A cash register takes care of the day's receipts, which are gathered up at night into a good old-fashioned money bag, and each Monday evening a business meeting is held, where a

general "settling up" takes place. Enough money is put aside to run the establishment for another week, and a thoroughly impartial division is made of the remainder. Heads are counted and the sum divided to a cent into as many portions as there are persons present.

There is a head to the establishment who does the buying and general supervision, subject always to the criticism of the Monday night council, which unlike some governments does not deny woman the right to vote. Says a recent newspaper description of this establishment: "The voice of the old dame who may just have finished scrubbing up the kitchen floor is as potent in deciding next week's course as that of the man who originally planned out the enterprise, and only by the full consent is any new measure undertaken."

"Everything is run on the same primitive principles, even applicants for situations not being required to bring references as to character, ability or sobriety, or anything whatever. It is enough that a man or woman is hungry and in need of work. A week's trial is given on these terms, three square meals and enough money to pay for a decent lodging. Then at the following business meeting the qualifications of the new applicant are discussed. The hire can not afford to shelter any drones, but if the least promise is displayed he or she is put to the work for which the most aptitude is shown and then is reckoned as being on "half time." A few weeks later he becomes a "trustee," which really means full and equal sharer in the work and in the profits.

"Five years ago the restaurant was started as a bakery in a cellar from which food products were sent out to a few families in the neighborhood. Then the first floor was added as a place from which to sell over the counter and tables were put in for the accommodation of guests. The second floor is now devoted to a printing establishment, where the daily menus are got up, and the upper part has been converted into sleeping rooms, so the whole house is now used in place of the cellar, the original starting point.

"Food is sent out to families in Harlem and other remote points, although the establishment is on the lower west side. These are people who formerly lived in the vicinity and grew accustomed to the bread and cake and baked beans which are put up in ways of which this restaurant makes a specialty."

The Office Boy's Memory.

Editor in chief (to office boy)—Bennie, where's the theater tickets I sent you after?

Bennie—I forgot 'em.

City editor—Bennie, where's that paste I sent you for?

Bennie—I forgot it.

Sporting editor—Bennie, what was Jack Glasscock's battin' average in 1888?

Bennie (promptly)—Three hundred and eighty-six.

LYON BROTHERS MONSTER LIST

GOOD ITEMS FOR YOUR BARGAIN BASEMENT OR COUNTER

THIS IS OUR MONSTER ASSORTMENT OF 5c BARGAIN TABLE GOODS

It includes snap items in Notions, Stationery, Hardware, Tinware, Woodenware, Brushes, Grocery Sundries, etc. Positively a gilt-edged list of guaranteed standard quality merchandise that is just what you need to sweeten up your bargain basement or bargain counter stock. The variety is the largest and most successful ever offered in an assortment of this kind.

SPECIAL INTRODUCTORY OFFER

We recommend the purchase of this entire lot, but to introduce these great bargains to the trade, we will, until further notice, accept orders for such individual items as you may select from the lists below

1,604
PIECES

\$45.75

LESS 2 PER CENT FOR CASH

NOTIONS AND STATIONERY

Cost		Cost	
1 dozen M. C. Peacock Pins.....	\$0.34	1 dozen American Hair Pins.....	\$0.25
1 dozen papers, No. 3 Manchester Safety Pins.....	.33	1 dozen No. 306 Purses.....	.30
1 dozen No. 2073 Key Chains.....	.37	1 dozen No. 660 Pencils.....	.25
1 dozen Invisible Drawer Supports.....	.35	1 dozen No. 113 Pencils.....	.30
1 dozen No. 277 Hair Pins.....	.40	1 dozen No. 295 Penholders.....	.30
1 dozen Embroidery Hoops, size 6.....	.35	1 dozen No. 74 Colored Crayons.....	.35
1 dozen 1/4 Loom Web.....	.35	1 dozen Kink's Assorted Inks.....	.35
1 dozen No. 1503-7 Dressing Combs.....	.40	1 dozen Lion Glue.....	.35
1 dozen No. 1109-14 Fine Combs.....	.38	1 dozen No. 23501 School Bags.....	.35
1 dozen No. 2067 Aluminum Pocket Combs.....	.35	1 dozen No. 189 Pencil Boxes.....	.38
1 dozen No. 1318 Round Combs.....	.38	1 dozen No. 23641 Papeteries.....	.35
1 dozen No. 81 Crochet Hooks.....	.33	1 dozen No. 23668 Tablets.....	.35
1 dozen No. 60 Tape Measures.....	.30	1 dozen No. 23688 Tablets.....	.38
1 dozen No. 20281 Men's Armbands.....	.30	1 dozen No. 23539 Memorandum Books.....	.40
1 dozen No. 36 Ladies' Garters.....	.25	1 dozen No. 23619 Counter Books.....	.25
1 dozen No. 20281 Men's Garters.....	.35	1 dozen No. 23597 Composition Books.....	.33
1 dozen Alex. King, 40 black.....	.20	1 dozen No. 23616 Receipt Books.....	.40
1 dozen Alex. King, 40 white.....	.20	1 dozen Cash Sales Books.....	.25

HARDWARE AND TINWARE

Cost		Cost	
1 dozen No. 26 L. P. Hammers.....	\$0.85	1 dozen Nut Crackers.....	\$0.35
1 dozen No. 8 Glass Cutters.....	.27	1 dozen 3-quart Milk Pans.....	.38
1 dozen Tracing Wheels.....	.20	1 dozen 1-quart Dippers.....	.38
1 dozen No. 2241 Locks.....	.35	1 dozen 10-inch Pie Plates.....	.38
1 dozen No. 78-3 Barrel Bolts.....	.40	1 dozen 10-inch deep Cake Pans.....	.34
1 dozen No. 6 Door Pulls.....	.40	1 dozen 11-inch Pot Covers.....	.38
1 dozen No. 3 Arm Coat Hooks.....	.35	1 dozen No. 250 Mixing Spoons.....	.30
1 dozen 4x5 Brackets.....	.25	1 dozen 1-quart Pails.....	.40
1 dozen No. 161 Harness Hooks.....	.40	1 dozen 2-inch Gravy Strainers.....	.30
1 dozen 4-inch Light Strap Hinges.....	.33	1 dozen Yacht Cups.....	.30
1 dozen Perfect Hasp and Hinges.....	.30	1 dozen Fruit Jar Fillers.....	.38
1 dozen No. 8 Rivets and Burrs.....	.28	1 dozen No. 13 Comb Cases.....	.40
1 dozen No. 80 Fire Shovels.....	.39	1 dozen pint Stamped Cups.....	.30
1 dozen 4-inch Slim Taper Files.....	.45	1 dozen 1/2 Sheet Graters.....	.29
1 dozen No. 1234 Screw Drivers.....	.30	1 dozen O. K. Slicers.....	.42
1 dozen 3-hole Mouse Traps.....	.35	1 dozen Combination Biscuit Cutters.....	.38
1 dozen No. 120 Can Openers.....	.40	1 dozen Flour Dredges.....	.32
1 dozen No. 40 Cake Turners.....	.38	1 dozen Twin Match Safes.....	.23
1 dozen Meat Pounders.....	.38		



WOODENWARE, BRUSHES AND WIRE GOODS

Cost		Cost	
1 dozen Assorted 14-inch Chair Seats.....	\$0.39	1 dozen No. 202091 1/4 Flat Varnish Brushes.....	\$0.42
20 boxes No. 45 Nails.....	.50	1 dozen No. 20211-1 Flat Varnish Brushes.....	.45
1 dozen Enameled Handle Potato Mashers.....	.30	1 dozen No. 20136-1-6 Sash Brushes.....	.45
1 dozen No. 17 Spoons.....	.37	1 dozen No. 2401 Toasters.....	.28
1 dozen Butter Spades.....	.24	1 dozen No. 2403 Bread Toasters.....	.35
1 dozen Dish Mops.....	.40	1 dozen No. 2407 Skimmers.....	.38
2 dozen Toothpicks, 3 3/4 dozen.....	.75	1 dozen No. 2410 Soap Dishes.....	.27
1 dozen Jute Lines, 30 feet.....	.35	1 dozen No. 2416 Pot Cleaners.....	.35
1 dozen Cotton Lines.....	.40	1 dozen No. 2419 Mashers.....	.40
1 dozen Mouse Traps, Rex.....	.20	1 dozen No. 2426 Strainers.....	.35
1 dozen No. 20321 Scrub Brushes.....	.38	1 dozen No. 2428 Strainers.....	.40
1 dozen No. 64 Scrub Brushes.....	.35	1 dozen No. 2434 Egg Beaters.....	.40
1 dozen No. 76 Vegetable Brushes.....	.35	1 dozen No. 374 Pants Hangers.....	.40
1 dozen No. 1088 Nail Brushes.....	.23	1 dozen No. 41 Plate Handles.....	.24
1 dozen No. 20241 Tooth Brushes.....	.30	1 dozen No. 63-10 Hangers.....	.40
1 dozen No. 20152 Shaving Brushes.....	.40	1 dozen Sink Cleaners.....	.40

GROCERS' SUNDRIES, TOYS, ETC.

Cost		Cost	
1 dozen No. 196 Soap.....	\$0.35	1 dozen Skip Easy Tops.....	\$0.35
1 dozen No. 311 Soap.....	.35	1 dozen No. 110 Inflated Balls.....	.37
1 dozen Williams' Mug Shaving Soap.....	.40	1 dozen No. 25 Solid Rubber Balls.....	.40
1 dozen No. 5 Stove Blacking.....	.35	1 dozen New Return Balls.....	.30
1 dozen No. 58 Perfume.....	.40	1 dozen No. 652 Mirrors.....	.35
1 dozen Talcum Powder.....	.35	1 dozen Diamond Base Balls.....	.40
1 dozen Pink Face Powder.....	.30	1 dozen No. 526 Sea Island Cotton.....	.30
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E. A. STOWE, Editor.

WEDNESDAY - JANUARY 20, 1904

ALL RIGHT, TEMPORARILY.

The key-note of the report of the Board of United States Engineers to the present United States Congress on the matter of the improvement of Grand River is, that, even with a fourteen or fifteen foot channel from this city to Grand Haven, no considerable portion of the commerce of Grand Rapids would seek through transportation over such a route to Chicago, Milwaukee and other lake ports.

And the assumption upon which this belief is founded is, that under any circumstances—be the channel six feet or ten feet deep—freight from Grand Rapids to any lake port must necessarily be transhipped at Grand Haven.

For these reasons the Board opposes the ten foot project and recommends the completion of the six foot channel. That is all there is to the report, and it is all right; because it is fair to expect that the six-foot recommendation will be adopted and carried out, and because the opinions of the eminent gentlemen of the Board of Engineers, given today, will, in the natural development of things, be of no importance whatever in the decades to follow.

While it would be undignified to question the ability of any United States Engineer and while no citizen desires to doubt the sincerity or patriotism of any member of the United States Army, the fact remains that there is "something doing," in every department of human intercourse and endeavor, all the time. And because of this fact there is to be, in the very near future, a way for ocean vessels across the Isthmus of Panama; and that resource will develop, in all probability, another waterway across the Nicaragua country. With deep water routes shortened by 30 per cent. at least, so far as are concerned the routes to the Far East, will come very soon the positive necessity for making a deep waterway of the Mississippi River and deep waterways of all important streams flowing south to the Gulf of Mexico. With this development must come a deep waterway from the great lakes to the Mississippi and with the world thus opened to us will come, perforce, the deep waterway from Grand Rapids to Grand Haven and Lake Michigan.

Of course this will not come dur-

ing the lifetime of Col. M. B. Adams or any of his confreres; it will not come during the lifetime of anyone now living, in all probability, but it will come ultimately and beyond question.

So, then, for the present let us thank the gentlemen of the Engineering Corps; let us accept the six-foot lift they have given us and, what is more important, let us utilize that six-foot opportunity to its limit. There are scores of twenty, thirty and forty-miles of waterways of from three to four feet depth in this country that have long been profitably utilized and that, too, in spite of the fact that these routes are flanked along their entire lengths by railways—both steam and electric.

Let the merchants and manufacturers of Grand Rapids show their faith and good will by building, equipping and operating a line of steamboats and barges over our six-foot channel. Let them do this at once! And more, if necessary, let them build and operate a line of steamers on the route between Grand Haven and Chicago and Milwaukee. The proposition is feasible and can be made profitable in the influence it will have upon the freight schedules of the railways; and, whether the railways cut rates or not, let the six-foot utilization be maintained. It is a matter of loyalty, of duty, of wisdom.

The Hawaiian islands have developed wonderfully as a sugar producing region. In 1875 the production was 25,000,000 pounds; under reciprocity with the United States it has risen in 1880 to 63,000,000 pounds. In 1890 it was 260,000,000 pounds, and in 1903, 774,285,420 pounds. In the five years since annexation, 1899-1903, the total value of the sugar produced in the islands was \$112,000,000. Most of the laborers on the Hawaiian sugar plantations are Japanese, and in case of war between Russia and Japan it is expected that most of them would go home to fight. They number over 30,000, and their places could not be easily filled.

Not a single revenue officer in the killed or wounded during the past year. Twenty years ago it was a frequent occurrence for revenue officers to be killed in the mountains of Southern States for attempts to seize a distillery or to capture a moonshiner against whom they had a warrant. The moonshiners have not suspended operations. No less than 1,396 illicit distilleries were seized and their products confiscated during 1903. The moonshiners, however, have learned that shooting or resisting Uncle Sam's representatives gets them into decidedly unhappy predicaments.

Red-headed people, it is claimed, are less subject to baldness than others. A doctor explains it thus: The hair of the red-headed is relatively thick, one hair being almost as thick as five fair or three brown hairs. With 30,000 red hairs the scalp is well thatched, whereas with the same number of fair hairs one is comparatively bald. It takes nearly 160,000 fair and 105,000 brown hairs to cover adequately an ordinary head.

BEST SORT OF EDUCATION.

There is going on at the present moment among the leaders in the educational world a hot discussion as to what sort of education is of most worth, and since we cannot, in a few short years given to a college training, learn everything that is set down in the courses of the colleges and universities, what sort of an education is best for the average youth who has got to make his way in the world on reaching manhood?

Formerly the old college sought to teach something of the ancient languages, such as Latin and Greek, to ground the student in the mathematics, to impart some general information concerning the physical sciences, and to top off with some lectures on what were known as the humanities—that is, ethics and metaphysics. But little attention was given to modern languages, and then in such fashion as made the information acquired of no practical use, but, nevertheless, it was not without value.

To-day physical science has grown into so vast a mass as to eclipse almost everything else. The dead languages are being pushed rudely aside, and as to the humanities, they are no longer mentioned, ethical philosophy being too near akin to religion to hold a place in any but church schools, while metaphysics have become a side show of physical science, the mental faculties being studied with scalpel and microscope. Mathematics are more important than ever, since all there is in the universe is estimated according to the facility with which it may be weighed, measured and subjected to other material tests.

The late Herbert Spencer, the last of the great English apostles of materialism, as early as 1860 wrote: "Thus to the question with which we set out—What knowledge is of most worth?—the uniform reply is—Science. This is the verdict on all the counts. For direct self-preservation, or the maintenance of life and health, the all-important knowledge is—Science. For that indirect self-preservation which we call gaining a livelihood, the knowledge of greatest value is—Science. For the due discharge of parental functions, the proper guidance is to be found only in—Science. For that interpretation of national life, past and present, without which the citizen cannot rightly regulate his conduct, the indispensable key is—Science. Alike for the most perfect production and highest enjoyment of art in all its forms, the needful preparation is still—Science. And for purposes of discipline—intellectual, moral, religious—the most efficient study is, once more—Science."

Mr. Spencer, although he enjoyed an academic education, never attended a college, and although he had many honorary titles conferred on him by such institutions, always disregarded and ignored them. Although he started as a civil engineer, he was able to give up his profession and to devote his entire time to materialistic and sociologic studies. It is easy to see the bias of his mind,

and yet Mr. Spencer could never have accomplished what he did in particular lines of speculation unless he had possessed at least the rudiments of the sort of education that he regards as of little worth.

If the chief object in life be to commence earning a livelihood—and with many it is—the young man who proposes to become a civil engineer, an electrician or a chemist should, as soon as he is qualified by a preparatory education to do so, enter a technical school and study the profession in view. He need not give much attention to other physical sciences, although all are closely related. This will start him on the way to a practical living sooner than in any other way. He can become a mechanical engineer or an electrician by entering a working establishment as a draughtsman, provided he possesses the qualifications.

An intending physician must pass through four years of technical study, some of which can be done in a professional office and the balance in school. It is much the same with an embryo lawyer. Both should have a fair knowledge of the Latin language, although both doctors and lawyers have gained a certain success in entire ignorance of it. Some of the modern languages are of extreme value to any man in the newer States of the West and Southwest. German is very useful in the West, while French is of great importance in Louisiana; Spanish is also very important throughout the Southwest.

But coming back to the question of the value of a college training, it should be given to every young man who can afford to take the time. While in a four years' college course the student can become thorough in no particular branch of learning, he receives the foundations of an education that makes him a man of general accomplishments, an all-around man, which no specialist can ever be, and upon this foundation he can build any education required. It is equally good for the professional man, the merchant or the man of the world generally. There is nothing, after all, like a good college course.

The college is not a school in which to learn technical professions. It is intended to train the mind, to broaden the views and to fit young men to enter upon a special preparation for the main business of life. Such a general education, while it may lack thoroughness in the estimation of the mere specialist, puts the possessor of it above those who only know one profession and nothing more.

Would you take a billion silver dollars if you were required to count them? You think you would, but you wouldn't when you comprehend the amount of time the task would occupy. There is expert testimony that to count a billion dollars would require 102 years of steady work at the rate of eight hours per day during every working day of every one of the 102 years. If you are not allowed to spend any of your billion until you had counted it all, you would decide that it was easier to work for a living.

GERMAN HATRED.

There is no nation on the globe with which the Government of the United States is officially more friendly than with Germany, but it appears that among the people of Germany there is a widespread and unconcealed dislike for the American people.

Such, at least, is the opinion expressed by Prof. Albion W. Small, of the University of Chicago. Prof. Small has recently made a visit to that country, where he once studied in the universities and where he married, and some results of his observations there, given in the *World Today* for December, are interesting in view of the opinions formed of the real disposition of the German people towards the Americans. Says the writer mentioned: "A blustering Kaiser, a bullying army and a mass of sleepy people, with interests bounded by big beer mugs and long-stemmed pipes, are the salient features in the typical American view of Germany."

But the situation as he found it was entirely different from that set forth above. The real conditions, according to the observer, are that: "The Kaiser is by nature what Yankees call a 'masterful' man. He was bred to the notion that his mission in the world is to fill the place of a father to the German people, and he takes his task seriously. On the other hand, no judicial observer can doubt that as a whole the Germans at this moment are the most virile, the most enlightened and the most progressive people in all Europe. Brave toil of hand and brain for more than two centuries has made to-day's Germany. It remains true, however, that without the impulse and the guidance of such a personality as the present Kaiser even the splendid qualities of the Germans could not have brought the work to its present stage."

There is a vast difference between the two pictures, and without doubt the latter is the correct one. According to the Professor, while the German people treat with the utmost kindness and friendship individual Americans who go among them, they have a feeling of extreme contempt for the American people as a generality. Living under a military and in many respects a despotic system, in which the enforcement of discipline and the execution of law are the invariable rule, they regard with unconcealed contempt our apparently loose political system in which the several states and the central government are all in their way sovereign and absolute, and at the same time restrained each as to the other by authoritative limitations. They hold that ours is not a nation, but an assemblage of people without a sovereign, operating under the laws of limited jurisdiction, and therefore only a vast aggregation of humanity who, so far from constituting a nation, have an organization that is a political nondescript, a mere monstrosity, instead of a real state.

It is not the political system of the United States that troubles the Ger-

man people. They are in no way concerned about that. What has filled them with anxiety, with displeasure and a feeling verging closely on hostility is the enormous productive, industrial and commercial power of the American people. Their natural resources are unlimited; their ingenuity and enterprise are remarkable, and their numbers are greater than the population of any other country except Russia, which is largely in a condition of barbarism. Germany has become in recent years a great manufacturing nation, competing with England, that was so long at the head of commerce and industries, and now the overpowering rivalry of the United States has surely to be met. It stands as a formidable obstacle in the way of the spread of German commerce, while the Monroe Doctrine operates to keep German colonization out of South America. Says Prof. Small on this branch of the subject:

"Until a few years ago, however, America was of hardly more practical interest to Germany than Alaska before the gold discoveries was to Canada. To Bismarck the Monroe Doctrine was an impertinence, but after all he regarded it as a mere academic proposition at best, with which it was not worth while to parley. It was very much as though America had claimed the exclusive right to discover the north pole. Nobody would have conceded the claim, but no one might have thought best to contest it."

"But ever since the Franco-Prussian War Germany has been developing her industries and her commerce. She has an enormous surplus of capacity to produce all sorts of manufactured goods, but she can not consume them at home, and can not employ all her available labor, because there is no sufficient market abroad. Just at this point the American monster becomes a real menace. He shuts out German manufactures from his own territory by prohibitive tariffs. He stands as a dog-in-the-manger on the shores of South America. He will not undertake to give the unorganized or half organized countries stable and just governments, under which investments would be secure, and he claims the right to prevent any other country from performing that needed work. At the same time he actually invades our territories and demoralizes our markets with the surplus of his protected goods, while he refuses to lower the dam that prevents natural flow of products to America in return."

Thus the Germans have reached the conclusion that America is bent on the economic annihilation of Europe, therefore the power of the United States in every way must be curbed, and it must be accomplished by a combination of the European nations that suffer by it. This conclusion has become so profoundly established in the German mind, re-enforced by German prejudice, that, says the writer quoted: "Cato was not more convinced that Carthage must be destroyed than many Germans are that American growth must be checked. In the nature of the case it is impossible to measure the strength of this

sentiment or to forecast the details of policy which it will prompt. Americans are slow to realize that we have emerged from our long isolation and that we now have the kind of interests which men quarrel about, at vulnerable points in different parts of the world. German expansion, however, now touches the limits of American pretension. The logic of events must shortly test our claims."

FIRE INSURANCE PROBLEM.

Some years ago, when the fire waste increased to such an alarming extent that the underwriting business was threatened with disaster, and many companies were actually forced into liquidation, a remedy was sought by combination and association to prevent disastrous competition by a readjustment of rates on a fairer basis and by a careful scrutiny of the various hazards with a view to the adoption of grades of risks for the proper fixing of rates of premium.

While these remedial measures worked well in the main and the excessive fire waste has been cut down, there have been many complaints at the method of applying rates. For instance, it has been claimed that those communities provided with adequate fire departments and the latest of appliances received no direct benefit in lower rates, and that certain classes of risks profited little or nothing by improvements which diminished materially the character of the risk. It now appears that in New York City the underwriters are preparing to recognize that a certain degree of discrimination in assessing premiums can be safely exercised.

A reduction of fire insurance rates recommended in a report of a special committee of New York Fire Insurance Exchange has been approved by that body. A discount of 10 per cent. from rates on buildings and contents is made on risks rated under the mercantile schedule, except listed storage stores, private warehouses and fireproof offices. On churches, boarding and livery stables and private business stables a similar discount is made, while on breweries and theaters a discount of 20 per cent. is allowed. These discounts are considered as reductions of rate without change of hazard, and they apply to all the boroughs composing the present City of New York. They have been recommended after an investigation by the Committee covering the experience for the last ten years of leading companies in writing given classes of risks in the territory. The results of the investigation show that the ratio of losses to premiums has been decreasing for three years past.

The election of the underwriters in New York will, no doubt, be followed by similar action in other communities where it is found that the ratio of losses to premiums paid is decreasing, as has been the experience in New York. That the fire waste is diminishing in all the principal cities is believed to be the case, and that this is due in a very large measure to the efforts of the underwriters themselves in enforcing more string-

ent rules and exercising greater care in accepting risks, there can be no doubt. While the insurance companies are undoubtedly entitled to profit by the success of their methods, the New York underwriters have adopted a wise course in permitting their patrons to also share in the benefits of improved conditions, since they have had to bear the greater part of the burden of establishing the reforms through the payment of higher premiums for a series of years.

Boston is customarily looked to as the seat and center of science and culture. One of the latest evidences of this fact is found in the suggestion of some of its alienists to the effect that colors have a soothing or reverse effect upon lunatics. They go so far as to suggest that an intelligently selected color scheme can be of great value in their treatment. It has come to be a commonly accepted idea that blue represents melancholy, sadness and dissatisfaction. When people are unhappy they are said to be blue. When passing through a season of worry they are said to have the "blues." Perhaps this led to the suggestion that blue is a good color to have in rooms where the maniacal patients are kept. The Boston doctors say that although no actual cures have been effected, the influence upon the inmates of this character has been very marked. Along the same line it is noted that patients suffering from melancholia have been made worse by living in a blue room, and that they have shown improvement in rooms where red is the prevailing color. If this conclusion seems to be borne out by the facts developed in future experiments, then there will be a boom for red and blue glass and as well for red and blue paint.

Richard Grant White, the eminent philologist, was asked once upon a time to conjugate the verb "kiss." He believed and maintained that English is a grammarless tongue, hence he felt no compunction when he gave this: "Buss, to kiss; re-buss, to kiss again; pluribus, to kiss without regard to number; blunderbuss, to kiss the wrong person; omnibus, to kiss everyone in the room; crebus, to kiss in the dark."

Vermont is doing something to preserve its forests. A Forestry Commission has been appointed, and its first act is to mark out various places in the Green Mountains for public parks and reservations. It is the only way in which the forests can be preserved from destruction. To Vermont, which has many summer visitors, it is especially important to save the beauty of its hills and dales.

The Japanese have become so enlightened that they are no longer satisfied with the illumination to be obtained from Japanese lanterns. They are sending to this country for lamps and chandeliers that can be used with gas and electricity. The Japanese are bright people, but they look to America for nearly all their ideas.



Three Local Clerks Who Are Models of Excellence.

Written for the Tradesman.

The ideal clerk is, so far as the experience of many of us on this mundane sphere is concerned, merely a pipe dream, a figment of the imagination. Some few there be, however, that stand out in our recollection as clearly as an elm that stands all alone in a field is silhouetted against the blue ether. And what a delight it is to fall into their hands to be waited upon. Some make the statement that clerks, like poets, are born, not made; but this is far from the truth. Any clerk, man or woman, with enough grains of common sense in their make-up to be able to read the character of customers, and who have a sincere desire to be courteous and to cultivate (if they have it not) a pleasing personality, may become a successful clerk.

I have in mind three little Holland girls, all clerks in a local dry goods store. The name of one is Mary. I tell her name because there are so many Marys you would never guess her identity. The second goes under an uncommon cognomen and hers I shall not mention because you would recognize her in a trice. The third I always name, to myself, "Little Pug Nose," for the reason that I never was able to fix either her given or her Christian name for two minutes in that fatal memory of mine, and from the fact that she has the cutest little turned-up nose that ever lent piquantness to a round little face. All three of these clerks are so popular with the customers of the place where they are employed that I have known, many and many a time, busy women, women who are cramped for time, to whom a half hour lost or spent in the morning means a "rush" for them all the rest of the day—I have known these women to wait patiently out this half hour in order to be waited on by one or another of these three girls.

They are all so nice to me—these girls—that really I couldn't choose between them; all different as to disposition, yet each so agreeable it is a delight to know them, and, as to the service they render, it is simply perfect. I have traded in the store for years and I have yet to find one cause for complaint that could be laid at their door.

* * *

Little Pug Nose is in the woolen department and the first time I had any dealings with her there was an error, as I supposed, as to the goods delivered at the house where I board. Upon investigation, I found that the mistake was made by myself and when I found out the exact state of things I went to Little Turn Up Nose and apologized. I hated to acknowledge myself in the wrong—what girl likes to "own up" to another of the sex that she has been at fault?—but the case was one that

called for adjustment on my part, and so I braced up (in other words, I might say I donned my best silk petticoat) and went and "fessed up" like a little man!

Did Little Snub Nose receive my apology with disdain? Did she treat my overtures with a cold hauteur? Did she allow me to be consumed with embarrassment, while she gloated over my discomfiture and enjoyed the waves of color that chased themselves over my countenance?

Not a bit of it! She just accepted my apology with the sweetest little manner possible and slid over my crestfallenness so graciously, and gracefully, that I just loved her for the little kind way she treated the affair, and by that one act—by pursuing a course of extenuation when she had it in her power to "lord it over me," as the boys say—she cemented me to her forever and a day.

* * *

The second young lady I mentioned, the Unknown, is a nondescript little girl as to appearance, not a rag of style about her—hair always combed in a little unbecoming knob on top of her head, her shoulders have an ugly little stoop to them, she "caves in" where she should "cave out" and parts of her anatomy that should be prominent are "conspicuous by their absence," her feet have a horrible fashion of "toeing in" so that when she walks you can't think of anything but the uncertain waddle of the barnyard duck, her eyes are a buttermilk blue, her complexion is of the muddiest variety that ever afflicted woman, her hands are red and ungainly, and yet, and yet I know of no clerk in Grand Rapids who draws more custom for her employer than this same ugly little Holland girl.

The little Unknown is so pleasant that all the unlovely points of her appearance are forgotten—say, rather, that they do not even enter your head. For one thing this clerk never forgets anything you ever bought of her. A year after its purchase she can tell you how many yards you bought of a certain dress goods, who made it up for you, how you intended trimming it, how many yards it took for this necessity—in fact, every little item of the transaction, nothing having escaped her notice and everything anent the occurrence having stuck like a burr in her memory. Having this faculty is of great advantage to this clerk, for she is able to recall things that the customer herself has forgotten and thus helps her out in many a dilemma.

* * *

Speaking of these little maids in reverse order, the last of the trio—Mary—is simply a paragon. I have never known of her making a mistake and her employer has appreciated this fact to the utmost. Starting in with absolutely no knowledge of the intricacies of the business, she familiarized herself with the details in a remarkably short time and by application and determination—and affability—has risen step by step until now she is at the head of a department and draws a respectable salary that is "not to be sneezed at," to use a homely expression.

These three clerks are worth more to their employer than may be measured by dollars and cents. They are an invaluable store adjunct. They are a better investment than the goods on the shelves, for they are a continual stimulus to the other clerks by their quiet businesslike example. Seeing the popularity of these three, the rest are incited to "go and do likewise" and it is an acknowledged fact (the proprietor told me so himself) that the whole tone of the store has been raised by the atmosphere created by these three unassuming, duty-loving young women.

Josephine Thurber.

The Girl Clerk Who Loves Her Honey Boy.

In an Atchison dry goods store there is a titled duchess clerking incog.; also a very cold and very haughty lady with an endless line of stately ancestors; also an overflowing blonde who would land almost anybody who didn't kick too much; also an old maid who would stick a man with a hat pin if he called her by her first name; but the interesting one of the clerks is a little girl with a snub nose who loves her Honey Boy. He is a wiper, or boiler maker, or something out at the Central Branch shops and her only trouble is that he might get car bit. The dapper boys around town walk into the dry goods stores and lean over the counter joshing with the clerks, but Honey Boy is too big to get into the store without brushing all the dry goods off of the counters. He never shows up in the daytime, but at night he is always out in front of the store when it closes, waiting for her. The duchess, and the girl with the ancestors, and the old maid, and the blonde look at his big black hands and his awkward frame, and sneer, but the little girl with the pug nose warms up close to Honey Boy and puts one hand in his overcoat pocket, and thinks how awful it would be if anybody should steal him. When the Fireman's grand ball is given she is there with Honey Boy. He gets around on the floor about as gracefully as a baggage truck, but she holds onto him tight, and glows with pride. Honey Boy is not much of a looker, but he will be building a house for the little girl with the snub nose, while the duchess, and the girl with ancestors, and the old maid, and the blonde and the others are clerking in the dry goods store or having matrimonial troubles.—Atchison Globe.

Compensation for Plainness.

I like girls who can make up in common sense what they lack in beauty. A pretty face, unaccompanied by a bright mind, loses half its charms, and sometimes veils a multitude of disappointments.

Sensible men rarely marry for beauty alone. But the time consumed in personal decoration would lead one to suppose this took a prominent part. Too many otherwise sensible girls cater to the puerile flattery of men whose natures are as shallow as the rouge which infatuates them. They are moths, and flutter about a

light that is often unnatural and falsely brilliant.

To teach a girl self-admiration by flattery is to crush the finest instinct of perfect womanhood. Girls are sensitive to praise, and, unless with powers of sound discrimination, are apt to overrate the advantage of personal attractiveness, and devote more attention to the perfection of the outer rather than of the inner graces.

The admiration of a manly man, a man of noble mind and pure instinct, a man whose horizon is not restricted to the limitations of personal environments, is the greatest incentive to self-cultivation a girl can receive. The praise of such a man is an inspiration. No conquest is too great and no task too laborious, for the admiration is sincere and its appreciation is sacred. Such men and such women are the balance wheels of the universe.

There is a class of men, however (and they, unfortunately, stand higher in social life than we would expect to look for them), whose sole aim in conversation is to turn pretty compliments and foster self-admiration in women.

Men grow shallower and more blase as years roll on, and women starve on the thorn and thistle of such existence, and they think they thrive. But a spark of divinity is born within us all, and the plain face with a well balanced mind and a clear eye is more to its creator than the doll of fashion who dons the tawdry tinsel of a helpless existence and masquerades before the world as a finished woman.—Brown Book.

She Was Grateful.

Mr. Brown's business kept him so occupied during the daytime that he had little opportunity to enjoy the society of his own children. When some national holiday gave him a day of leisure his young son was usually his chosen companion. One day, however, Mr. Brown, reproached by the wistful eyes of his 7-year-old daughter, reversed the order of things, and invited the little girl to go with him for a long walk.

She was a shy, silent, small person, and during the two hours' stroll not a single word could Mr. Brown induce the little maid to speak, but her shining eyes attested that she appreciated his efforts to amuse her; indeed, she fairly glowed with suppressed happiness.

Just before they reached home, however, the child managed, but only after a tremendous struggle with her inherent timidity, to find words to express her gratitude.

"Papa, what flower do you like best?" she asked.

"Why, I don't know, my dear—sunflowers, I guess."

"Then," cried the little girl, beaming with gratitude, "that's what I'll plant on your grave."

Sweet Child.

Small Boy—Grandpa, I heard the doctor say that you were liable to die soon of spontaneous combustion.

Grandpa—Yes, dear.

Small Boy—Well, try to keep alive until the Fourth of July, won't you?

Need A Prescription ?



Oh! no, of course you're not flat on your back, but maybe your business pulse does not beat just as it should.

Maybe you have cold feet or perhaps your heart gets into your throat when you size up that batch of "slow pay" accounts.

Did you ever feel like you needed a little laxative to get rid of a lot of slow moving goods? Don't you want a little tonic to bolster up your business frame?

Then we're well met. You need a prescription and we've got it all written out for you. We've helped so many others that we know just what you need.

We're business doctors with diplomas and testimonials a mile long. Would you like to know what other merchants say about us? We'd be glad to tell you.

What the Prescription Says:

This prescription is to make an application of our "Porcelain Premium Plan." It's all simple enough after you get our goods and plan.

If you're interested we'll tell you what this premium plan is and how it's worked. It's different from anything you've seen and only one merchant in a town can have it—the first that applies.

Drop us a Card and Ask for Sample No. 81.
No Charge for Consultation.

Robert Johns

200 Monroe Street

Chicago, Ill.

HARDWARE

An Old-Time New England Hardware Store.

Joshua B. Grant, who ran one of the most unique hardware stores in this country, is at present enjoying life, although counting more than four score years passed in the peaceful town of Ipswich, Mass. His was a Golden Rule shop, and it paid well, for Mr. Grant is living comfortably on a well-earned competency.

His store was deep down in Blubber Hollow, in Salem, Mass., and it was established before the war. All men in Blubber Hollow in olden days were leather makers, and "Josh" Grant made a specialty of tanners' and curriers' tools and corresponding supplies at his old-fashioned store, and so it eventually became the headquarters of the "boss" tanners within its territory.

In the course of time, the frequent visit of the "bosses" to the store gave rise to the organization known as "The Senate." No like organization has been known since. It had no laws, no officers, no dues, and no membership list. A subscription was occasionally taken up to pay for the news and trade papers, or for a clam chowder supper, and Grant threw in the rent.

But the Senate was ideally managed, although it had no laws nor officers. The first man around in the morning opened the store and swept it out, and the last man out at night locked it up. If Mr. Grant happened to be late in arriving, or wanted a day off, any "boss" who happened to be near the counter of the store supplied the wants of his customers just as faithfully, selling anything called for from a pound of nails to a kit of tools, and entered the sale on the books with all the care of its actual proprietor.

It must not be supposed that the Senators belonged to the community of loafers, not by any means, for they were men who had themselves made competencies at their several trades, and had for a long time dictated the market prices of leather in the Boston and New York markets. The hardware store was in the nature of a Tanners' Exchange, for every market day morning they invariably met there and discussed the possible fluctuations in the market, and each man assisted in the decision finally arrived at.

On the walls of the store were chalked down daily records of the leading events, such as the date of the first snow, the coldest day, the highest price of leather, the biggest sale of leather, the date of the birth of an heir to a leading tanner, or the death of a well known man. Current events were frequently recorded as they seemed important to the man with the chalk and the "boss" tanners and the storekeepers and clerks discussed them with such worldly wisdom and grave dignity

that they deservedly won the name of "The Senate" for their unstudied gatherings.

But the ruthless hand of time swept away this golden era in the history of the store where all men were contented with their simple toil, knew not the strenuous pace of the present, and thoroughly enjoyed each other's fraternal society. Death took away, in ripened years, many Senators who loved their fellow-men as their brothers, and old friends were getting fewer as the years were getting more numerous. Grant finally adjourned the famous Senate sine die, at his hardware store, and Blubber Hollow recognized the fact that it had lost a time honored and valuable institution that had exerted an influence of its own.

Probably few country stores have such a page in commercial history as this unique hardware store of Joshua Grant. The Blubber Hollow tanners, ripe with experience, who gathered there daily, led the country in their especial industry and the Senate was held in high repute in Boston and New York. Besides, the retired sea captains of old Salem often visited the store, and amid congenial surroundings reeled off to the ancient gathering their tales of far distant China, the west coast of Africa, or the many broad oceans it was their fate to be familiar with. This remarkable store was closed up after the leather trade of Salem went West, in the eighties, and Mr. Grant retired to his Ipswich farm, where he still enjoys his life and revels in the memories of other days when greater activities provided the volume of the world's allurements with a gilt edge.—F. A. G. in Hardware.

Cutting Glass Without the Use of a Diamond.

It often occurs that glass tubes of various dimensions have to be cut where a diamond is not at hand, as in shops and power plants where oil and water gauge tubes must be neatly fitted. The usual method adopted is to file a small groove around the tube and separate the glass with a sharp rap at the place weakened by the file. The result is not always satisfactory, because the ends often break unevenly owing to the difficulty of making a straight groove with the file. Better results are obtained when only a small incision is made with a file, just enough to cut through the enamel of the tube, on one side, and not all around. While the tube is still warm from the friction of the file, the tube is then taken between the thumbs and forefinger, the thumbs opposite on file incision, and the forefinger around the tubing, close to but not covering the incision. Pressure of the thumbs invariably causes the tube to break in as straight and clean a line as though cut with a diamond.

Another method is to use a fine saw blade (the finer toothed the better, for a saw is only another form of a file), and this should be kept fed with fine emery, carborundum, or pulverized silica sand of hard grit, moistened with camphor, oil, turpentine or water. A straight,

steady and even stroke should be made, and when the work is carefully done against a gauge the cut will be as true as though it had been ground. Nor is even a toothed blade necessary, if a suitable hard and finely gritted abrasive is used and regularly fed between the glass and fine wire, watchspring, or blunt but even blade of an ordinary table knife. The latter will be somewhat slow, of course, but a fine steel wire run at high speed like a band saw, if regularly fed with fine emery or carborundum, will give very satisfactory results, not only for cutting either straight lines or curves in window, but plate or optical glass, in such thickness as makes cutting with a diamond difficult, precarious or impossible.

Window glass, especially single strength, can be accurately split either in straight or curved lines by first making an incision through the enamel of the glass, and then holding a hot iron close to the incision until a fracture is started. The fracture will follow the hot iron with remarkable fidelity. The iron should be preferably round and somewhat blunt and with a bulky head (like an ordinary fire poker), so as to retain its heat well for long cuts, especially for thick sheets, to keep the fracture going when once started, even if two heated irons have to be used.

If a customer comes in to make a complaint it is up to you to get the thing over with as quickly as possible. There is folly in magnifying these matters.

The Segment one hand Corn and Bean Planter

The Handsomest, Lightest, Most Accurate, Strongest and withal Cheapest and most Up-To-Date Planter on the Market.

Never Cracks a Kernel nor Skips a Hill.



The seed pocket can be sufficiently enlarged to perfectly adapt it for planting the largest field beans as well as corn.

The slide is an arc of a circle having its center where the jaws are pivoted together. In other words, the pivots on which the jaws open and shut are the hub of a wheel of which the slide is part of the rim. There is consequently no friction nor lost motion.

The seed box and hopper are of galvanized iron.

The brush is of genuine Chinese bristles. All the working parts are pressed or stamped out of sheet steel, and are therefore extremely light, strong and accurate.

All parts are interchangeable.

Do not forget that we also manufacture the Eureka, Pingree, Dewey and Swan Potato Planters.

Greenville Planter Co.

Greenville, Mich.

Sold by jobbers generally.

Our Salesmen

Will Soon See You

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

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

With best wishes for a Prosperous New Year

Fletcher Hardware Co.

Detroit, Michigan

Screw Driver a Wonder.

The largest and most powerful screw drivers ever devised have just been delivered in the vicinity of New York. The Pennsylvania Railroad in planning for its double tube under the North River has decided that it needed them, and the engineering department, working with the construction department, has provided them.

The carpenter in using the ordinary screw drivers exerts a power of about thirty pounds. The new screw driver will have a power of 200,000 pounds, equal to that exerted by 6,666 carpenters. They will drive the great piles which must be sunk under the tunnel—they will, in fact, be the piles themselves. Inasmuch as about 1,000,000 pounds of metal will be used in the tubes, a faint idea of what the piles will have over them can be formed.

The screw driver piles are cylinders two and one-quarter feet in diameter, made of cast iron one and one-quarter inches thick. They will be located every fifteen feet centrally, so that both tubes will be reinforced. They will be made in length short enough to be handled in the tunnel, the successive lengths being belted on as the pile sinks. The screw driver, or screw point, is at the end of the pile and is so constructed that it will have one turn of twenty-one inches and a diameter of four and three-fourths feet.

Examples of the power of the screw were given recently, when it was said that its force would be equaled only by a weight of 200,000 pounds placed on the pile, or it could be equaled by the power of a lever one-half mile long, at the end of which would be a man weighing 150 pounds.

The Value of a Scrapbook.

So invaluable is a scrapbook to a man engaged in any line of business that it is surprising to find tradesmen and retail merchants who have never availed themselves of this most useful institution. We would strongly recommend all such to start a scrapbook without delay. The ideas and suggestions that may be gathered together in a collection of clippings extending over a few years will represent a fund of information that money could not buy, and that no ambitious business man can afford to neglect. The long winter evenings are upon us, when most men have more time on their hands for other occupations than the daily routine of their business. This is the best opportunity to begin the work of systematically collecting and pasting up in a scrapbook articles from newspapers or trade journals that are likely to be of use. Frequently, in perusing the trade or daily paper matter is noticed which contains information worth preserving. It is easy to clip such articles for the scrapbook, and once a week or so, paste them in. Such work will take perhaps an hour's time, and no time can be more profitably spent. Many men, who are interested in special lines, do not trouble to file the entire copies of their trade papers. There may be only one or two articles in an issue

that appeal to them especially, and these articles are worth preserving. If the reader has the scrapbook habit, he will not fail to cut them out and add them to his collection. But it is not the reading matter only that is worth keeping. A man in business is always interested in the advertisements of his trade paper, and he can readily secure a valuable directory of manufacturers in the lines he may handle, with cuts and descriptions of their specialties, by clipping their advertisements and filing them in his scrapbook for future reference. If he is himself an advertiser, the scrapbook should contain copies of all his own advertisements, and those of his competitors, as well as good specimens of the advertising matter of firms engaged in other branches of business. Thus the scrapbook may be made of invaluable assistance in the preparation of advertising matter. If a manufacturer, a scrapbook collection of cuts and descriptions of new goods and appliances, with information about new processes and methods, will in time become a mine of information from which may be dug valuable ideas to be developed in the extension of his business. Similarly, the retail storekeeper can gather articles relating to business methods, store arrangement, show window dressing, novel fixtures and kindred subjects that will be suggestive and helpful. In fact, there is no limit to the possibilities for usefulness that a systematically kept scrapbook affords. Many a successful business man will be found to attribute a large share of his success to the fact that he adopted the scrapbook habit early in his career.

Life-Span of the Human Race.

Science has given the human race only a limited span of existence. This was one of the prospects which distressed Darwin, and it has weighed on many other sensitive minds. Some three millions of years or so is about the average estimate. The discovery of radium naturally led to the question whether the existence of the metal in the sun might not indefinitely prolong that luminary's active life. Much disappointment was therefore felt at the results of investigations undertaken by a Cambridge scientist. After some months' exposure of very sensitive solutions to the sun, he was unable to discover any of the signs characteristic of radium rays. The verdict, therefore, was that the discovery of radium affords no reason for altering the cosmical time scale. But Sir William Ramsay's proof of the transformation of radium gas into helium revives the hope that radium may, after all, be a constituent of the sun. It is well known that the spectroscope reveals the abundant existence in the sun of helium—this metal, indeed, was discovered in the sun before it was known to be a terrestrial property—and it seems possible that all this helium may be transformed radium gas. So that once more it appears premature to limit the existence of the human race to any definite number of million years.

New Way to Raise Babies.

Hospital methods are adopted more each year in the private treatment of babies—the methods, that is to say, of the superior modern hospital conducted under the best medical supervision. The cradle is doomed and all its rocking memories. The child lies upon its bed and is not picked up and carried about the room even when it yells. Visitors and relatives are no longer encouraged to pound it in the ribs, pinch its chin or transfer microbes to its lips. This strictness is laughed at by ribald outsiders and resented by critics of the old regime, which, like every other fossil, is attributed to nature, no doubt, with justice, but without relevance.

Actually, this intelligent treatment of infancy is doing much to check nervousness in our children, to protect them from bad habits and needless exactions and to make them self-reliant. Babyhood, indeed, is the best conducted age at present. When the child grows older it meets undoubted loss in the substitution of nurse's for mother's care, a tendency encouraged by the new activities of women and by city life. At the beginning, however, in the first weeks and months of his existence, when change and development are more rapid than at any other period, the human being has never had such decent treatment as it is the happy fashion to bestow upon him now. He is treated for his own welfare instead of for the amusement of his friends.

The ACME Potato Planter**Your Customers**

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

Acme Potato Planters

add to the profit of potato growing—eliminate so much of the labor and expense, make potatoes so much better in quality. They are known everywhere to produce the standard of productivity in this crop.

They Are. The Right Tool

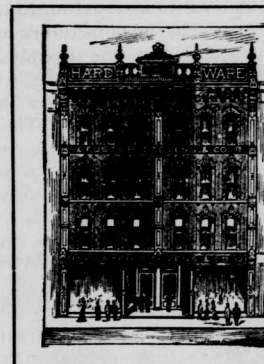
rightly made and rightly sold. No catalogue or mail order house ever has or ever can sell them. Your implement hardware jobber does. Your customers have to get them of you.

POTATO IMPLEMENT COMPANY

Traverse City, Michigan

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

The Acme of Potato Profit

Foster, Stevens & Co.

Grand Rapids, Michigan

Buckeye Paint & Varnish Co.
Paint, Color and Varnish Makers

Mixed Paint, White Lead, Shingle Stains, Wood Fillers
Sole Manufacturers **CRYSTAL-ROCK FINISH** for Interior and Exterior Use

Corner 15th and Lucas Streets, Toledo Ohio

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



Weekly Market Review of the Principal Staples.

Staple Cottons—Up to the present time the firm attitude and high prices that characterize the primary market have not been incentive to an expansion of trading on the part of the jobbers, but on the contrary, still have the effects of wet blankets when they visit the market. These buyers may become educated in time to accept the prevailing quotations as right, but they will not do so as long as fluctuations take place in the market for raw cotton. Just so long as they feel there is possibility of the slightest reduction of the cost of the finished cotton products, just so long will they buy practically from hand to mouth. The fact that there is practically no curtailment in the product of the mills to-day would seem to be a strong indication of the fact that even the orders that are received under the present conditions are enough to care for the output. If this was not so, there would be accumulations of stock and opportunity for getting concessions here and there.

Wool Dress Goods—The interest in dress goods circles at this time hinges on the prospect of an early development of spring business at jobbers' hands, and on the approach of the new fall season at first hands. The aggregate amount of business now coming forward at first hands is far from large, but that fact does not worry sellers to any great extent, for they believe that in due time the supplementary spring orders will develop in becoming volume, while at the same time prospects are considered as of very fair promise for the coming fall trade. The confidence expressed by agents regarding a favorable outcome of the spring duplicate business is based on the satisfactory distribution that has been secured on leading lines on initial business, on the knowledge that their lines represent a full measure of attractiveness from the standpoint of price, fabrication and sightliness, and furthermore on the generally reported healthy condition of second and third hands as regards stocks. There is no evidence of any tendency on the part of sellers to disregard such considerations as are calculated to exert, to a certain extent, a check on the confident procedure of the buyer in making provision for forward requirements, but at the same time there is not much evidence of any tendency to borrow unnecessary trouble, to magnify the more disquieting influences. Initial factors in discussing the future talk along the same lines. They give due consideration to the fact that this is a presidential year—a period when merchants instinctively surround their business with more than ordinary safeguards. In view of the fact, however, that retailers, jobbers and second hands have shown a tendency

toward conservative, healthy methods for some time past, initial selling factors see little reason to become alarmed over the consuming outlook during 1904.

Underwear—The time has arrived when lightweight underwear should be shipped to the jobbers, yet it is evident that it will be a long time before shipments are anywhere near completed, and what is worse, jobbers are beginning to feel there are chances that complete deliveries of some lines never will be made. This is to be deplored, for it means a repetition of last fall and winter's troubles and few want to experience that again; at least they are not anxious to. There are some who are already making calculations in regard to the probable proportion of deliveries, but, shrewd as they are, the various estimates are too much at variance to be considered anything but guesses. Some state that our knitting mills will not make up into 30 per cent. as much underwear as would be considered normal under ordinary circumstances. Others estimate that the output will fall short fully 40 per cent., yet there are others who say that all but about 20, and possibly 15, per cent. will be delivered. Each advances more or less convincing arguments, the chief of which are statements from the manufacturers in regard to their inability to get sufficient quantities of raw material, yet we should be sorry to feel that the vague rumors we hear are true, to the effect that the agents took orders at such small prices without having the cotton yarns on hand to guarantee them and when cotton prices went up they decided to curtail production instead of living up to contracts. There is, under the best of conditions, too much of the speculative spirit in the knit goods market, and when there is such uncertainty, even before the spring season opens, there should be double care exercised in making contracts. The manufacturers are more inclined to lay the trouble at the doors of the yarn spinners, who, they say, have failed to deliver the yarns that they agreed to. Those who were far-sighted enough to look ahead and bought yarns a year ago are to-day making good shipments; but the number of these is too small in the aggregate to assist the general market materially. Last February, however, at the time this buying was accomplished, the greater number of knit goods makers considered the prices then altogether too high, and held off in the hope of lower prices a little later. In the meantime they speculated to the extent of taking orders on the basis of raw material at from 9@9½ and 10c. Cotton has not returned to that figure at any time since that date, but on the contrary has been going upward almost ever since with but slight declines here and there, not enough, however, to help the manufacturers of knit goods.

Hosiery—The hosiery market is still in a quiet condition, and those who sell to the retail trade are preparing their lines for the fall of 1904 with a view to an early opening, for

it is expected that buying will begin at an earlier date than usual. Advances are still being made and the average to-day amounts to about 15 per cent. above the prices of a year ago.

Sweaters—The recent extremely cold weather brought out an enormous demand for knit over-garments, a demand that exceeded anything in the past. The season had been an exceedingly good one for these lines, anyway, and the sudden accession of cold simply wiped out practically all stocks.

Carpets—The carpet situation continues very good, especially on the tapestry and velvet lines. The Smith, the Sanford and Hartford carpet companies have withdrawn several lines of tapestries and velvets, and some have notified their trade that after Jan. 11 there will be a further advance of 2½c per yard. The mills referred to have also withdrawn a portion of their patterns as they have already oversold. The Hartford Carpet Company's lines that will be advanced are the three-star tapestry, two-star tapestry, ten-wire tapestry and sultan velvets. All will be advanced 2½c per yard. On all other grades no advance is reported up to date. The traveling representatives of some mills have returned and report the dealers in different parts of the country having had a very good season, and stocks are depleted. This has made the demand much larger than the corresponding season last year. The ingrain manufacturers last season were unable to deliver

the goods ordered; as a result the dealers who had a supply of tapestries and velvets pushed this latter grade more than ever, which opened the way for a larger demand for three-quarter goods this season. The country generally is prosperous, which has imparted more confidence to the buyers, except in sections where there have been labor disturbances. The outlook for the spring business is very good. For the past three seasons it has been very difficult for manufacturers of three-quarter goods to fill orders for carpet and rug fabrics. On the rugs there has been a marked increase in the demand for carpet sizes, 9x12 feet, also in the 27x60 inch sizes of Axminster. The art squares are also well sold up, and this season bids fair to show a large increase over previous years in this class of floor covering. All wool ingrains are selling well and prices are well maintained.

Japanese Mattings—Are reported as coming up very well this season. China matting runs about as usual. All mattings are sold through the matting guild in China, and should war break out between Russia and Japan, the present stocks of matting would prove a very good investment, as new supplies would be difficult to obtain, and prices would be higher.

"Did you cry when your papa went away," asked a kind-hearted neighbor of little Susie. "Well," said Susie after reflecting a moment, "I believe I did burst a few tears."

**Grand Rapids
Dry Goods Company
Exclusively Wholesale
Grand Rapids, Mich.**

The Rubber Situation.

The past week has been a very good one for wholesalers and retailers from a rubber standpoint. The delightful change from unseasonable to seasonable weather has been very apparent in both branches of trade. The first real winter weather, which came last week, was decidedly satisfactory for rubber trade.

There were enough snow and frost to develop deficiencies in footwear, and make rubbers very desirable. This brought out trade with a rush, and "more than we can handle," was the one general story. Previous storms had started some demand for rubber footwear, more particularly in the lighter weights, but people generally put off buying until they thought real winter had arrived, and coming after the holidays, the storm was in a measure a life saver to more than one wholesaler and retailer. Just at that time receipts from sales were most acceptable.

Jobbers state that the demand for rubber boots and heavy rubber footwear has been exceptionally good in all sections, and in spite of all the warnings, as it proved, many dealers were not ready with their stocks when the demand came, therefore retailers are sending in rush orders for more stocks of rubbers. But when this frantic rush for the jobbers' stock arrived, the latter had been pretty well depleted, and most of the available stock was wanted for waiting orders from regular customers.

Wholesalers aim to provide for the wants of their regular customers as far as possible, and at present they are hearing all sorts of unkind remarks about themselves, due to the fact that buyers, who thought their wishes should receive prompt attention, and that the previous talk about short supply was nothing more than a bluff, were considerably surprised when told they could not be accommodated, but would have to wait their turn.

Rubber companies are pushing work on the orders in hand, and delivering as fast as possible. From the factories comes the report that they have all they can look after for a month at least, and can not promise much for new orders.

Summed up briefly, at least as far as the weather is concerned, the fates have for the past week been very kind to the retail and wholesale trade, and it would seem that just about this time the weather, more than anything else, has the governing of trade conditions in the shoe world, and the favorable turn indicates good business for the next two months, which are usually looked upon by many as dull ones. Therefore, a fairly good start for the year is appreciated by both wholesaler and retailer.—Shoe Retailer.

Articles Found in a Retail Store.

A New York judge has decided that the finder of articles lost in a retail store is entitled to the custody of the articles until the owner claims them, and that the store management can not demand that the property be turned over to it to act

as trustee pending the discovery of the owner.

The decision was rendered in a suit brought in the court by Mrs. Catherine White to recover possession of two hatpins, valued at \$75, which Mrs. White found in the store. Mrs. White was shopping with her sister, and while sitting at a counter noticed a small paper parcel by her hand. Opening it she found inside two gold mounted and diamond studded hatpins. She took the pins to the lost and found desk and the manager demanded that she turn them over to him for safe keeping in case the owner returned to claim them. Mrs. White gave up the pins, but under protest.

Advertisements of the find were printed, but the owner never appeared and then Mrs. White put in a claim for the pins. The store people refused to recognize her claim, and she brought suit. Justice Joseph has written a lengthy opinion in which he says that Mrs. White is under the law entitled to hold the pins as against all the world, save only the rightful owner, but at the same time is bound to seek the owner.

Justice Joseph therefore ordered that the pins be turned over to Mrs. White.

Unless this decision shall be reversed by a higher court its effect will be far-reaching. As the outcome interests all retail merchants there is great probability of an appeal being taken.

Why Complicate Matters by Duplicating Lines?

Every merchant who handles a general line of goods and who has added a stock of shoes to his line and has handled shoes for some few years has undoubtedly learned that one good general line of shoes is enough to have. Every general line of goods is in a very bad condition if it is mixed up with too many different lines.

It requires lots of money to carry shoes and the dealer that will allow himself to be influenced by every drummer that comes along will soon discover that he is making a mistake. What is the use in having two shoes in the house when one will answer the purpose?

What's the use in handling two lines when one is sufficient to supply the trade? Every shoe dealer in the land has, no doubt, made this error, still, many go right on and are guilty of the same mistake over and over again. Now tell me what makes a man do this? Let me answer, it is because he can't resist the suggestions of the other fellow. The other fellow tells him that he just can't do business without his line and our weak merchant falls headlong into the trap so skillfully set for him. When he is alone he realizes that he has ordered goods that he could very well do without. Try to recall the many times you have promised yourself you would stick to one line when later you followed the suggestions of some one else. Let us try at all times to listen to ourselves and stick to one line, pushing it for all there

is in it and see if we can not clean up our stock and make more money and pay our bills more promptly. It is much easier to pay one bill than it is to pay two; it is much easier to size up one line and to keep track of it than to handle two. Every shoe stock in the land is full of out of date goods on account of buying too many different lines. I am talking from experience and I am going to stop buying from every Tom, Dick and Harry that comes along. When a drummer calls and tells me that he has the best goods on the road I shall look over his goods and make allowance for them not coming up to the samples and will judge for myself whether his goods are better than those I am getting. One can not always judge the goods by the sam-

ples shown him; he must judge by the way they wear. If you carry a line that you know wears well stick to it.—Listen.

He Did.

"Whatever station in life you may be called to occupy, my boy," said the father, in sending his son out into the great world, "always do your best."

"I will," replied the young man, with emotion.

He never forgot his promise. Years afterwards, when a prosperous man of business, he did his best friend out of a large sum of money.

In spite of everything, it turns out that way once in awhile.

The good Samaritan is never afraid of soiling his hands.

A Big Line

We carry a fine line of Imported and Domestic Laces:
Valenciennes, Smyrna, Pillow Case, Linen, Torchon Laces.
Hamburg, Swiss, All Over Embroideries.

Striped and Checked Dimities, Mercerized plain and striped fancy White Goods. Striped and Checked Nainsook. Dotted and fancy striped Curtain Swiss. India Linons, etc.

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

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.



Beware of Business Intoxication.

Intoxication and its baneful effects are not confined to intoxicating liquors. It is a disease which appears in various forms and all more or less expensive.

Bad cases often occur when prosperity sticks so close to a man that he begins to take liberties with it. For instance: It is not uncommon for a man who has made money out of his factory to add another and another and still more, and so on. Possibly the tide is in his favor and the wind fair, and the atmosphere perpetually wreathed in smiles for him. Chances are that Mr. Man as a hustler is applauded by the bankers whom he borrows from. These benign persons, however, are wise and experienced, and while they are mighty glad to see their money bringing good pay, they keep a careful string on it.

Mr. Hustler, fully impressed with the staying power of his prosperity, drifts farther and farther from the lines of safety, confident in his ability to quickly regain the shore when necessary. First thing he knows he finds it less easy to get extensions on notes and then begins to realize that mortgages have cast-iron patience and voracious appetite. When danger threatens he discovers he is farther from shore than imagined. Then follows inevitable floundering in deep water, and there is no extra charge for drawing the inevitable inference or moral.

This is a fair example of business intoxication. We see it repeated around us over and over again. Why is it that men will not take lessons, particularly when rendered free of charge, at the expense of some one else? Enterprise and expansion are all right when governed by soberness and common sense. But that man is safer who cautiously follows a growing business, and builds securely as he goes along, rather than he who anticipates too rosy a future and at once proceeds to take too much for granted.

Such times as have lately been seen in the markets for money and stocks are periods when men are brought to the ground, who have been kept floating by means of paper and promises, instead of standing on solid resources of their own.

Evils or errors in the world of business cure themselves. The man who lets his ambition outrun his resources (actual, not promised) risks everything in mad effort to surprise his friends and paralyze his enemies. A pretty game, but not worth the candle. Numbers of men are hobbling around to-day as financial cripples who were doing a safe but profitable business, and could have continued, if insane thirst for wealth had not burned their brains.

Every business man, large and small, should think of the rainy day, which can never be avoided. It must

be gall and wormwood for a man who suddenly finds his borrowing powers curtailed, and disaster staring him in the face. The man who has been accustomed to large operations, and to pay his bills promptly, suffers the agonies of death when crucified on the cross of circumstances. Particularly, when he remembers that if he had not abandoned his line of retreat, and stretched his operations so incautiously, he would have been fortified against all ordinary rebuffs.

Large houses usually represent continued growth from small beginnings. Large houses, however, seldom grow up in a night. If they do, they are likely to lack strength and the saving grace of wise conservatism. Young men of the trade who read this will forget it, unless they have tried a flight and been winged.

I sometimes think it is lucky for a man to be pinched financially in his youth, while there is yet time for his strength and elasticity to assert themselves. Chances are such a man will pick his way cautiously and not mistake shadows for substance. It is dangerous for young men to have too long a stroke of luck, when they first start in business for themselves. It is extremely unlikely that they will be able to resist the cup of ambition and inflation with which Dame Fortune tempts their lips. Let them once drink and, first thing they know, the fickle goddess has flown, and oh, what a difference in the morning!—Traveler in Shoe Trade Journal.

Bigamy Excused.

A man who had committed bigamy was lately acquitted at the Paris Asizes.

He had married a woman twenty years older than himself, but she turned out to have a very bad temper and refused to live with him. Then he met a young woman with whom he fell violently in love, and not being able to wait for a divorce married her.

When the jury heard the story and saw the behavior of the two women in court they decided to acquit the man. "But he is my legal husband," protested the elder woman. "No," said the younger woman, kissing the man, "the Court says my poor darling is not guilty, and I am, therefore, his wife."

Thereupon the two women began fighting with their umbrellas, and had to be separated by the police.

A school teacher received the following note from the mother of one of her pupils: "Dear Mis, You writ me about whipping Sammy. I hereby give you permission to beat him up any time it is necessary to learn him lesens. He is just like his father—you have to learn him with a clubb. Pound nolege into him. I wante him to git it, and don't pay no atension to what his father says. I'll handle him."

A little girl sat in the window eating her bread and milk. Suddenly she cried out, "Oh, Mamma, I'm so delighted, so delighted; a sunbeam got into my spoon and I swallowed it."



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

87
Styles of
Covert Duck,
Mackinaw and
Denim Coats.

50
Styles of
Mens' Boys'
and
Brownie Overalls.

70
Styles of
Mens' & Boys'
Working
Shirts.

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

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



Lot 125 Apron Overall
\$8.00 per doz.

Lot 275 Overall Coat
\$8.00 per doz.

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

Lot 124 Apron Overall
\$5.25 per doz.

Lot 274 Overall Coat
\$5.75 per doz.

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

Lot 128 Apron Overall
\$5.00 per doz.

Lot 288 Overall Coat
\$5.00 per doz.

Made from black drill, Hart pattern.

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

Bird's-eye View of the Year 1903.

We live in a big country whose rule is progress. It is a poor year that does not find us a little ahead of the record set for the year before. Twelve months of the clothing trade have just gone by since a review of the situation was penned for this paper to cover the trade for the year. With the most of us the reflection has perhaps come that 1903 is gone, and we have lived through it and have been pretty comfortably prosperous, notwithstanding gloomy forebodings of some who invested their money in the wrong sort of securities.

The year that has gone has brought us back to earth, back to the fundamentals, back to the old, old proposition that real wealth comes up out of the soil. The fact stands revealed that wherever the merchants have depended most largely upon the trade of the workers in factories, whose resources have been curtailed by strikes, by shutdowns, or by doubt for the future, business has fallen away from previous high standards, but in cities and towns supported by the wealth of the fertile farms, business has increased in volume and in quality, irrespective of panic prophecies, doubt and the tumbling of paper values. It is not improbable that the following expression of the views of a leading Western clothing manufacturer gives a fair view of the situation and conditions in other parts of the country than the West, as well as in the West itself, remembering that industrial difficulties in the East have been more serious than elsewhere, hence any depression which may have been felt would in the East manifest itself most acutely:

"We find that our customers in cities and towns contiguous to the farming communities have done the best and have ordered the most liberally. This is generally true, except in those localities where a partial crop failure has caused a temporary embarrassment. The States of Illinois, Iowa, Indiana, Missouri, Michigan, Wisconsin and Ohio have shown marked gains, not only in the volume of the trade, but also in the higher cost and better quality of the goods demanded. Minnesota and the Dakotas, where there has been trouble with the grain crops, have not shown such good results. In manufacturing communities the trade for the year has not been so satisfactory. In these towns there has been a tendency to economize; to watch expenditures closely and to profit by past experiences to provide for future trouble. In a great many instances men have actually been thrown out of employment by the shutting down of mills and factories. While the number of men out has not been great in proportion to the number of those employed, yet it has been sufficient to seriously affect the trade of the manufacturing towns. But, on the whole, the clothing business has been satisfactory and has made a reasonable advance over last year."

The significant point in the clothing market during the last year is that quality, not price, has ruled the trade. The tendency toward special-

ization among the manufacturers, which has been going on for some time, has resulted in the production of a quality of ready-made clothing far superior to anything that was thought to be possible a few years ago. This fact, taken advantage of immediately by the leading firms, retail and wholesale, in their ably conducted and instructive advertising, has tended more and more to stimulate the demand, which in turn has stimulated production. Thus manufacturer and consumer have both sought what is best, with results heretofore unheard of in the annals of clothing manufacture.

A noteworthy result of this condition of affairs has been that many clothing manufacturers, who heretofore have not run their own shops, have opened shops and factories. This has been more generally done this year than at any time before in the annals of the clothing trade. The immediate personal direction and supervision which this course makes possible assure a uniformity of workmanship and an individuality which can be had in no other way.

Publicity in a broader sense than ever has been one characteristic of the clothing trade. Leading manufacturers have gone with their advertising direct to the public and while selling at wholesale only have adopted all the devices of modern magazine and newspaper advertising to increase public respect for their product. And having awakened this public interest they have "made good." They said their goods were the equal of the tailor made and, given the chance, they have proved it. Firms which did not depend upon publicity in some form or other through popular or trade publications, had to get along as best they could through the personal efforts of their salesmen on the road. But the list of the great clothing firms of the country includes not one firm which has not adopted the policy of broad and liberal advertising in general or class publications, and often in both. This fact is significant.

A year ago we noted the gain of the ready made over the tailor made. That gain during last year has been still more marked and significant. It has been noticeable, especially over the product of the tailors to the trade and the cheap tailors. The suit business is following the overcoat business. Very few men nowadays have an overcoat made to order. They find they can get the fit, quality and satisfaction ready made. With the exception of the swells, men are turning more and more to the ready made suits because of the superior product the clothing manufacturers are turning out, the satisfaction which the product gives and the saving of ten or fifteen dollars on a suit without difference in fit or quality.

Unfortunately the record of failures in the clothing trade during 1903 is not what the most sanguine could have hoped. It seems that the year has given us more than its share of bankruptcies, but probably, and, indeed, as the reports show,

these failures were due not so much to bad conditions as to poor business policy. Often a failure had been coming for years, concealed only by the most strenuous efforts and culminating at the first breath of money stringency or retrenchment. We recall no case where lack of business has caused a failure, but there appear to be many cases where a too abundant prosperity has inflated hope and expenditure has outrun reason.

To sum up, it seems that the year all told has been a good one. Business has responded at all times to push and policy. The future is full of hope; nature smiles; the times are propitious; population and wealth are increasing. Man alone fears.—Apparel Gazette.

A Remarkable Set.

A farmer was sawing wood when it occurred to him that he ought to have the help of one or more of his fine boys. Lifting up his voice he called, but not a boy appeared. At dinner, of course, all appeared, and it was not necessary to call them. "Where were you all about two hours ago when I wanted you and shouted for you?" "I was in the shop, settin' the saw," said one. "I was in the barn, settin' a hen," said the second. "I was in gran'ma's room, settin' the clock," said the third. "I was in the garret, settin' the trap," said the fourth. "You are a remarkable set," remarked the farmer. "And where were you?" he continued, turning to the youngest. "I was on the doorstep, settin' still."

Made to Fit and Fit to Wear



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

Ellsworth & Thayer Mfg. Co.

MILWAUKEE, WIS.

B. B. DOWNARD, General Salesman

M. I. SCHLOSS

MANUFACTURER OF

MEN'S AND BOYS' CLOTHING

143 JEFFERSON AVE.
DETROIT, MICHIGAN

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

THE WILLIAM CONNOR CO.

WHOLESALE READY-MADE CLOTHING
MANUFACTURERS

28 and 30 South Ionia Street, Grand Rapids, Michigan

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

Mail Orders Shipped Quick.

Phones, Bell, 1282; Citiz. 1957

Styles of Suits and Overcoats for Spring and Summer.

Wholesale clothing business for the spring and summer season has now reached the stage where an opinion as to general results may be obtained. Traveling men have completed their first trips and a large percentage of the advance orders have been taken. The season so far has developed nothing unusual. While the great increase which has marked general business conditions of other years is lacking this season, trade has been in a very healthy condition. Retail merchants have bought liberally and their orders represent a desire for the best grades of clothing, the cheaper classes of garments having a more limited sale than heretofore. The demand is for high-class, well-tailored garments of stylish appearance, and the development of the industry during the past few years has been such as to enable manufacturing clothiers to produce ready-to-wear clothing which will meet these demands in every particular.

During the next two months buyers from all over the country will visit New York, Chicago and the other markets which are recognized as being the centers of the clothing industry. Preparations for their reception are being made in the salesrooms and offices of the various firms, and complete sample lines, in charge of competent salesmen, will be ready for their inspection. The advance orders have been so liberal that it is expected there will be fewer buyers in the markets this season than usual, and they will probably be later in making their visits. The house trade will therefore be smaller, but in the grand result the season is expected to be a very successful one.

Fancy waistcoats are being shown in large variety for the coming season, and the fact that they are going to be more popular than ever has taken a strong hold upon clothing buyers and their advance orders are very large. White duck and pique in single and double-breasted effects are selling well, and they are perhaps the more satisfactory garments owing to the ease with which they can be laundered. Fancy pique effects are shown in a wide range of design and following these are a vast assortment of all kinds of washable materials suitable for vestings. White flannel waistcoats, both in plain and fancy striped effects, are another popular feature of the lines. In non-washable materials worsteds with fancy silk figures will be worn extensively, but chiefly with the frock or Prince Albert coat for semi-dress occasions.

The business in juvenile clothing has been the largest known in the wholesale clothing trade in a number of years. Retail stocks were apparently very much reduced and as a result the orders placed have been very large and very satisfactory to manufacturers. Buyers have taken no chances of being disappointed by holding their orders, and the greater volume of the business has already been done.

The developments of the past few seasons have demonstrated the desirability of the wash suit as a summer costume for the smaller boys. The demand for suits of this kind has been met by the enterprising clothiers, and there are now concerns engaged in the exclusive production of these little garments. The Russian blouse and sailor suits are the most popular styles in these garments. Mercerized materials, piques and linens are mostly used in their construction.

Top coats for children's wear are selling well for the spring season. They are made of covert cloths and similar goods and are cut on lines similar to the garments made for men.

Outing suits promise to be as much in vogue next summer as ever before, and should the weather be extremely hot, differing from the past two seasons, it is doubtful if the demand for these comfortable garments could be supplied. Wholesale clothiers have made up generous lines, and, so far, they have sold well, but the business is usually late and the greater proportion of the orders are placed after the season opens. All kinds of flannel suits will sell well and homespuns, light worsteds and serges will be in great demand. The coats are both double and single-breasted styles, made up with little or no lining. The trousers are fitted with belt straps, and have turn-up bottoms.

For golf and outing wear in general long pant suits have been substituted for knickerbockers. Tennis also comes under this head, and white flannel trousers with blue serge coat will form a very popular combination during the coming summer. The knickerbocker suit is used for cycling and for mountain climbing.—Clothier and Furnisher.

Recent Business Changes Among Indiana Merchants.

Columbian City—A. S. Nowels, lumber dealer, has merged his business into a corporation under the

style of the Columbia City Lumber & Coal Co.

Evansville—The style of the saddlery and harness business of Wack & Co. has been changed to the Wack Harness & Collar Co.

Garrett—N. R. Allman has purchased the interest of his partner in the lumber and lime business of Wells & Allman.

Huntington—Mrs. G. S. Fisher has retired from the coal business of Fisher & Fisher.

Indianapolis—The paint, oil and varnish house of the A. Burdsal Co. has increased its capital stock to \$160,000.

Indianapolis—The Faulkner-Webb Co., pickle manufacturer, has increased its capital stock to \$35,000.

Indianapolis—The P. M. Pursell Manufacturing Co., manufacturer of grates and furnaces, has formed a corporation under the same style.

Indianapolis—The style of the furniture specialty manufacturing company of the Herman Vaughan Manufacturing Co. has been changed to the National Lawn Furniture Manufacturing Co.

Marion—Morris Blumenthal, of the dry goods and clothing establishment of Blumenthal & Co., is dead.

Rochester—Dawson & Richter, druggists, have dissolved partnership.

The business is continued by W. N. Richter.

South Bend—C. H. Willard has purchased the grocery stock of C. H. Dunkle.

Terre Haute—O. L. Brown & Co. succeed O. R. Ferguson & Co. in the wall paper business.

Elkhart—The Elkhart Paper Co., manufacturer, has filed a petition in bankruptcy.

Fort Wayne—Wm. G. Miller, baker, has gone into bankruptcy.

Fort Wayne—The Fort Wayne Iron & steel Co. has uttered real estate and chattel mortgages to secure an issue of bonds to the amount of \$10,000.

Indianapolis—A receiver has been appointed in the case of the Indianapolis Drop Forging Co.

T. M. Sloan, dealer in general merchandise, Dimondale: Enclosed find one dollar for renewal of subscription. This is my twentieth year with the Tradesman and am more and more pleased with it each year.

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

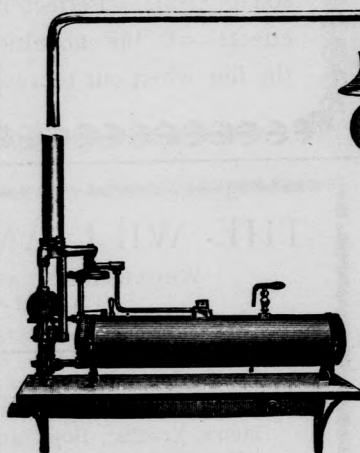
Gladiator All Wool Red Ticket Pants \$3.00

Are warranted the best pants at the price in America. Not one yard of goods is used in the 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

Bullet Proof Cloth Adopted by the Italian Army.

The world is at present intensely interested in this Italian invention, and since the Italian government is negotiating for its use it is of importance that we see just what the results are, although it is necessary to state that the invention remains a secret, and this notwithstanding attempts to discover its details. Thus we shall have to deal with a general description and with the results of experiments.

The armor is a sort of felt, the stuff being capable of adaptation to any form whatever; for example, a breast plate with a collar or a sort of coat which completely envelops the wearer and absolutely guarantees him from gun-shot wounds. The thickness of the protector varies from one-sixteenth to seven-sixteenths of an inch, according to the arm the effects of which it is designed to destroy. Against the armor of seven-sixteenths of an inch the regular ordnance revolver with steel-covered ball is powerless, and also the gun of the 1891 model charged with smokeless powder. In the numerous experiments which have been made—in firing at a distance of several yards—the ball, whether it be of lead or steel, when it strikes the protector is arrested and deformed, in some cases rebounding and in others being almost reduced to pulp. Thus there is not only an arrest of the ball, but deformation as well, and in this deformation the force of the ball is converted. While there should be a high degree of temperature at the point touched by the ball, it seems that the ball alone feels the effects, for the protector does not seem to be burnt in the slightest.

These results are not limited to ballistic effects, for in the recent experiments it was sought to pierce the armor with a dagger driven with all possible force. The point of the arm, however, could not penetrate the felt and was bent into a shapeless mass.

It is natural to suppose that the force of the ball would be communicated to the armor, and that this would be driven violently backward, resulting in a disagreeable shock and one which at times would be dangerous to the wearer. To demonstrate the incorrectness of this view Signor Benedetti attached his protector to a horse and fired upon the animal only six feet away with an ordnance revolver, the ball falling at the feet of the horse, while he, freed from his halter, walked away as if nothing had happened. It is to be noted that with the same revolver a piece of steel had been previously pierced. The same experiment was made with a chicken covered with a breast piece of the felt, the cock, after being rid of his new shell, quietly pursuing the even tenor of his way.

Man's Only Friend Among Animals Is the Dog.

Man loves the dog, but how much more ought he to love it if he considered the inflexible harmony of the laws of nature, the sole exception

to which is love of a being that succeeds in piercing, in order to draw closer to us, the partitions, everywhere else impermeable, that separate the species. We are alone, absolutely alone, on this chance planet; and, amid all the forms of life that surround us, not one, excepting the dog, has made an alliance with us. A few creatures fear us, most are unaware of us, and not one loves us. In the world of plants we have dumb and motionless slaves, but they serve us in spite of themselves. They simply endure our laws and our yoke. They are impotent prisoners, victims incapable of escaping, but silently rebellious; and, so soon as we lose sight of them, they hasten to betray us and return to the former wild and mischievous liberty. The rose and the corn, had they wings, would fly at our approach, like the birds.

Among the animals we number a few servants who have submitted only through indifference, cowardice, or stupidity: the uncertain and craven horse, who responds only to pain and is attached to nothing; the passive and dejected ass, who stays with us only because he knows not what to do nor where to go, but who never theless, under the cudgel and the pack saddle, retains the idea that lurks behind his ears; the cow and the ox, happy so long as they are eating and docile because, for centuries, they have not had a thought of their own; the affrighted sheep, who know no other master than terror; the hen, who is faithful to the poultry yard because she finds more maize and wheat there than in the neighboring forest. I do not speak of the cat, to whom we are nothing more than a too large and uneatable prey, the ferocious cat, whose side-long contempt tolerates us only as incumbering parasites in our own homes. She, at least, curses us in her mysterious heart; but all the others live beside us as they might live beside a rock or a tree. They do not love us, do not know us, scarcely notice us. They are unaware of our life, our death, our departure, our return, our sadness, our joy, our smile. They do not even hear the sound of our voice, as soon as it no longer threatens them; and when they look at us it is with the distrustful bewilderment of the horse, in whose eye still hovers the infatuation of the elk or gazelle that sees us for the first time, or with the dull stupor of the ruminants, who look upon us as a momentary and useless accident of the pasture.—Maurice Maeterlinck in the Century.

Some Fan Fads.

In the fashionable fan is carried out the tendency for brightness, delicacy and artistic glitter characteristic of the dress of the day. The newest fans are models of beauty and grace, a Pompadour example and a decided novelty in shape being especially good. The odd-shaped breeze creator is painted on silk muslin with tiny flowers, and is mounted in ivory, a few scattered paillettes imparting a special note of distinction. The Pompadour model in ivory, with a

butterfly in spangles, is distinguished for its daintiness, rather than for any suggestion of newness. An exquisite fan which figures in this year's holiday exhibit is fashioned of mother of pearl, the leaf of mousseline de soie, embroidered in gold thread, the silk flowers covered with painted and shaded mother of pearl paillettes, which are exquisitely beautiful and translucent. In some of the examples the flowers stand out boldly, with clusters of mother of pearl, and notable are some of the light tortoise shell frames with flowers in cloth of gold edged with spangles. These are the newest idea of the moment and are fairly large. Another handsome fan is of black Chantilly, with dark tortoise shell mount, the ribs exquisitely carved; near the center is a cupid in mother of pearl. Painted fans are always in demand, and one of the loveliest has for its subject "Night and Morning."

Perfection never comes by patching.

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

W. Bridge Street
Grand Rapids, Mich.

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 Solemnity Bros. & Leimbert, 1900.

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

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.

ANNIE ANDREWS.

Story of Love, Murder and Fearful Revenge.

When we first met up with the saddle-horse Dandy the Quartermaster owned him. Light footed, high headed, three white feet and star between his eyes, he was the best looker in Sheridan's Division. Dandy was so intelligent that he would stand abuse from no one. He gave a kick for a blow every time, and was at war with all the teamsters of the train. His owner, afraid of him, could not give him away; so Dandy became an equine straggler in the rear of the brigade, just like anyone of the two-legged stragglers that made up the fag ends of every volunteer organization in the first years of the war. One dusty day he went lame in his near front foot; next day hobbled along on three legs and lost all desire for corn, and the third day fell far to the rear, where he limped along with the mules and supply wagons, getting a cut now and then from the mule-whackers; he was of no more account than a one-legged soldier in a stampede. Here it was the Sergeant found him. Lifting the sore foot, Dandy looked with tears in his eyes at the Sergeant, who had spoken a kind word to him.

The Sergeant was half horse, anyway, and Dandy was half man, and they came to a quick understanding. Going out into the pine woods, the Sergeant got straddle of the leg, that was swollen to the shoulder, then with his pocket knife he cut away at the frog, while Dandy watched every move, with his nose over the Sergeant's shoulder. Finally a nail three inches long was extracted, followed by a flow of blood. Dandy trembled with pain while the leg and foot were bathed; then, with pitch from a pine tree near by, the wound was packed. That's how Dandy was mustered into the company, and became forever, until he lost the top of his high head at Chattanooga, the Sergeant's chum.

In August, '63, the company was in Crow Creek Valley; the Sergeant was then Lieutenant in command of the company. The boys were getting fat on green corn and blackberries; Minty and Wilder were over the mountains to the north with their mounted brigades, and Sheridan wanted to get into communication quickly with them; so he rigged the Lieutenant out in a suit of gray and a medicine case filled with salts and quinine, so that he might cure any sick folks he might meet on the way. With two Colt's revolvers in his belt and new shoes on Dandy's feet, he was fixed for a fight or a race; and before the sun glistened through the trees that morning he was twenty miles away from camp, in a country full of Confederate scouting parties and bushwhackers. They turned along the bank of a creek to rest in a cornfield.

Soon Dandy's ears began to talk; with head high up amidst the waving blades he listened; then approached his master, and the two stood motionless while a squad of Confederate

cavalry came merrily galloping up the road, then down into the creek to the shallow ford, where their horses, flecked with foam, satisfied their thirst. With jokes and song the troopers soon passed on, the sabers clanking in time with hoofbeats on the flinty road. Taking an angle through the field where the corn was higher than their heads, the Lieutenant again found the road and rapidly passed on with watchful eye. Again Dandy's ears told of an enemy far ahead, and into the woods they went, leaving the road clear for a band of bushwhackers to pass.

A sudden turn in the road, while Dandy was on the lope, and they were in the midst of a party of men—"Joe Wheeler's Cavalry"—at a cabin by the roadside. Picketed to the fence were the troopers' horses, munching corn. Saddles and blankets were about the yard, the men resting under the trees.

They were the night patrol up from Bridgeport. "How'dy, mister," called one who proved to be a Sergeant. "Be you the doctor?" "Yes," said the Lieutenant. "Then 'lite down off the critter; our man's powerful weak; if yo'uns can't help him he is going to croak mighty soon. We ain't got nothing but yarbs and bitters for him."

Going into the cabin he found a man stretched out before the fireplace with congestive chills. He had seen the same thing in camp several times. He soon had one man rubbing his hands, another his feet, while a third one dosed him with hot whisky and quinine; for, no matter how scant the supplies, the Confederate soldiers always had whisky. He took hold of that case to cure or kill quickly, and, thanks to the good constitution of the Confederate, he soon had him on the mend. Then leaving some powders and salts with directions for a day, he went outside, where Dandy was standing at the gate. A lank specimen of mountaineer said: "Right smart critter ye got there, Doctor; how'll ye swap for that animal o' mine?"

"No, don't want to trade," said the Lieutenant; but the Johnny went out to pat him on the flank, when Dandy let fly both hind feet, and Johnny keeled over in the road. "Keep away from the critter," said the Lieutenant. "He's mighty uncertain." But the Johnny had had enough, and went under a tree out of the hot sun swearing "That miserable, oneasy critter was of no 'count anyway; wusser nor a mawl colt."

"I'll stop when I come back," said the Lieutenant; but he never came that way again. A few miles down the valley the hamlet of Stevenson was sweltering in the sun. A wide detour was made through the woods and fields, along fences high with brush, and again they were on the main road, and the sun was going down behind the mountains in the west; and yet Dandy was full of life and fire.

Occasionally a courier in gray, cantered along the road, simply greeting, "How'dy." They were inside

their own lines, and as safe as in their own camp.

In the evening sunset Dandy and his rider passed down the slope to Bridgeport, sixty miles, and turned away up the river road, where on the far side were the tents of Bragg's infantry, white and homelike, in the woods.

Along the river banks were hundreds of men and animals, while down near the flag a high pole indicated headquarters. The band was playing for dress parade.

Suddenly they came upon a picket post; half a dozen men cooking corn-cob coffee in a fence corner, their guns standing against the rails.

"Halt there, yo'un," came from a man lying in a fence corner. "The Yanks will get you sure pop, if you don't watch out."

"Where are the Yanks?" said the Lieutenant.

"Don't know and don't care a cuss; we'uns been here all day and had nary a smell," was the reply.

"Well, I'll help you find them," said the Lieutenant, as he touched Dandy's flanks lightly with the spurs. He leaped away as if for life; he was outside the enemy's lines again, and in danger, as the pickets were alarmed and in chase.

The sun had gone to rest; twilight shaded the woods. Dandy out-footed the enemy, and, flecked with foam, he left the road, taking to the fields and woods. Finding a secluded place near a cornfield, Dandy was unsaddled and rubbed dry, and the two chums had a feast of corn—Dan-

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

Michigan Lands For Sale

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

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

EDWIN A. WILDEY

State Land Commissioner, Lansing, Michigan

THE BRILLIANT GAS LAMP



Halo 500 Candle Power.

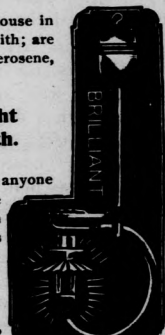
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BRILLIANT GAS LAMP CO.

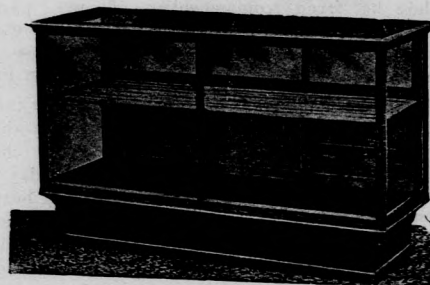
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dy the rich, juicy blades, the Lieutenant roasting ears over the fire. The night birds sang their evening prayers in the trees, the whippoorwills disputed with the katydids, the fire burned low, and the soldier dreamed of the waves that washed the pebbles of far Superior's shore, until, far down the valley, a lone rooster announced the morning of another day.

And to the Lieutenant the rooster gave the information that the valley, at least, was free from soldiers, and he rode away from the bivouac in confidence.

The road led to Sequachie Valley, and soon the smoke from a cabin chimney made him think of breakfast. "That's the home of the fowl that crowed; no soldier here," mused the Lieutenant, as he turned in, when suddenly from behind a corn-crib, with carbines cocked, stepped two blue-coated cavalymen.

"Get down off that horse, Johnny," said one; "we want you," and the Lieutenant dismounted and tried to explain. But before he could do it one of them decided to swap horses. He was of the 4th Mich. Cav., one of Minty's men, and his animal, saddle-galled and jaded from hard work, was standing near. Dandy was not feeling good-natured, and took a piece out of the trooper's coat with his teeth, struck him on the leg with one front foot, then kicked him under the corn-crib with a rear-ender before the Michigander knew where he was "at."

Other soldiers up the road had heard that chicken crow and had come to see what ailed him, and they all had breakfast together—fried chicken, corn pone and coffee. The Lieutenant was with friends, and delivered his dispatches to Gen. Minty, twenty miles farther up the valley.

The Lieutenant and Dandy had their choice to go up the valley with Minty, then over the mountains 200 miles, or to go back the road they came from Crow Creek Valley. They talked it over together, Dandy in horse lingo, the Lieutenant in his mind. Something impelled Dandy that way, as, walking out of camp, he turned to the back track.

What strange power is it that seems at times to watch over our lives? We act at once upon some strange, unaccountable influence that guides us out of danger.

It was in the cedars of Stone River, that December day of '62, when Sheridan's Division was so stubbornly contesting every inch of ground from behind stone and tree. The Lieutenant was then a Duty Sergeant; the regiment had been doubled back out of the cotton-fields into the cedars, where every man was fighting for himself, the enemy advancing with a line of fire. The Sergeant found himself almost alone upon the line; the man to the left was dead at his feet; all about him were dead or wounded; all others had fallen back. He fired full into the ranks of the advancing enemy and turned to run. He had gone but a few rods, with bullets and shells whistling and screeching all about

him, when the thought flashed through his brain, "You will get hit just as quick running as walking." Instantly he stopped to a walk, and as he did so a shell from a flanking gun passed by in front, striking first a horse, which gave a cry of agony, then through a cedar tree, throwing splinters in the air.

The incident gave him a confidence that carried him through many battles, a belief that "impulse" was a guardian spirit always to be heeded.

And now knowing the chance for a fight or a horse race he rode away. The road led a few miles toward Bridgeport, then forked to the right, leading through another valley. Coming to this point Dandy stopped. "We will go to the right," said the Lieutenant. "It's new country and off the main line; somewhere it will cross over the mountains to Crow Creek Valley." It was but an impulse, something that told him of new scenes. He had taken in his brain the topography of the other route. Here was a new country to conquer, new farms and cabins, strange woods and hills, new springs and mountain waters for Dandy and himself, for they never passed a spring without getting their noses wet, and, indeed, it proved a new world. For with the exception of individual soldiers, natives of the valley, "none of war's terrors" had come that way. There were no trampled roads, no desolate cabins, no burned fences, no fresh-made graves by the roadsides. Flowers were blooming in the gardens, cattle grazing on the hillsides, honeybees filling up their store houses for the winter, and turkey-gobblers strutting around like new political Major-Generals just out from New York. It would take just one campaign to demoralize them all.

They came to a most enchanting spot, where the road crossed a mountain stream, mild and tame in summer, but a rushing torrent after the winter rains. The log that made the foot bridge had been washed aside, and there was no one to put it back; so those that would cross over must wade. Along the grassy banks the trees were festooned with vines that met overhead in an arch, and the water came rippling down the fragrant tunnel of vines, flowers and trees. Dandy browsed the tempting grass, while the Lieutenant, stretched in the shade, was building castles in the air. "What birds do I hear now? That's a strange one to me," he said. "Guess that must be a mocking-bird," and he sat up and listened. As it came nearer, whistling strains of music, a song seemed warbling, echoing, on both sides of the stream, coming nearer all the time.

"If I had a song-bird like that in a cage, I would make my fortune," he mused. Dandy raised his head, he, too, was listening; his eyes and ears were again talking, in silent words, to his comrade. Enraptured, they remained motionless. All along the river bank the wild birds took up the song and the woods were filled with the sweetest music that

man will ever hear this side of the beautiful land where all is peace.

And while they listened, out from behind the trees on the opposite bank came the sonstress. She whistled, and the birds took up the strain; she sang, and the river arch echoed back; she laughed, and the flowers sent out a new perfume that filled all the air with happiness.

If there was a man within a hundred miles she knew it not, all was so peaceful. She was going to cross over, but now there was no bridge, and the water at the ford quite deep. She had a basket covered with a napkin white as snow. She sat it down; then, taking a good look up and down the road, sat down upon the grass. Off came the shoes and stockings. "Yes," said Dandy, "they are very pretty feet, too, white and plump, for a mountain girl." "No," said Dandy, "I never saw anything quite like this before," as the girl stood up and prepared to wade. She put the shoes and stockings over her arm, gathered up her skirts and started in. As the water became deeper, the skirts came higher. There had been a rain up the mountainside and the water was rising. It seemed that Dandy had arrived at the crisis of his life; he nosed the Lieutenant until he made him understand the proper thing to do. The Lieutenant got on Dandy's back, came out from behind the trees and told the lady to go back, and he would bring her safely over on his horse.

She leaped up the bank like a

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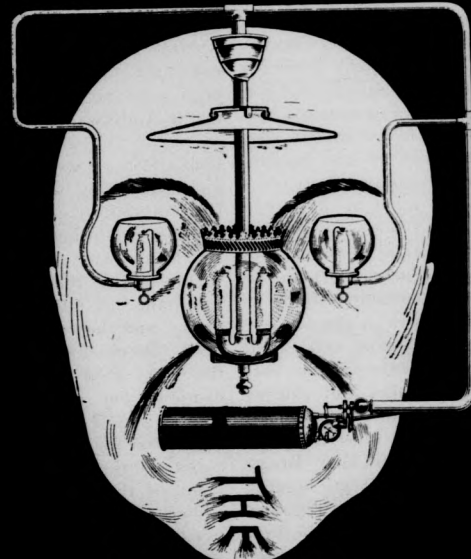
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frightened fawn, the Lieutenant and Dandy crossed over, and although they had never been formally introduced, there was no scene. But, finally, after many explanations, she accepted the invitation to ride over, sitting behind him on Dandy, with one arm over his shoulder.

Her people were wealthy planters over in Middle Tennessee, directly in the path of war. They refugeeed to this mountain fastness, hoping never again to meet a Yankee. She had lived in luxury all of her 16 years of life, and now had come the end of it all. The slaves had been freed and turned loose, to suffer like Southern roses under a winter blast. She was carrying a basket of dainty things to a wounded Confederate soldier, home from the war to die. That was the way the Lieutenant made the acquaintance of pretty Annie Andrews.

Carrying the basket between them, following a trail along the river bank, they soon came to a primitive home, where one of Bragg's men was making a fight for a life dear to a mother and children. Out of the basket came fresh bread, pickles and jellies, and when she went away that poor devil of a private thought himself a brigade commander.

It was the Lieutenant's day off; what mattered, he could ride all night and make up the time; so they slowly wandered back to the girl's home, where the day passed all too rapidly.

The days went by, each one crowded with events to the busy soldier. The battles of Chickamauga were followed by starvation days in Chattanooga. The boys in gray held the cracker line, and the corn and bacon were scarce. So the mounted troops were sent away over the mountains, where forage could be found for man and beast.

All the older company officers had been killed or promoted, and our Lieutenant had been made Captain, and it was a boy company from the Captain down to the bugler; that was the reason why the company was always on duty. If by chance they had a day in camp, it was because the Colonel could think of no place to send them. A scout in the mountains, a guard to some bridge or ford, but more often a hunt for bushwhackers or guerrillas, who infested all the mountain country of Tennessee and North Alabama.

These guerrilla bands were made up of outlaws, deserters from both armies, bounty-jumpers and thieves, who pillaged from all alike. They robbed and murdered both Unionists and Secessionists; until Gen. Bragg, the Confederate commander, suggested to Gen. Thomas that a regiment of Confederate Tennesseans be joined with one of our Tennessee regiments to rid the country of the scoundrels. Gen. Thomas declined the proposition; the feeling then was too bitter for these two elements to come together in any other way than in open battle. So pillage, murder and rapine went on amidst the people of the mountains.

The Captain was loved by all the regiment. The boys said he never

slept; at least, no one ever caught him at it. On the picket lines at night, on guard, in camp, in all sorts of places, out of the darkness would appear the Captain, looking out for the men, their comfort and their duty. If there was especially courageous work to be done, he was the one selected.

Along in the summer, when the lines were closely drawn and the sound of the musket came from every tree and fence corner and someone dropped out of the regiment every day, the Captain was detailed to command the skirmish line.

And now in the October days the company was in squads guarding Crow Creek Valley, just over the mountain from Annie Andrews' home. We camped away up the valley head six miles from the Andrews place. The creek turned at the end of the cove, making the nicest swimming pond in the world. I often think if I could find a disability about my person that would give me a pension, I would take it (the pension), go back to that quiet nook in the hills, and camp out the rest of my enlistment on this earthly battlefield. But there is no use thinking about that. I have no hospital record. Isn't that a funny condition? A soldier serving all through the war—battles, marches all the time—can not get a pension, while a fellow that stole green apples in the State camp contracted a colic that gives him \$14 a month. He never loaded a gun, marched a mile, or met up with any other enemy than that shirt full of green apples. Truly the reasoning of the pension laws are past finding out.

The Captain maintained strict discipline in camp, concealed pickets being kept out day and night. Many stragglers and deserters from Bragg's army were picked up and sent away to headquarters.

After being in camp a couple of days, the Captain with two of the boys went over the mountains to see Annie Andrews, her father and mother, again. They spent an hour at the home, and all were in love with the girl when they went away; but the Captain outranked them all; one could see it in her eyes as they parted at the gate.

One by one the boys made the acquaintance of father and mother Andrews, and they sang "Annie Laurie" until the mocking-birds trilled back the notes from the trees. Beside the campfire one night, Sergeant Johnson said: "There's no denying it, boys, that girl has our hearts strung along on the pickets of the fence in front of the house. That's as near as we will ever camp in her affections."

And he continued: "A soldier has no right to love anyone but his comrade and his horse. Thirteen dollars a month and one ration of hard tack and coffee is a mighty small sum to bring up a family on. Now they say cotton's 50 cents a yard up North; \$13 will buy just enough sheets to trim up one bed with. Where is the other stuff to come from let alone the grub for two? I own up,

I love that girl and she loves me, but I am too patriotic to marry her—at least, until the war is over, and I get a good job in a saw mill on Muskegon River."

Just then the Captain called the Sergeant, and told him he must go that night over to the Sequatchie, with some papers he had discovered on a captured Confederate. The boys came about to help saddle up and say good-bye. He said: "I'll go out of my way back and see Annie," and they envied him the trip. Three miles out he suddenly ran into a party of bushwhackers coming down a crossroad. He turned back to avoid them, but not quickly enough; turning in his saddle, he sent shot after shot from his revolvers towards them, receiving their fire in return. The shots were heard in camp, and all were soon going to the rescue.

The Sergeant told his story, and the company waited quietly under the trees for the enemy, who came not. The Captain said there was but one reason for the party in the valley—plunder and murder.

At the first rays of daylight we were moving down the crossroads. There we took the trail and soon found in an old shuck pen a wounded man, shot by the Sergeant, and left by his companions to die. He said he belonged to Ogden's band, who were on their way to Andrews' place to clean them out. There were eleven of them, now ten, and twenty of us, headed by the Captain, were soon at full gallop over the rough mountain road.

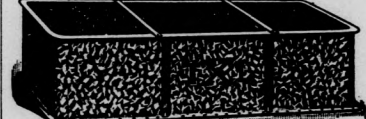
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An hour's time and Andrews' was reached, where we expected to see the smoking ruins of a once-happy home; but it had not been burned. The story was soon told. The robbers, arriving at the place at midnight, aroused the people, demanding supper.

Mrs. Andrews and Annie prepared the meal, which they washed down with a plentiful supply of whisky; then began the pillage. Andrews was supposed to have a lot of money about the house, as well as silver spoons—rare plunder in those days; but they could find but little. Then began the threats of murder and fire. Annie protested and begged them to desist, meeting insults for her prayers, until finally one of the gang proposed to take her in place of the money they wanted. In fact, there was no money about the place, and in their drunken fury they placed her upon one of their horses, and rode away towards Walden's Ridge, their place of hiding, leaving the distracted father and mother helpless by the roadside.

The robbers had six hours' start, good horses, well armed, knew the country; how easy it would be for them to ambush a party who might follow them. Ten well-armed men could whip ten times that number. We old vets knew all this; yet we recklessly followed the trail, until far up the trail we found their first camp, the fire still smoking; they must have halted there before daylight.

One of our men soon found pieces of Annie's dress, and signs of a struggle and then, after more searching, the dead body of a man, pounded and shot to death, and then a cry of pain like a death wail brought us all to a tangled thicket, where, in the midst of the broken rocks, lay the lifeless form of our sweetheart. The Captain wrapped his coat about the body, and with it clasped in his arms came out in the sunlight, where he tenderly laid it upon the ground.

The solution was plain to us all: the dead man might have tried to defend the girl, and met his death. In their drunken frenzy the girl was killed, her body thrown into the jungle, then a hurried departure.

The Captain was kneeling by the dead body. Rank gave him the right to hold her head and kiss her cold face, but we all felt just as bad as he did, and down deep in every man's heart was the vengeance to come.

Annie's body, wrapped in an army blanket, was placed on a horse, and taken by one of the men to the first house back. Led by the Captain we again took the trail; there were no orders, every man felt that it was a hunt to the death.

A few miles up the valley we found a reconstructed Confederate, he had lost his right arm at Shiloh, and couldn't load a gun with one hand, so he was at home. If he had lost a leg they would have fitted him up with a peg and put him in the "Home Guards." He had seen the party go by, knew where they made their headquarters at a place on the Ridge, where they had killed the owners and taken possession. Here

at this place they had great stores of plunder, a lot of good horses and mules, and a pack of bloodhounds.

It was ten miles away, and the Captain proposed to push on and fight them, but the Confederate was wiser. He proposed a night attack.

The horses were hidden in the woods, and while we boys slept near by the Captain and his one-armed friend in gray for a guide went on to plan the coming night-work by a personal acquaintance with the locality.

Sitting about a secluded camp-fire that evening in the woods we ate hot corn dodgers and bacon prepared by the Confederate's wife. Song and story did not disturb the music of the night birds; the clicks of the cylinders of revolving carbines, as they were freshly loaded for the coming fray, were the only sounds.

The little company filed out of the woods upon the mountain road at 10 o'clock, stripped for action. Canteens, coffee-pots and cups, frying pans and all other equipage were left in the woods. At midnight a whisper passed down the line: "Dis-mount." One was left with the horses, and on foot we proceeded, soon coming to the "robbers' roost." Man by man we were left at stations, until a complete circle was made about the buildings. Out in the rear were a lot of horses in a pasture lot; all else seemed sleeping, all else was quiet.

The Captain gathered an armful of straw from one of the outbuildings, and silently made his way toward the house, a large frame building with windows and a wide porch. Under one corner he placed his straw and kindling, and yet no alarm. A flash! The straw was on fire! Then with a howl of rage, a savage bloodhound from out of one of the barns sprang at him, getting him by the left arm. He was a savage brute, and would have killed the Captain single-handed, but the guide, the one-armed Confederate, came to the rescue with an "Arkansas tooth-pick."

The fire flashed up, lighting the weird surroundings, and the men were aroused. We saw the shadows at a window and fired first shot, just to let them know we were there. A shot, then a yell, and a shot from the opposite side, and the fight was on.

The fire ran up the side of the house, caught in the shingles and ran along the roof. The coals dropped down inside, whence came yells of defiance, mixed with stray rifle shots. The night wind filled the air with brands, and other outbuildings began to burn, making night bright as day.

The Captain leaned out from behind a gatepost, and a bullet from a window knocked a splinter in his face. It was a game two could play; the Captain's carbine rang out as the first of the robbers sprang out of the door and he fell lead on the porch. They had to get out and be shot or roast inside, and we got them one by one as they made dashes for liberty. One after another they went down until all was silent but the snapping, roaring flames. One by

one the outbuildings took fire. A stray shot now and then at the dogs that took cover and the fight had ended, a one-sided affair.

Daylight came. Tottering chimneys, a few brands and heaps of ashes made the monuments that marked the guerrillas' last stand. Fourteen roasted bodies were dragged together, thrown into a ditch and covered with stones and dirt. No prayer was said, no tears were wasted, no petitions for mercy softened the hearts of the company as it gathered in the robbers' many good horses and left the place forever.

Back down the mountains, along through the valley, it seemed as if the birds never sang so plaintively. The water noiselessly ran along down over the pebbles, and then a day later the sad coming home. One of the boys, who usually led the "praying squad," said a prayer under the trees, when we left our sweet-heart.

That's why the Captain went back to Tennessee after the war.

Charles E. Belknap.

There is living near Corneville, Fla., a colored man with the classical name of Romeo, who is wedded to a fair maid of his tribe called Juliet. This happy couple have twins, whom they have named Romulus and Remus. This interesting family is conveyed to church on Sundays by a horse named Pontius Pilate.

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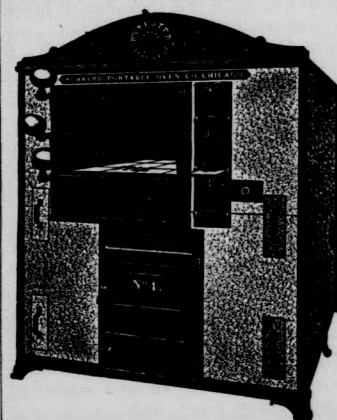
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BILLY BUNN.**Early Life of a Prosperous Michigan Merchant.**

Written for the Tradesman.

"W-i-l-l-i-a-m!"

The hot August sun shone in Mrs. Bunn's care-worn face, so she shaded her eyes with her hand and looked out across the field where her boy was hoeing beans, but hearing no reply, she called again in a loud, high-pitched key that penetrated to every corner of the little farm.

Two years before old Bill Bunn had been counted the best woodsman in Northern Michigan. He could pull a saw, swing an axe, or handle a cant-hook with the best; but more than this, he had the peculiar faculty of estimating almost to a foot the quantity of timber on any piece of land, and he knew just what it should cost to get it to the mill.

So it followed that his services were in constant demand and his wages correspondingly high; yet with all his earning capacity he was never able to save any money. The associations and habits of lumbermen are not calculated to foster a spirit of economy. Among the people of his acquaintance he was reckoned a good provider, and Mrs. Bunn was well supplied with the necessities of life, and even with those small luxuries possible in a new country; but she was not satisfied. Her husband's calling was one of constant peril, and it seemed to her that each year something should be laid by for the inevitable "rainy day." And she frequently talked to him in this strain, while he, big, strong, fearless and in exuberant health, made light of her forebodings and tried to laugh away her fears.

One day while superintending the "decking" of some hardwood logs in a place where it was necessary to economize room the work did not move exactly to his liking, and he sprang to the top of the towering pile the better to direct operations. Suddenly, without warning or apparent cause, some of the lower logs moved outward, the base of the deck spread and Bunn was instantly in the midst of the rolling, tumbling mass.

Ill served him then his giant strength and cat-like agility, for in a moment he had sunk beneath the writhing timber, the great logs closed over like a wave, the fallen tree trunks boomed and crashed above him for a space, and then all was calm and quiet as before.

The workmen, stunned by the swift and awful disaster, stood frozen in their tracks and gazed spell-bound at the new made tomb, until one, more self possessed than the rest, with quick and forceful words shouted:

"Bring the peaveys!"

With cant-hooks and levers, with tongs, chains and powerful teams they tore the great pile, piece by piece, apart. Men labored to rescue their foreman as they had never before worked under the most urgent language at his command. So they heaved and tugged and rolled the timbers, the strange spell spurring them ever to exertions still more

fierce, until the last log that hid the unfortunate had been removed. They were rough folk, well inured in forest craft, and used to scenes where men cut sheer the thread of life with a single stroke; yet it was with blanched faces and in silence that they tenderly removed from the roll-way all that was mortal of old Bill Bunn, and in the care of the most trusted teamster in the camp, sent the remains to his little backwoods home.

* * *

After a burst of passionate grief Mrs. Bunn submitted to the inevitable and looked her prospects squarely in the eye.

There were the little place consisting of forty acres of good land fairly well improved, a comfortable log house, herself and her boy, then but 10 years old. After considering the matter in all its bearings she decided to keep the property, and therefore declined an offer of money that would have enabled her to move to the neighboring village, as many another poor woman had done, and barely support herself and child by doing washing and other traditional and equally unpleasant means. She had made up her mind to "run the farm" herself.

Two years of this life had brought many hardships to Mrs. Bunn and they had deepened the lines upon her face, but on the other hand they had taught her self-reliance and an ability to meet and successfully cope with the problems of life in a new country. Even Lazy Jim Crocker, an habitual calamity howler, by the way, was finally heard to say that it did begin to "look as though Lizzy might win out after all," a remarkable concession for him to make, and one which implied a greater compliment than the most fulsome flattery from almost any other source.

On the day in which this narrative opens Mrs. Bunn called her son for a double purpose. She wished him to hunt through the barn and hen coop for fresh laid eggs, and she had an errand at the village. Eggs were among the staple products of the little farm, and served the purpose of procuring many small necessities at the country store.

When in response to her call the boy finally appeared she said briskly:

"Now, William, I want you to take a basket of eggs to the store and get the things I have written down on this paper. Tell Mr. Jones to give you a bill of it all, because I keep track of every penny we spend, and then I want to know how much we are getting for the eggs, too. Now don't forget about that. I shall expect you back by three o'clock, for you know how ma worries about her boy when he's away, and you don't want her to cry, do you?"

He turned a pair of wide open blue eyes to his mother, eyes that always reminded her of ones she would never see again, and then he put his arms around her neck and kissed her.

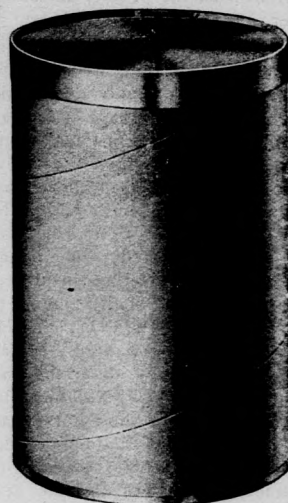
The road to the village of Arbor Lake wandered about aimlessly among great trees and over the

yielding sand. Sometimes it skirted a swamp for a short distance and then turned suddenly to right or left to dodge an upturned root or a giant boulder. Here and there a forest monarch had fallen across it, and the Overseer of Highways, always anxious to earn his salary with the least possible expenditure of muscle, had turned the course of the public road just enough to avoid the obstacle. All these things were apparent, yet Will Bunn with his basket of eggs walked gaily along without giving them a thought. The day, warm in the open field, seemed wonderfully cool and pleasant there in the forest. So he continued his journey and whistled shrilly and frequently to his fat little dog Gip which had an abnormal fondness for chasing chipmunks.

Halfway between the Bunn homestead and Arbor Lake the highway is intersected by a road that drains another "neighborhood." Just as Will approached this point there emerged first a lean, hungry looking, mongrel cur and then a figure that nearly made his heart stand still with dread. It was the form of Bruce Plympton, a larger boy, and one with a reputation so unsavory that it reached far beyond the confines of this immediate locality. With an angry snarl the cur rushed at Gip, and he, not being versed in the ordinary methods of dog warfare, sought safety between his master's feet. Bruce slouched along, an ugly grin upon his coarse, evil face; an expression made doubly hideous by two protruding

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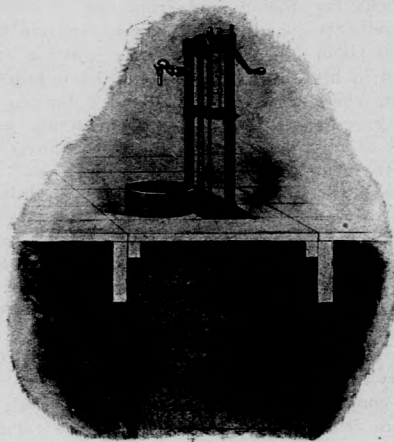
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upper teeth that kept his lips habitually apart.

"Why don't ye let 'em fight?" he asked, drawing closer. "Fraid yer dog'll get a lickin', hey? I wouldn't have such a dog as that."

"I don't want him to fight," was the quiet reply. "He never has fought, and I won't let him either if I can help it."

"Hain't never fit an' ye won't let him!" repeated Bruce. "Huh! All dogs fight. Now I'll jest bet he kin scrap like anything. Leggo of him an' we'll learn him how."

"I won't do any such a thing. Say, call off your dog, I've got to go," said Will, trying to get away.

"O, don't be in such a yank," replied the Plympton boy. "Ye've got all kinds of time an' I want to see 'em fight. Here! Come out o' that!" he commanded, trying with his toe to poke Gip from his place of refuge.

Gip resented this familiarity with a snarl and snapped at the offending foot.

Bruce was angry. "Bite m-e, will ye?" he cried. "I'll show you," and with considerable strength he pushed Will out of the way, calling to his dog as he did so. The impetus carried the boy forward helplessly several steps, and before he could regain command of himself his foot caught on an obstruction, and with his basket he fell heavily to the ground.

Even Bruce Plympton had his vulnerable points, and the most potent of them perhaps was fear. When he saw the destruction he had wrought and thought of the consequences that might arise to his own discomfort, he decided to forego, for the present at least, the pleasure of seeing his own dog "eat up" poor little Gip. So he whistled to his cur and slouched away.

Will was so engrossed with the condition of his eggs that he did not think of nor notice Bruce until that young man was several yards distant, and then, as he caught sight of the retreating figure, a great wave of passion and resentment surged through his breast and he called out in his anger:

"You're a coward, Plympton, a mean coward! That's what you are, and I'll make you pay well for this, too; see if I don't."

"Huh," said Bruce with an ugly sneer, "think yer big, don't ye? Wall, it's good enough fer ye. Serves ye right fer interferin' with other folks's business. Mebbe next time ye'll know enough to let a feller alone when he's tryin' to do ye a favor."

This view of the affair struck Will as being so outrageous that in his anger he seized a convenient stone, and with all his strength, threw it at the taunting youth. It was well aimed, but Bruce stood still until the missile had nearly reached him, and then, with a mocking grin, moved slightly to one side, and the stone went harmlessly by, knocking a flake of bark from a neighboring tree.

"Yer mad now cuz ye broke yer eggs," said he, "an' ye think yer

smart, but if ye fire any more o' yer rocks at me, I'll come back there and scrub ye good!" After saying which he turned, whistled again to his dog, and disappeared quickly among the trees. Will wept a little, but quickly realizing the futility of tears he began an inventory of the damages.

After all it might have been worse. Perhaps two dozen eggs were gone beyond reclaim, but as many more only cracked. So he decided to wash the whole lot at a brook that he must pass a little farther on, and if they looked pretty well, perhaps Mr. Jones might give him something for the cracked ones. It was worth trying, at least.

* * *

"I don't see what I can do with a lot of cracked eggs," said Mr. Jones, looking over his spectacles. "I'd like to take them to accommodate your ma, but you see if I do it for you, I'll have to for everybody, and there is no telling where it would end. How in the world did you manage to break so many? Your basket looks like you'd been playing football with it."

Will related the incident.

"What! That miserable Plympton cub!" he exclaimed, pulling off his spectacles in his agitation. "Why, land sakes, that boy'll be in the penitentiary by the time he's twenty-one. You say there were two dozen broken? Well, then I'll just pay you for the whole batch and I'll settle with him a little later. I sent away some mink skins for him last week and wasn't to pay for them until I had returns from the fur house. I'll attend to his matter with particular pleasure. Please tell your ma that we always stand ready to serve her in any way in our power."

"O, thank you ever so much," answered the boy, choking back a sob, and quite overcome by his sudden good fortune. "Ma'll be awful glad. We don't have so very many eggs nowadays."

"Making any butter to your house?" enquired the merchant tentatively.

"No, we haven't any cow," replied Will with that inflection of surprise that presupposes in others the same knowledge of our affairs that we have ourselves. "No," he added, "we haven't had a cow since Spot got mired in the beaver meadow and hurt herself so she had to be shot. Jim Crocker shot her," he added after a pause.

"How's crops?" pursued the merchant.

"Pretty good, I guess. Ma thinks maybe we'll have potatoes and beans enough to winter us, and I'm building a good warm chicken house out of logs, and we're going to try to make the hens lay all winter. If they do it'll help a lot when eggs get up to eighteen or twenty cents a dozen."

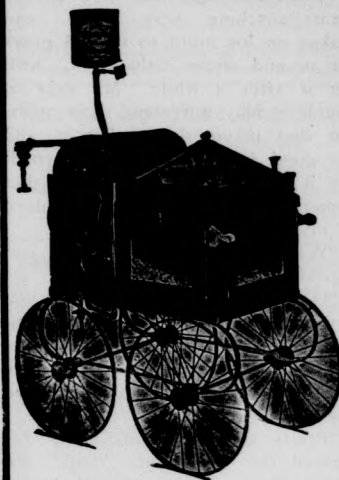
"Yes, but what are you going to have to sell this fall? Seems to me there ought to be something on the place that you could turn off into money. Your hens won't bring you in enough cash to buy your sugar."

"Well, we don't use much sugar, and it doesn't take a great deal to keep mother and me. Last winter

we got along pretty fair. We didn't have hardly anything from the store, and we couldn't get out through the snow much of the time if we'd wanted to; but we had all the bagies and potatoes we could eat, and ma's such a good cook and fixed them so many different ways that we didn't mind it at all. Then we played that we were cast away on a desolate island, and that all the people but us were drowned in the shipwreck, and that we just h-a-d to get along. Our biggest trouble was about wood to burn. But we managed that all right because ma can chop pretty good, and I had a fine hand sled I made out of barrel staves to haul it to the house on. There were some stormy days when we couldn't have any fire on account of the snow and all that; but those times we sat around the house wrapped up in blankets and things, and ma was Sitting Bull and I was Old Thunder Cloud, and you bet the rest of the Indians didn't want any truck with us."

Jones walked over to the desk and fumbled nervously with his ledger. "Say, boy," said he after a while, "what are you going to do for a living when you grow up? Or didn't you ever think anything about that?" "Yes, I have, plenty of times. I think I'll have a store just about like this with lots and lots of things in it, and after I get money enough I'll have mother go to California. She's always telling about how she'd like to go there if she was rich. Say, how much does it cost to go to California?"

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"So you think you'd like to be a merchant, eh?"

"O, I'm g-o-i-n-g to be."

"How do you know that?"

"Well, ma says that if a person wants anything very much, and makes up his mind to it, and prays for it, and sticks right to it, he'll get it after a while. Ma says of course it may not come right away, but that if you keep after it, and it's good and all right, then you'll get it in the end. So I know that sometime I'm going to have a store of my own."

"Well, my boy, how soon do you expect to get it?"

"O, I don't know. Ma says you never hurry things any by whining and worrying over it, and I'm pretty small yet, I guess. Ma thinks there's lots of time, and I suppose she ought to know."

"Pretty sound doctrine, that," remarked the merchant. "Say," he added, "how do you suppose you'd like to come here this winter and be my chore boy and do errands for me nights and mornings and Saturdays and go to school? That would give you a little chance toward learning the store business."

"O, I'd like that splendid; but," he added in a disappointed tone, "I couldn't leave ma. She couldn't get along at all without me."

"I have a little house that would be just about right for you two," said the merchant. "You and your mother could move in there this fall and be as snug as two bugs in a rug, and you wouldn't have to wallow around through the snow all winter as you do on the farm. And, then, you see, you'd be earning a little money to help support your ma."

"I believe ma'd like that," said the boy decisively. "I'll go right home and talk to her about it."

PART TWO.

Bruce Plympton sat upon a fallen tree and ate his luncheon of dry bread and boiled beef. His dog Growler, just in front of him, eyed his food wistfully, and snapped viciously at a persistent fly.

At last, when Bruce had devoured all but one piece of meat, he held it toward the expectant cur. Growler, wiser perhaps through painful experiences in the past, approached more slowly than one might expect a half starved hound to do, and looked at his master with manifest suspicion.

"Take it, Growler, good dog," insisted Bruce. The famished animal made a hurried, scared attempt to take the meat, when suddenly: Whack! Bruce had struck him sharply over the nose with a stick, and the disappointed beast, yelping with pain, retired to rub the injured member with its paws.

"O, poor Growler. Nice Growler," said Bruce, soothingly. "Did it hurt the Growler boy? Didn't mean to hurt old Growler," and he tore off a small scrap of the meat and tossed it to the animal. Then by tactics similar to the first he tried to coax it back.

"Come Growler! Wouldn't hurt the Growler boy. It's all right now."

Bruce managed to get the dog once more within striking distance, but finally wearying of the sport, he swallowed the last of the food himself, and then turned with a sigh to finish the work in hand, which was the construction of a log bear trap.

Bruce had never made one, and it was a much bigger job than he had counted on. But now that it was nearly completed he began to congratulate himself upon the result. The spot he had chosen was an opening in the forest through which a terrible fire had once passed, destroying every vestige of verdure. Now, after the lapse of years, the "burning" had grown up to small poplar and cherry trees, ferns and briars. Bruce knew of no other place where blackberries grew so large or so abundantly, and as they were then ripening rapidly, he thought it a remarkably likely place for bears. So, in the hope of getting one of these animals, he worked as he had never worked before—worked for more than a week at his bear pen, and now he laughed slyly to himself as he saw the end. He had brought along some ears of green corn for bait, and intended, as soon as the great log that was to act as the dead fall should be properly set, to attach them to the trigger.

With vast patience and ingenious arrangement of levers and wedges, Bruce managed to raise the ponderous timber to a proper height, set the upright that was to hold it suspended in readiness for the unsuspecting prey, and then removed the other props gradually until the trap was set. This done, he contemplated his work with unalloyed satisfaction. At length, seeing that the sun was dropping behind the tree-tops, he entered the pen and carefully fastened the corn in place.

In coming out he was obliged to pass directly under the dead-fall. Perhaps he had failed in its proper construction, or he may have jarred it in his haste, but in some way the great log was loosened, and as he had neglected the trapper's precaution of standing an upright timber under the tottering beam to catch and hold it up in case of accident, he suddenly found himself in his own trap.

Bruce screamed with pain when the great beam struck him, and then, as the dreadful weight sank slowly but resistlessly upon him he lost consciousness and for the first time in his life he fainted.

When he came to himself the stars were shining and his face was wet with dew, but there was a rosy tint in the sky that told him that day was approaching. The pain was intense, his mouth and lips were swollen and his throat was dry and parched. He tried to speak, but the hoarse rattle that followed the attempt frightened him, and he closed his eyes again and tried to think it all out.

His chance of rescue seemed very poor. He often stayed away from home for days at a time, and seldom were any questions asked. No one knew where he had gone or what

he was doing. He was there, a prisoner—that was all. No one missed him and no one would. None would care if he never came back. He had been told so many and many a time, and had received the information with complaisance, for it had never occurred to him that there could be anything inconvenient in such a condition of affairs. But now it was different. Still, if he only had some way to let his mother know that he was in awful trouble! And then he began to think.

It was growing lighter and the little birds chirped and twittered at the coming of the day. Another sound attracted his attention. It was the whine of Growler. Unnoticed until now, the dog sat a few yards away and wagged his tail plaintively as he caught his master's blood-shot eye. It struck Bruce that he would like to exchange places with the animal, and wondered how long it would take him to go home if he could. His eye fell upon a chip. It was of smooth white wood—one that had fallen from his axe the previous day, and suddenly there flashed through his mind a scheme of rescue. His arms were free, he seized the chip eagerly, and with a piece of charred bark broken from the side of his prison, he painfully scrawled the following words:

"ketched in bar trap in big berry patch bruce plympton."

Then he tore a strip of cloth from his shirt sleeve, tied one end of it firmly to the precious piece of wood and again essayed to speak. By a

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great effort he gained command of his vocal organs, and after a few attempts he called his dog.

"Come Growler, there's a good boy. Wouldn't hurt Growler fer nuthin'. Couldn't pay me to hurt him. Best old dog ever was. Come, boy, that's—"

Bruce was very tired. He was out of breath and his pain was great. His tongue was hot and swollen and he panted and gasped pitifully between his words. Hot tears coursed down his cheeks as he vainly pleaded with the dog, and in his agony he gnawed the bark from one of his own handspikes.

Still Growler would not come within reach, and Bruce could not fasten the chip to his collar as he had planned. The dog was interested, but his nose was still sore, and as there was no meat to tempt him, he would not take the chances.

Bruce swooned again.

Growler sat and watched his insensible master for a long time. Occasionally he emitted a pitiful little whine and shifted his weight from one forefoot to the other, and two or three times he approached Bruce in a half-scared way. But he never seemed to get over the feeling that the boy was shamming, and to momentarily expect another blow from the stick.

At last Growler raised his head, sniffed curiously and eagerly as if scenting game in the distance, and then, without even looking back to see whether or not his departure was noticed, he loped rapidly away through the bushes, and Bruce was alone.

* * *

To most people the chief attraction of the big berry patch was the wonderfully luscious fruit that grew there in favorable seasons. No other blackberries like them ever found their way to the Michigan market. There was usually an abundance of fruit, but owing to its secluded position and to certain stories that had been set afloat by interested persons who wanted a monopoly of the berry picking there, many people preferred to give the place and its fictitious dangers a "wide berth" and to content themselves with what they could gather near the clearings of the settlers, rather than risk their lives in the big berry patch.

But no such feelings disturbed the peace of mind of Will Bunn that pleasant August morning, as, swinging a market basket on his arm he crashed noisily through the dense undergrowth that separated the "burning" from the virgin forest. He had heard that common blackberries were bringing six cents a quart at the village store, and if such were the case he knew of two or three families that would take all he could pick at a higher price, if they were only of the large, sweet variety that he confidently expected to find in the big berry patch.

Will had lived in the woods all his life, had seen a number of bears, and without exception he had found them all in a great hurry, and apparently anxious to escape observation. He had grown to hold them in a

sort of contempt, and probably would not have changed his course a yard had he known that the "woods were full of 'em." So he went gaily on, picking the fruit where it was best and most plentiful, and working all ways toward the center of the patch where experience had taught him that he could get the best results with the least labor.

The picking was very good and his basket half full. Gip scampered about, enjoying to its fullest his prerogative of chasing chipmunks, and barked and frisked and wagged his tail to his heart's content. Will walked along a prostrate tree trunk that had fallen so that its top lay some feet from the ground, and rapidly gathered the large juicy berries from bushes much higher than his head. It was very warm, and he thought of lying in the shade for an hour to rest and to eat the luncheon he had brought from home. It was then that Gip's bark first arrested his attention. It reminded him of the way the dog had acted once when there was a coon treed in Folsom's swamp. The animal paid no attention to its master's repeated calls, other than to increase its clamor, so Will hastened to the place whence the sounds proceeded.

The sight that greeted him was one he will never forget. Bruce Plympton lay pinned to the ground by a heavy log. The upper part of his body, supported by his hands and arms, swayed slowly back and forth, while his blood-shot eyes glared glassily into space. His face was dark and swollen. He was talking hoarsely—huskily—and it was with difficulty that Will could comprehend his words.

"There Growler, take this home. Tell the old woman it's from me. Tell her it's from me—me—me—" Then his voice died away for a moment. "Won't hurt the Growler boy. Won't hurt Growler. Nice old Growler! There, there, that's a good Growler, t-h-a-t's a g-g-o-o-."

His strength suddenly left him, and he dropped with his face in the sand and lay there, motionless.

Will was so filled with pity and concern that any resentment he may have harbored toward his old-time enemy was instantly forgotten. He ran quickly to raise the log that held Bruce, but he might as well have tried to lift a wall. It was solid—immovable. He called to Bruce, but no answer came. Then he took one of the levers and tried to pry up the deadfall, but he was weak and inexperienced and his efforts were futile. There seemed but one thing to do, and that was to obtain help from the nearest farmhouse, two miles away. It appeared to Will that even a savage would hesitate to leave the boy in such a predicament; but if Bruce were indeed alive there was no time to lose. Throwing off his light jacket Will set off at a run toward the farm of Louie Schmidt, whom he knew very well.

Twenty minutes later he burst into the house where the man was sitting at the table.

"O, Louie, come quick," he cried.

"Fellow caught in a bear trap. Help get him out."

"Vell, all right," answered the German. "I vill do dot pooty quick alreaty. Sit me first here by and eat a little and drink me some goffee."

"No, but Louie, he's nearly dead. Do hurry up. Come on."

"Nearly det? Don't pe so excited. Vot is all dis droubles about so soon? Who is dot fellers?"

"O, it's Bruce Plympton. He's under a log in the big berry patch and you've got to help get him out. Hurry up," cried Will, pulling at the old man's sleeve.

"O, yah, I see. Dot Pruce is a very bat poy. He stole my water-melon as a couple of times alreaty, and made a monkey of der vines. I dink better you haf a cup of goffee."

"Yes, but he'll die before we can get there if you don't hurry."

"Vell, Pruce is a tough poy und he vill not die so pooty soon as all dot, but yust der same I vill go mit you."

Louie was better than his word. He hastened to the stable, brought out two horses, and without further parley he and Will each mounted one and galloped swiftly toward the big berry patch.

When Louie Schmidt and his youthful companion reached the deadfall, it seemed as though Bruce had indeed passed on to another world; but without wasting a moment, the big German seized the log that held the prisoner and with one powerful effort lifted it high

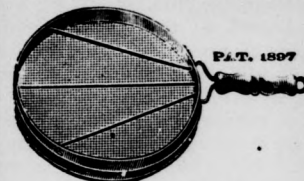
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above the lifeless body, and when Will had propped it up with some of the debris that lay scattered about them, Schmidt dragged the trapper to a convenient knoll, and drenched his face with water. Eventually the boy came to his senses, but it was evident that medical aid was required and that, too, at the earliest possible moment, so Louie took him tenderly in his arms and actually carried him all the way to the village.

"Py Chimminy!" he exclaimed when at last he laid his burden on the physician's couch, "I never thought I would make me so much droubles for dot feller what sdole my vatermelonas."

According to the surgeon, the boy's chances of recovery were very, very slim, and indeed it was many weeks before he could leave his bed. But science and a robust constitution at length triumphed to an extent, and with the aid of crutches, Bruce Plympton finally made his appearance upon the streets.

But he was never again as strong nor as self-reliant as before his injury, and even now he is only able to half support himself by selling the fur of the small animals that he catches in his traps.

He will never be a popular person even with those whose friendship he has taken the most trouble to cultivate, for as Lazy Jim Crocker often remarks: "He's got a p-i-z-e-n mean streak in his nater," and he emphasizes the "pizen" pretty strongly, too.

* * *

That same fall Mrs. Bunn and her boy moved into the "little house" that belonged to Mr. Jones, and Will distinguished himself both as a chore boy and as one of the brightest pupils in the public school. In fact, the arrangement was so satisfactory that it was continued the following winter, and shortly afterward, Will settled down to a regular clerkship in Mr. Jones' store. In this capacity he showed marked ability, and when at a later date, the merchant decided to retire, he made the young man so advantageous a proposition that Bunn decided to buy the business, and to have a store of his own as he had always planned.

Will is a great strong fellow now, six feet high, and it would do you good to take his hand and look into his honest blue eyes and be able to call him your friend. His mother still lives with him for the most part; but if you wish to find her at home, it will be well to choose the summer months for your visit, for as soon as the nights begin to grow frosty, her son insists upon her going to a warmer climate, and for several years past her winters have been spent beneath the skies of California.

They have clung to the old farm; have been able to improve it and add to its acres, and William Bunn is now the owner of the neatest and cleanest stock of goods, and the proprietor of one of the best paying country stores in Northern Michigan.

George L. Thurston.

Quieting Influences Necessary in Childhood.

Children whose nerves are not under perfect control, and who, in consequence, are inclined to be restless during the night, stand especially in need of quieting bedtime influences, and the utmost care must be taken at all times to avoid playing upon their emotions. Such children should never be intrusted to the tender mercies of inexperienced or injudicious servants, since the latter are a great deal more likely to aggravate the trouble than to allay it. In this connection it is to be noted that unwise indulgence is every whit as harmful as undue severity, and it is in the former direction that a good natured unintelligent attendant is most likely to err. It is not enough that a nervous child should be spared excitement of all sorts; he must, in addition, be aided to overcome his nervousness. And in such an emergency as this the untrained mind is not merely useless, but actually worse than useless.

In treating a child of nervous temperament, whatever his age, the first essential is that he be made physically comfortable at night above all other times. In such cases the warm bath, clean night clothes and smoothly made, well aired bed are absolutely indispensable; added to which the bedroom must be thoroughly ventilated—as, for that matter, it should be in any case—and situated as remote from distracting sounds as the circumstances permit. For similar reasons it is desirable that the child occupy the room alone, although he should never be permitted to feel that there is no one within call in case of help being needed.

Fear of darkness is an idiosyncrasy of most nervous children, and it is one that is invariably difficult to overcome. Bearing this fact in mind, it is the duty of a mother to guard, so far as lies in her power, against the inception of such fear in the baby mind—which, in the majority of instances, is mainly due to the thoughtlessness and stupidity of some person old enough to know better. Once the fear is implanted, however, the most practical way of eliminating it is to prove to the child by force of example that there is absolutely nothing to be afraid of. Generally speaking, a child who observes others going fearlessly about in the dark will imbibe courage unconsciously, and by and by, if he is not forced in any way, will make the venture himself. It is a good plan, too, to make a point of demonstrating before he goes to bed the impossibility of any hurtful thing being secreted in his room. Unless he has been imbued with a terror of intangible things—ghosts, for instance—his common sense will eventually show him the utter absurdity of fears of this sort. If it is difficult for him to sleep in the dark it is better that the light be placed in an adjoining room or hall than in his own sleeping apartment, and in any case it must be placed wholly out of the direct range of his vision, or its presence will inevitably have a disastrous effect upon his eyes.

It is best for all children whose

nerves are over-strung that the dinner be served in the middle of the day, and that the final meal, which should be eaten one full hour before the bath is administered, should consist of the lightest and most nourishing of food, tea and coffee being strictly avoided. The latter rule, by the way, ought properly to be applied to all children indiscriminately, since neither beverage is adapted to juvenile needs. After the bath, and immediately before going to bed, a cup of hot milk should be sipped slowly, this being the best of all panaceas for disordered nerves and inability to sleep. If the feet are cold it is a good plan to fill a rubber bag with hot water, wrap it in flannel and place it in the bed within easy reach of those important members, warmth being the first essential to restful slumber.

Softening Effect.

"We used to think she was a lazy girl."

"Yes. That was when she was poor."

"How about it now?"

"Why, now that she is rich, we merely note the evidence of lassitude and ennui."

Ahead of the Game.

"They may abuse Wall Street all they please," said the Philadelphia man, "but I came out \$700 ahead the last time I was there."

"How did you do it?" asked his friend.

"Left the money at home," replied the wise Quaker.

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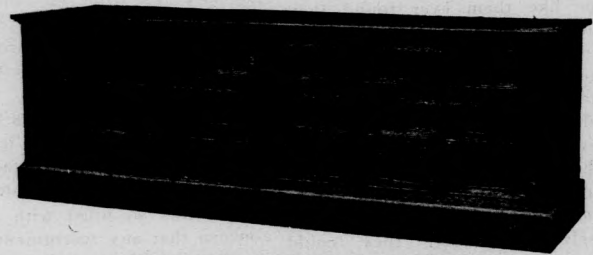
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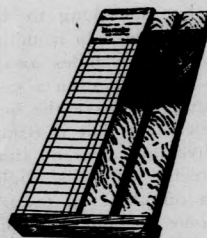


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When Is a Girl a Flirt?

When is a girl a flirt? This is a question easy to ask, but not altogether so easy to answer. Yet there is a distinct line which marks the limit of what "encouragement" a girl may quite properly give a man.

She does not flirt when she is seriously in love, although appearances may be deceptive. In a certain sense every woman is a flirt throughout her whole existence, from the time when, a baby dancing in her nurse's arms, she flirts with her mother's visitors to the moment when, on her last sick bed, she coquets with her doctors.

The warmest advocate of the fair sex must admit that the love of admiration and the desire to attract are inborn with the majority of its members.

Every one must agree that a flirt is a very despicable person, but, then, the question is, how far does the desire to please constitute flirtation?

Is it flirting when a bright, lively girl does her best to make some shy youth feel on good terms with himself, and, by affecting breathless interest in his prowess on the football field, or laughing heartily at his feeble jokes, convinces him that he is making an excellent impression, and is well qualified to shine in the society of ladies?

Is a girl a flirt when she yields to her natural high spirits and laughs and chatters with a young fellow in whose society she takes genuine and innocent pleasure, but with whom she is not in the least in love?

Certainly for a girl to wilfully and deliberately lead a man to suppose that she loves him and is encouraging his suit, whereas she is really only gratifying her own vanity, and has no intention of accepting him, is to prove herself a flirt of almost the worst type.

Perhaps an even meaner type is the girl who leads a man on simply for the sake of the sweets, theater tickets and other pleasures which a lover delights in showering on the girl he admires, and the acceptance of which he rightly and justly considers encouragement of the strongest kind, since no nice-minded woman would take gifts from a suitor whom she intended to reject.

And yet those bright, lively girls who have plenty to say for themselves and are so popular with men are very seldom really flirts. The really dangerous flirt is the maiden with the sweet, seductive eyes, the low, beguiling voice, the indefinite something that no man can resist; the maiden whose chief amusement lies in "fooling" her admirers.

This class of flirt frequently carries the amusement so far as to enter into an engagement, without, of course, the smallest intention of fulfilling it.

Although it is feminine spite that most frequently fastens the unenviable reputation of being a flirt on a perfectly innocent girl, the vanity of man is not seldom to blame. The frank, merry girl with brothers, who thoroughly understands the tastes of young men, and has been accustomed to treat them with sisterly

cordiality, one day comes in contact with one of those vain young fellows who imagine themselves irresistible, and think all girls have their heads full of nothing but love and lovers.

The result is inevitable. The girl enters heartily into the topics that interest him, frankly shows her pleasure in his society, and treats him in the cordial, kindly way she is in the habit of using to her brothers' friends. But the vain young man straightway fancies she is in love with him, boasts among his friends of his conquest, and supposes, with a lordly air, that he "must take pity on the poor girl and propose." When he is refused, firmly, and possibly rather indignantly, he goes away in a state of fury, fully convinced that he is the victim of a heartless flirt.

Sometimes a very young girl falls into the error of unconsciously encouraging a would-be suitor. She is so inexperienced that she does not realize he is wooing her, and is still so much of a child that she takes his attentions as disinterested kindness shown by a friend. So she accepts them all with a little confiding air, and such sweet gratitude as misleads her suitor into proposing with the comfortable conviction that he has won her heart. This, however, is a case in which the lover, on receiving the confused and bewildered refusal which is almost inevitable, would do well to persevere in his suit, with good hope of success, now that the little damsel's eyes have been opened to his ambitions.

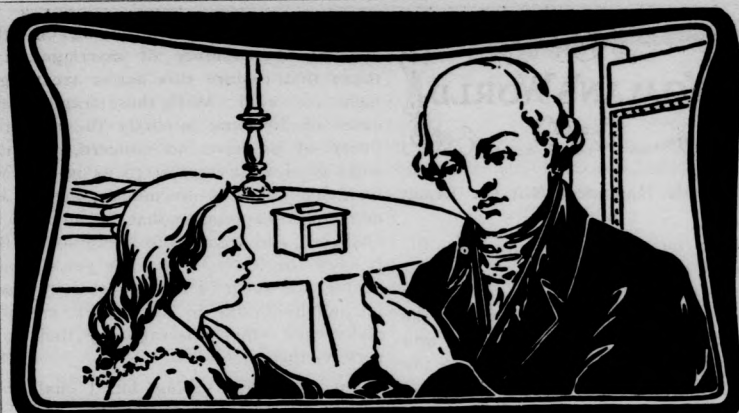
The reputation of being a flirt, however unjustly gained, is always damaging to a girl. If she ventures to show her preference for an admirer, some kind friend is always at hand to warn him against the reputed flirt, and few men care to expose themselves to the risk of being fooled by a coquette.

Cultivation of the Cork Tree.

The cork tree is an oak, which grows best in poorest soil. There are two barks on the tree, the outer one being stripped for use. The method of cultivating is interesting. When the sapling is about ten years old it is stripped of its outer bark for about two feet from the ground; the tree will then be about five inches in diameter. The inner bark is blood-red, and if split or injured the tree dies. It takes the outer bark eight or ten years to grow in, and then the tree is stripped four feet from the roots. Each ten years it is stripped, and each time two feet higher up, until the tree is forty or fifty years old, when it is in its prime, and may then be stripped every ten years from the ground to the branches, and will last 200 years. The study of the trees of the Philippines reveals a wonder world which we shall want to know more about.

At the Telephone.

Casey—Who does yiz want to see?
Grogan—Dunnohue.
Casey—Who did yiz say?
Grogan—Dunnohue, Dunnnohue.
Casey—Well, if you dunno who, how do I know who?



Saving Pennies

This is one of the first things a careful parent teaches a child

Why not give your clerks a post graduate course in this same lesson?

Keep it Ever Before Them

They can make your business blossom like a rose.

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Domestic Happiness Not the Result of Luck.

The most terrible thing in the world is the disillusionment of matrimony. Every youth and maiden believes that the wedding ring is the circle that bounds paradise, and when they take upon themselves the vows of wedlock they look confidently forward to a future that shall be all perfume and music and roses. They see that others about them have missed this marital millennium, but they are sure that they alone of all humanity have found the lost key to the Garden of Eden, and so they are married and then, for them, too, begins the sad process of disenchantment.

If marriages were arranged by the parents or if people generally married for money or position, one could understand why marriage from the point of view of promoting happiness is often a failure. Marriages, however, in this country, at least, are almost universally love marriages, and it is a cynical commentary on the brevity of affection that the country that leads the world in love matches also leads the world in the number of its divorces.

But it is not of the divorce cases that I would speak here. Divorce is the surgeon's knife that cuts away

the festering sore, and, after all, considering the number of marriages, those that require this heroic treatment are small. With these tragical cases of domestic infelicity the majority of us have no concern, but what is of vital interest to us is the fact that there is so much general married unhappiness, that so many husbands and wives who scrupulously obey the letter of the law yet sin against the spirit of it, who are faithful and honorable to each other, yet make each other miserable by their very virtues.

This is a hard saying, but I challenge you to look about you and deny it. How many husbands and wives do you know to whom the bond of matrimony is not an actual ball and chain that they drag around with them, and that you can hear clank whenever you come into their presence? How many husbands and wives have any real comradeship? Can you not invariably spot a married couple at the theater or at the restaurant by the dull and deadly silence that reigns between them? Is not the general attitude of most married couples towards each other one of disappointment and a sort of perpetual I-wonder-what-made-me-fool-enough-to-marry-you state of mind?

It is, and we all know it. Of course, there are some beautiful exceptions to this general low average of conjugal bliss. There are people who have found marriage the open sesame to an earthly heaven, but these instances are rare enough to make

them conspicuous in every community, and when we look around at the great majority of our neighbors and note how Mrs. Jones' conversation takes on a vinegary tone when it is addressed to Mr. Jones and how Mr. Jones sneers at Mrs. Jones; when we observe that Mr. Brown's idea of enjoyment is to get away from Mrs. Brown and Mrs. Brown's joy in life seems to be nagging Mr. Brown, we wonder why they married. Yet these people were once in love with each other; they married in order that they might spend their lives together, and the greatest problem of civilization is why, when they started out with so much capital of affection, so much material for happiness, they so soon came to bankruptcy.

It is easy to say that the reason that nobody realizes a lovers' paradise is because lovers expect too much. Life is not made of madrigals and chocolate creams and strewn with roses. It is composed of stern prose and beefsteak and onions and is full of tacks. No man can spend forty or fifty years breathing vows of deathless devotion into a woman's ear or holding her lily-white hand. There comes a time when affection must express itself in deeds, not words, but because the realities of married life are different from one's imagination of it, is no reason for it to be less desirable.

It is naturally a blow to a young couple to find out that they have got to live in a world that is full of bills and cooks and sickness and colicky

babies, instead of one that is composed of loves and doves and kisses, but even this is not sufficient to account for the decline and fall-off of domestic happiness. There are other causes, and the pathos of the thing lies in the fact that they are such little causes, for love is not often murdered by one swift terrible deed; it is done to death by slow torture—by little pinpricks that surely and inevitably murder it beyond all hope of resurrection.

So far as women are concerned, they do their part toward making marriage unhappy by not knowing how to run a home. No man can be happy or healthy or successful who comes home at night to an untidy house, ill-cooked meals and a tearful wife. Most men have just everything they can endure in their daily business, and when night comes it finds them with wrecked nerves and spent bodies, and the very first requisite of domestic peace is some quiet place where they can recoup themselves for the next day's struggle. Married happiness has got to be founded on a clean hearth. More men than women marry to get a home, and the first disillusionment of wedlock to a man generally comes when he finds out that his wife does not understand how to carry out her part of the marriage partnership. The grounds in the coffee-pot have been the grounds for many a divorce.

Lack of companionableness is another reason why marriage is so often a failure. There is but one wom-

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.

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Please send me a
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an in a thousand who knows how to be a chum with her husband and enter into the things that he wants to do. The other 999 seem to think that matrimony is a reformatory, and that it is their sacred duty to keep their husbands from enjoying themselves. Most wives are never so sure they are doing their duty as when they are preventing their husbands from doing what they desire, but it is an open question if it is not better for a man to smoke himself to death than it is to nag him into the grave about the use of tobacco.

Lack of cheerfulness is also a first aid to domestic infelicity. Heaven knows why, but the majority of women appear to think that there is some merit in melancholy. They take life seriously and borrow trouble. They save up the choice little worries of the day and when their husbands come home they regale them with all the unpleasantness that they can remember.

And, then, they are unappreciative. They complain. They have not diamonds like this one, nor an automobile like another, nor a house like a third. It must be nice and pleasant and inspiring to a man who slaves day after day and year after year for his family to feel that all he gets for it is a bunch of whines from his wife because he does not do better and make more money.

Worst of all, the average wife does not consider it worth while to jolly him along. Before marriage she made him believe he was a little tin god; after marriage she apparently regards him as nothing but a pack-horse. Now, man's appetite for flattery never wanes. He has just as sweet a tooth for honeyed speeches at 70 as he has at 17, and anywhere between the cradle and the grave he is amenable to the same tactics. The woman who takes as much trouble to keep her husband as she did to catch him never has reason to complain that marriage is a failure.

No one person, however, can make marriage a success alone. It takes two to kiss, as well as two to make a quarrel, and men are just as much to blame for the lack of domestic happiness as women.

Men fail as husbands because they have not been taught to be good husbands. A man thinks that he has discharged his duty to his wife when he gives her a roof to cover her and pays her bills. He seldom tries to understand the woman whose life he has taken within his keeping and whose happiness lies absolutely in his hands.

Men fail because they take more interest in their business than they do in their homes. Many a man gets so absorbed in the passion of money-making that he gives to it every thought of his heart, every aspiration of his soul, every moment of his time. Love, even the love of wife and children, has no place in these men's lives. They give their families no companionship. They become mere money-making machines and the success of many a great enterprise is built upon the ruins of a home.

Men fail as husbands because they

do not realize that no man has a right to marry until he is ready to settle down and give up his bachelor habits. Before he marries it is up to him to decide, once and for all, whether he prefers "the boys" or the girl he loves. Unless he prefers to hold Mary's hand to holding a hand at cards he had best stay single. Unless he is going to spend his evenings at home, it is but common fairness to let Mary stay single, where she will, at least, have the solace of beaux to keep her company. No man has a right to ask a girl to marry him if he means to have her get up at 3 o'clock in the morning and let in a drunkard, and then complain because she lectures him.

Men fail to make their wives happy because they treat them as pensioners instead of partners. The financial question in a family is just as important as it is in a nation and just as much depends on its being settled on a sound and honest basis.

Both men and women fail in domestic relationship because they look upon married happiness as an accident, instead of a matter of will. There are no two people with different blood, environment, habits and thoughts who can not find enough things about which they disagree to make life one continual scrapping match if they will, nor are there any two people probably who can not find enough points of concord to get along harmoniously if they desire. If husbands and wives would only spend as much time contemplating each other's virtues as they do their faults; if they would spend a little of the energy in correcting their own faults that they waste in criticising the shortcomings of the other, it would make enormously for marital peace and happiness.

In this determination to be happy

although married lies the whole of the law and the prophets. There is not one of us who, having awakened love in another's heart, may not only keep it alive, but preserve it in all its beauty of illusion if we will. Perhaps the time will come when we will discern this more truly, and realize that domestic happiness is not the result of luck, but of volition.

Dorothy Dix.

That Terrible Mother-in-Law.

A "brilliant" newspaper humorist wrote a mean, sarcastic mother-in-law paragraph and then went home and found his wife seriously ill. "Send for mother," feebly moaned the sick woman. And mother came. That terrible female yclept a mother-in-law invaded the sacred precincts of the home of the paragraphist. For several days the sick wife hovered on the unknowable, and that monster, the paragraphist's bete noire, persecuted her son-in-law most shamefully. She assumed the management of his house and cruelly permitted him to lie abed mornings while she built the fires and cooked his matutinal meal. She made his life wormwood and gall by setting before him an appetizing dinner; and in the evening at the supper table she added insult to injury by tendering him dainty and palatable dishes, all prepared by her own fiendish hands. And during the intervals she harrowed up his soul by administering to his sick wife. She even plunged him into gloom and despair, and filled his brain with thoughts of suicide, by sewing buttons on his shirts.

What refined cruelty!

The terrible, uncomplaining mother-in-law, with loving hands and sweet and comforting words, albeit often with tearful eyes and desponding heart, nursed her first-born back to life and saved her outraged son-

in-law fifteen dollars a week nurse hire.

What heartlessness!

Yes, after many sleepless nights and anxious, weary hours, that cruel, tired-out mother saw the light of health once more beam in her daughter's eyes and the roses came back to her cheeks; and during all these nights the newspaper humorist was obliged to remain under the roof that sheltered an ogre—his mother-in-law. It was terrible.

But her hour of triumph came at last. The mother kissed her weeping daughter good-bye, and returned to her home and the paragraphist was a free man again. And the next day, in the exuberance of his joy, he wrote and printed the following paragraph:

"Young Smithsop is the happiest man in town this morning: his mother-in-law died last night."

Original Meaning of "Spinster."

"Spinster" is the term that the law applies to the woman who is unmarried. The origin of the word dates back to the days when spinning was not done by machinery, but by hand. At that time every girl learned to spin as a matter of course, the same as she now learns to spell. She was obliged to spin a couple of hours each day, and what she produced belonged to her. Thus every girl, by the time she came to get married, owned a great quantity of linen of her own make that she brought, as a kind of dower, to her husband. Every girl's leisure, up almost to her wedding day, was devoted to the spinning of linen for use in the household of her spouse. Therefore every unmarried girl was called a spinster.

The worst of slaves is he whom passion rules.

The Trade can Trust any promise made in the name of SAPOLIO; and, therefore, there need be no hesitation about stocking

HAND SAPOLIO

It is boldly advertised, and will both sell and satisfy.

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

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

CLASSES IN ANTIQUITY.

The Chances of Getting Along in Ancient Rome.

In an article published in the Tradesman two weeks ago, the assertion was made that there is no ground for the assumption that the extravagance of the moderns exceeds that of the ancients. It was pointed out that the enormous prices paid for rare objects in these days were fully matched by the sums which wealthy Romans about the beginning of our era disbursed for paintings, tables and other objects which took their fancy and incidentally it was assumed that manifestations of this character indicate the possession of great wealth and its general diffusion. To this latter assumption a reader takes exception, and suggests that the writer inform himself concerning the judgment of distinguished historians, who are agreed that all the wealth of ancient Rome was concentrated in the hands of a few people and that the masses were in a hopeless state of poverty when not actually enslaved.

It is true that there is such a consensus of opinion, but there is evidence which seems to dispute the accuracy of the judgment of Mommsen, Gibbon and the other authors who have united in assuming that there was a wide gulf between rich and poor in Rome that was not bridged by a middle class. It may be admitted at the outset that if quotations from annalists, poets and satirists can settle the matter there is little chance of unsettling a conviction which has prevailed for a long time; for the historians mentioned have sufficiently fortified themselves by direct statements to support their views. But if intrinsic evidence of a kind which would be accepted as pointing to an opposite condition in our own times has any weight when drawn from the records of the ancients then there is ground for the belief that, despite the existence of human slavery, the same gradations of wealth witnessed in modern times were present in ancient Rome.

For some inexplicable reason, most historians have assumed that the Romans had no mechanical aptitude and that they were almost wholly dependent upon their military prowess for the wealth which they undoubtedly possessed. Mommsen says that "there has never, perhaps, existed a great city so thoroughly destitute of the means of support as Rome; importation on the one hand, and domestic manufacture by slaves on the other, rendered any free industry from the outset impossible there." Curiously enough, in another place he tells us that "Rome was in fact a commercial city, which was indebted from the commencement of its importance to international commerce," and he takes great pains to make it clear that the wars waged against Carthage were for the purpose of compelling that reluctant nation to trade with Rome.

Now, as it is inconceivable that Rome should have made war on Carthage to secure the privilege of buying from her, we must assume

that the true reason was the desire of the Roman people to extend their markets and thus secure an outlet for their surplus productions. That these surpluses were those of the workshop and not of the field is in the highest degree probable, because our information seems to point conclusively to the fact that Rome, from very early times, was accustomed to importing foodstuffs on a large scale. We also know that trades guilds of all kinds existed in Rome during that period of her history in which myth is mixed with fact. Livy says that they were established by Numa. If the foundations of the trades were thus early laid, it would have been extraordinary if the Romans had failed to develop along the lines thus marked out for them.

That they did not fail we may infer from another statement of Livy regarding the adventurous spirit of the trading class of the early days of the republic. Speaking of the terrors of the Ciminian forest, he says: "In those days it was deemed as impassable and frightful as the German forests have been in later times, not even any trader having ever attempted to pass it." In other places the same author makes it clear that the Roman merchant was pretty nearly always ahead of the "eagles," and his testimony on this point is abundantly supported by Strabo. Is it reasonable to assume that such trade conditions could have produced the results which Mommsen imagined they did? Is it not far more likely that the profits of trading and manufacturing which such activity implies were well diffused, and that at all times during the prosperity of Rome a large share of the population lived in plenty through their industrial exertions? Is it at all probable that for hundreds of years Rome maintained a one-sided commerce, receiving and giving nothing in return?

Those who blindly follow the modern critical historians adopt this latter conclusion. They think that a few rapacious conquerors stripped the provinces and the countries that Rome brought to her feet, and that in their hands all the wealth was concentrated. Mommsen, it is true, has a vague suggestion of a banking class which appears to have accomplished the remarkable feat of enriching itself by despoiling the country, but there is no reason to believe that banking, when successfully conducted in antiquity, differed very materially from that pursued as carried on to-day; and few persons would say that it could have achieved the importance which the great German scholar declared it did by exploiting a population of farmers. It is impossible to accept Mommsen's conclusion that the Roman people by the practice of husbandry and money lending became the leading financial nation of the world. If, as he relates, about 218 B. C. "the mercantile spirit took possession of Rome, or, rather—for that was no new thing—that the spirit of the capitalist penetrated and pervaded all other aspects and stations of life," and if it is true, as he also tells us, that in the time of Cato "the bankers were not only the

cashiers of the rich in Rome, but everywhere insinuated themselves into minor branches of business and settled in ever-increasing numbers in the provinces and dependent states," and that indications are found of "a coalition of rival companies in order to jointly establish monopoly prices," the industrial conditions must have been very similar to those which exist to-day and they would inevitably have produced the same results.

What these results were may be inferred from the statements of Pliny, or those found in that curious compilation of Athenaeus, the grammarian and philosopher of Naucratis, Egypt, known as "The Deipnosophists." Both of these authors cite numberless facts which confirm the view that the chasm between the rich and the poor was not so wide nor deep as the epigrammatists and satirists would have us believe. No one can read Pliny's account of the adulterations of nearly every conceivable thing without realizing that the nimble money-getters of Rome were catering for all classes of people. He tells us that perfumes of the costliest character were imitated so that the lean as well as the fat purse was accommodated. He also relates that the love of ostentation was so great that some men carried on a profitable business in loaning plate and that the use of plated ware was very common.

But Pliny does not compel us to trust wholly to inference. In one place we find him speaking of "a woman of quite the lower class," assigning this as a reason for being unable to give her name. In another connection he informs us that "in every quarter persons who have just been liberated from slavery leap at once to the distinction of the golden ring." In this statement he is borne out by Plutarch, who says that in the time of Cicero "the riches of the city had fallen into the hands of mean and low-born persons." This could not have happened if the facilities for getting rich were limited. It is only in those countries where the chances to make money are abundant that the parvenu flourishes. Who can read "Tremalchio's Dinner" without concluding that Petronius must have been surrounded by men who had made their fortunes quickly. Every portrait in this singular literary product of Nero's victim is that of "newly rich" people who were aping the manners of those born with a silver spoon in their mouth. Even Martial, who much of the time talks in a different strain, gives us a glimpse of the real state of affairs in the line in

A Bigger, Better Business

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

Forest City Paint

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

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

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

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

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

Kirtland St.
Cleveland, Ohio

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.

which he asserted that "the audacious shopkeepers had appropriated to themselves the whole city," while the gorge of Juvenal rose frequently at the spectacle of freedmen becoming rich, while gifted poets remained in poverty.

If the wealth of Rome was as abundant as represented, and the opportunities to share in it as numerous as the poets and authors unite in asserting they were, there must have been a middle class in Rome. If shopkeepers rose to conspicuous affluence we may rest assured that many of their kind must also have attained moderate circumstances. If freedmen found no obstacles in the way of amassing fortunes or comfortable estates, the probability is that free men had equal or greater chances of getting along in the world. Pliny says of the time in which he lived that "intercommunication between all parts of the empire had caused civilization and the arts of life to make progress, owing to the interchange of commodities and the common enjoyment of all the blessings of peace, while at the same time a multitude of objects which formerly lay concealed are now revealed for our indiscriminate use." There is no escaping the meaning of this language. It pictures a condition which could not have existed without many sharing in the material blessings it insured; and that a multitude did so in ancient Rome will be conceded by all who are ready to read common sense into history and reject the querulous complainings of poets and satirists.

Frank Stowell.

Will Shortly Encounter Vigorous Opposition.

Much, of course, depends upon the point of view in most things. We are prone to smile when a solid citizen measures his length on the sidewalk in slippery weather, but the solid citizen, although he also may smile perfunctorily, has small appreciation of the humor of the situation.

And so it is with certain phases of the trades union situation. It is ludicrous enough to read that a citizen of Glen Ridge, N. J., was ordered down from the roof of his own house, which he was mending, by a walking delegate of the roofers' union, but the citizen himself undoubtedly took a more serious view of the episode.

So, too, with the gentleman of Philadelphia who undertook to assist the professional waiters at an entertainment of his own giving and was sternly warned to desist upon penalty of a strike of the entire culinary and servitorial forces. The incident, by the way, seems ominous of endless trouble, for it can readily be seen that if the principle exemplified be carried to its logical conclusion no society young man will dare to carry a cup of tea or an ice the length of a drawing room without first taking out a card in the waiters' union. This, it is evident, will be unpleasant, although some people may find it funny.

A Poughkeepsie trades unionist has been fined for allowing his brother to shave him—the brother being an

amateur with the razor and lacking the consecrated oil of unionism. The incident may make the unthinking laugh, but it will not be a joke to the Poughkeepsie man. He may learn to shave himself, but in the fullness of time a union edict will undoubtedly go forth commanding all loyal brethren to get shaved once a day by union barbers. Aside from the expense of such a system its inconveniences are obvious.

Many similar instances could be enumerated of hilarity-provoking episodes in connection with the advancement of labor's holy cause, but in every case it is plain that although such episodes are laughable to some people they have another side to the individuals directly concerned. That is to say, it is fun for the boys, but death to frogs.

How long this peculiar phase of humor will be permitted to run riot is a question which is rapidly approaching a settlement. Unless all signs are at fault the humorists are shortly going to encounter a very vigorous and decided opposition to their merry jests.—Chicago Chronicle.

Modest Demands Made by New Jersey Servants.

Noting the great and glorious work of labor organizations in lifting the downtrodden masculine toiler, the servant girls of Orange, New Jersey, have banded themselves into a union and, with business-like celerity, have "formulated" a series of demands on the housekeepers of that town. These demands are as follows:

A minimum wage scale of \$25 a month.

Eight hours to constitute a day's work.

Half a day out on Thursday and all Sundays free.

The use of the parlor three nights a week.

The use of the piano for practice after breakfast.

Breakfast not later than 10 o'clock, luncheon at 1 o'clock promptly, and dinner not later than 7.

The "lady of the house" will not be allowed to receive more than six callers an afternoon. If more call she must answer the door bell.

Every joint, fowl or fish brought into the house to wear a union label. No "scab" or "rat" meat.

No Chinese laundering for the household and no gowns, millinery or lingerie to be worn by the "lady of the house" unless made in unionized shops, under penalty of a sympathetic strike.

Walking delegates to inspect all apparel in the house weekly, or oftener, to see that this rule is observed.

The master of the household not to shave himself or black his own shoes. Members of the barbers' and the bootblacks' union will attend to such matters.

All callers to wear union labels plainly displayed.

Extra pay for meals served to visitors and guests.

No children allowed without consent of the walking delegate.

All differences between members of

this union and their employers to be submitted to arbitration.

These suggestions, of course, are tentative. It might be well, however, to provide for picketing a house in case of a strike to see that the inmates are not furnished with food, fuel and the like by neighbors or other enemies of organized labor. In the event that the people of a household are uppish and obstinate, let a sympathetic strike be ordered all along the line.

The average man thinks every other business better than the one in which he is engaged. Sometimes he is so sure of it that he makes a change, and then comes a discovery. He finds that the new business, which at long range looked so rosy, has a full complement of thorns, not altogether different from those which beset his old occupation. Instead of indulging in such day dreams about other people's affairs men would make more progress by employing their spare time in nipping thorns that annoy them.

Make Tidy Packages



ATTRACTIVE, neat and substantial packages—that is a good way to draw good trade—and to hold it.

Use our WRAPPING PAPER and TWINE.

If your bundles are untidy, cheap-looking and insecure your business will suffer, particularly with women.

Our wrapping paper is much better than any other at the same price—stronger, wraps better.

The colors are bright and attractive—Mottled Red, Pink, Blue and Fawn Color.

It's thin enough to fold easily and quickly and makes the neatest kind of a package.

So very tough that it stands a whole lot of handling without breaking through.

Suppose we send you samples and prices?

Grand Rapids Mich. U. S. A.

WHITTIER BROOM & SUPPLY CO.

MEYER'S RED SEAL BRAND SARATOGA CHIPS

Have a standard reputation for their superior quality over others.



MEYER'S Improved Show Case

made of metal and takes up counter room of only 10 1/2 inches front and 19 inches deep. Size of glass, 10x20 inches. The glass is put in on slides so it can be taken out to be cleaned or new one put in. SCOOP with every case. Parties that will use this case with Meyer's Red Seal Brand of Saratoga Chips will increase their sales many times. Securely packed, ready to ship anywhere.

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

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

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

J. W. MEYER,
127 E. Indiana Street,
CHICAGO, ILL.

JOHN T. BEADLE

WHOLESALE MANUFACTURER


BEADLE'S CUSTOM-MADE HARNESS



NONE BETTER MADE!

TRAVERSE CITY, MICHIGAN

FULL LINE OF HORSE BLANKETS AT LOWEST PRICES



BELLS for School, Church and Fire Alarm

founded at Northville, Mich. by American Bell & Foundry Co. are known as "Bowlden" Bells.

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



Wear Boots and Avoid Colds.

"I once knew," said a citizen who is old enough to remember when everybody in city and country alike wore boots, "I once knew a man who was always catching cold. He worked on a lumber wharf, and it was there one day that he mentioned to me incidentally the fact about the colds.

"I looked at his feet. He wore boots, but he had his trouser legs outside his bootlegs.

"If you would tuck your trouser legs inside of your bootlegs," I said to him, "you wouldn't have any more colds."

"And he followed that suggestion and did tuck his trouser legs into his boots and didn't catch cold any more.

"You see, walking about on that wharf all day, handling lumber and with the cold wind coming up from underneath between the planks of the wharf and walking up his trouser legs, he couldn't help catching cold, but with his trousers inside his boots and his legs thus better protected, why, those draughts didn't affect him any more, and he was all right.

"They don't build wharves now any more as they did that one, but the fact remains that boots are the things to wear in winter on wharves and everywhere else; and that the way to wear them to get the greatest benefit from them is with the trousers tucked in them to keep the cold away from the legs.

"Why do you suppose the countryman wears his trousers inside his bootlegs? It isn't because he's a hayseed and a countryman and just wears them that way; it's because that's the best way to wear them to keep out the cold and to protect him from taking cold.

"I don't know anything about the statistics, but I'll bet that there's much less pneumonia in the country than in the city, and this because the countryman in winter wears boots and keeps his legs protected. I know that shoes are now commonly worn in the country as well as in the city, but they are worn only for purposes of ordinary wear. For wet work of any kind, and for winter, the countryman still wears boots.

"Boots are still worn in the city, as a matter of fact, to some extent by men whose employment is out of doors; by policemen and firemen and truckmen and street cleaners, and so on; and you will notice that these not only wear boots, but wear them with their trouser legs tucked in them.

"But most of us in the city nowadays wear shoes summer and winter, the year around, and suffer from wearing them in winter.

"Look at the men sitting on either side in a street car. Here is one man knocking his feet together to get his toes warm. Very likely about the

tops of his shoes his ankles are protected from the cold by only the thickness of his socks, and the cold has free access above that. His feet are cold, of course, and thus unprotected he is more liable to catch cold.

"Possibly there may be seen sitting next to him a man, an outdoor worker, wearing boots, and he, with his ankles, and his legs partly, at least, protected by the bootlegs, is comfortable.

"And then you do occasionally see among city men even now a man not employed in outdoor work who wears boots. Old fashioned men, these? Not necessarily so, by any means.

"They may be men of years, but still be far from antique. They lived in the day when everybody wore boots, and, knowing well the boots' advantages, still wear them and so preserve health and comfort.

"I don't suppose we'll ever go back to boots in the city, but it would be a good thing for us all to wear boots in the winter, and with our trousers tucked into them in cold weather. There are, I suppose, at least four thousand different remedies for colds, but the best of all preventions is a good pair of boots. And I'll bet that three-quarters of the physicians of the city wear boots."—New York Sun.

Dainty Wear That Is Seen in Cities.

Daintiness and grace are the features of the shoes and slippers that maid and matron will wear on "occasions" during the gay season. Whether for dancing or simply for the afternoon teas and receptions, the high-heeled, very high indeed, shoes seem to be the thing that shoemakers beguile their fair customers into wearing. For the most part these are strapped and many of them have huge rosettes of fluffy maline or flat ones of panne velvet just at the tip of the arching instep. Then, too, stiff, quaint rosettes of satin sometimes are perched where the shoe is tied.

Slipper and shoe this year match the gown in tone and the hose is also always of the same tone. In the footgear a little choice is permitted the fair one, for the shoe may be of kid, silk or satin, one being as fashionable as the other.

These may be plain or studded with pearls, jet or steel, according to fancy. A great favorite with the young woman of to-day is the strapped shoe, many wearing those strapped from the instep away down to the edge of the toe.

The footwear provided for the wee ones by toad mamas is just as dainty as that made for the older people. Great care for an artistic finish is given to babies' shoes. White buckskin shoes are especially fashionable for the little tots who do not know the meaning of the word. For the man baby smooth pale russet is considered the thing that adds to his manikin toilette.

There never was an argument that could compete successfully with an appetite.

WOMEN'S SHOES at \$1.50

Carried in Stock

Stock Number 104--the acknowledged
leader of the World

WALDEN SHOE CO., Grand Rapids, Mich.

When Looking

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

Don't Forget

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

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

Write for Prices



Where we make them.

Equipped with electricity, run by water power. Our
minimum cost of production gives our customers max-
imum values in Men's, Boys' and Youths' Shoes.

Hirth, Krause & Co.,

Shoe Manufacturers

Grand Rapids, Mich.

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.

What Some Chicago Retailers Are Doing.

In the first-class shoe shining parlors the price of polish is ten cents and some of the parties who run these places have hit on a new idea to attract trade. They leave a bunch of tickets with a shoe dealer, who presents each customer with one. These tickets entitle the bearer to one first-class ten cent polish for five cents. There is no cost to the shoe dealer, the customer saves five cents on each shine and the shoe shiner gets a big lot of trade that otherwise would go elsewhere, and people having a ticket will show it to others, which helps everybody all around.

Another scheme that is being worked a good deal just now is to raffle off shoes. The way they work it is to have some cardboard signs made, say about 16x12 inches, have a cut of a shoe on top and then explain how by taking a chance you are liable to win a pair of shoes cheap. There are thirty chances, and little slips of paper folded are put in small envelopes. The slips are numbered from 1 to 30 and should the one you select have No. 1 on it you only pay 1 cent, if 13 you pay 13 cents, if 20 you pay 20 cents, and so on. It can not cost you over 30 cents, and no matter what number you draw each one has an equal chance. These signs are placed in cigar stores, drug stores, news stands, and in many other public places.

When you figure out how much is taken in on one of these cards you will find it is \$4.65. The lucky holder is entitled to a pair of \$3.50 shoes, and the balance of \$1.15 goes to the party in whose place the placard has been. There are hundreds of these placed around Chicago and the shoe-man tells me that he sells no less than a hundred pairs of shoes a month by this plan.

A stamped envelope, with the address of the dealer on it, is left with the keeper of the card, and as soon as the cards are filled the dealer is notified and he draws or has some one else take a little wooden ball out of a box which contains thirty of these, numbered from 1 to 30, and the lucky number is put on an order, placed in an envelope and delivered with a new card to the man who has sold the chances. The collector collects the \$3.50 and when the envelope is opened the winning number is placed on the card and the party notified. The last card I saw filled out was won by a man who had drawn slip No. 2, costing 2 cents.—Shoe Retailer.

Shoe Fashions for Spring.

There are some new tendencies in summer novelties, such as white canvas and white buckskin, which will please particular people. There are several light shades, such as pearl, in duck and coolie. In these lines the white shoes have the call, and if women take to white dresses the coming season as strongly as last, there will be a large sale on these goods, not only for tennis and the seashore, but for general summer wear.

Blucher effects are shown in oxfords, black and colors. There is a tendency towards the high Cuban heel in leather and wood, rather than to the French wooden heels.

Lace shoes are going to hold their place in the market, but button shoes are expected to be in greater demand, while tans are going to sell to a moderate degree in some sections and heavily in others. Traveling salesmen have varying reports regarding the future of the colored shoe.

Patent leathers, although they may be going out of vogue with some of the better classes, always catch the eye and the very name has a charm. There seems to be no doubt, however, among the manufacturers and dealers, that shiny leathers will continue in great demand, for they have a very strong hold on the affections of the people. To sum up, the spring season in boots and shoes is now fairly opened, although a few of the factories have not as yet completed the usual inventories. Stock taking is later than usual with a great many, the delay having been caused by the heavy volume of fall orders, and the unusual length of the season.

Modern Girls Have Larger Feet.

"Athletic exercise is undoubtedly adding cubits to the stature of the modern girl, but," remarked a shoe merchant, "it is likewise increasing the length of her feet, increasing them indeed into such wonderful proportions that the perfect mine of small jokes we used to hear about the pedal extremities of Britain's daughters is entirely exploded.

"Having paid these young ladies the compliment of imitating their training, the humorist now finds that his country-women's feet have developed the proportions he once found so ludicrous.

"The time when to possess tiny feet was a thing to be desired is past, the athletic girl having changed all that. The proper and beautiful thing nowadays is to be of classical dimensions. As it is shape, not size, that makes or mars the beauty of a foot, the sensible woman hails this evolution with delight, proving that the change is owing to the wholesome outdoor life of the really modern girl."

Side Lines That Paid.

It was interesting to note what the shoe dealers offered for sale besides shoes and slippers during the holiday season last month. One dealer put in a full line of photographic materials and offered a special price on these goods to all who bought shoes to the value of \$3 or over. He reports a big business thereby. Up to this time we have not heard of shoe dealers selling photographic supplies and cameras, but for a store that has the room we do not see why such a clean side line should not bring trade. This business of itself will hardly pay one in a small city or town to rent an entire store. Another dealer carried a line of men's scarfs, half hose, collars and cuffs. One store had an art department conducted by the proprietor's wife. All sorts of fancy articles, decorated

china, burnt wood, etc., were shown. These appeared to appeal to the women customers.

Many men are so absorbed building the house of life that they let its tenant die.



They Save Time

Trouble

Cash

Get our Latest Prices

Bostons are Always Durable



Fifty years of practical and successful experience in making rubber boots and shoes is back of every pair.

Our large stock of Boston and Bay State rubbers enables us to make quick shipments on sorting up orders.

RINDGE, KALMBACH, LOGIE & CO., LTD.
Grand Rapids, Mich.

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.

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.

CITY METHODS

Should Be More Generally Adopted by Country Merchants.

I hardly think it would be exaggeration to say that half the country storekeepers do not live up to their opportunities. Of course, the same is true, in a degree, of many in the larger towns, but the latter have to do so much lively hustling for trade these days that city competitors as a rule are more keenly alive to the advantages to be derived from the use, to the utmost, of the big show windows for the purpose of causing the buying public not only to put its hand in its pocket and rattle its coin of the realm but to bring those same reluctant ducats to the light of day and deposit them in the waiting palm of the wishing dealer in the necessities or the luxuries of life.

There's the January linen sale of the average good-sized town which has long been a special trade-bringing feature. It is now a recognized factor—and a perfectly legitimate one—of hundreds of well-regulated stores. I noticed a card in the window of one of the largest Grand Rapids dry goods stores which read: "29th Annual Linen Sale." The Manager of another large local store told me they had had a linen sale for so many, many years now that he couldn't give the exact number. He said that their sale had been phenomenal this year.

Said he: "We used to hold the linen sale only one week, and then the rush of buyers would tax the capacity of our clerks to the limit; but of late years we have extended the week to two, with the result that the change has been beneficial all around. With the time longer, the clerks have had a chance to breathe once in a while, which they scarcely had time for before, during the one-week sales, and the customers have had more opportunity to select their goods. With dozens scrambling, you might say, to all see a thing at the same time, the onslaught was anything but satisfactory. Some people, you know, are so careless, and, even with the clerks doing their best, things sometimes would get in a frightful muddle. Buyers have more time now to examine and those behind the counters are able to keep the goods in some sort of order.

"Another thing which induced us to add another week was this: Many ladies, from one cause or another, found themselves unable to get downtown or over the river during the six days of the sale and would come in the following Monday and see no reason why they could not have the sale reductions just as well on that day as if they had come in two days previously. We could not allow that and it led to hard feelings—although perfectly unreasonable—on their part and to unpleasant, forced explanations on ours. Now they have plenty of time and everything is agreeable on both sides.

"Next week we will have a 'Linen Remnant Sale.' This sale, also, we have had for a long time. It is to

dispose of the goods that were handled so much as to become unsightly—an inevitable condition of any special sale—and of, as its name implies, left-overs in the shape of tag-ends—broken dozens of napkins, doily sets, etc., and any pieces of linen too small to sell as ordinary lengths. At this later sale, housekeepers may pick up many a remnant of desirable goods at a great sacrifice and it may serve a useful purpose."

Of course, every woman, unless she be a good judge of quality and knows about what prices usually obtain for certain goods, expects to be cheated more or less at every advertised Special Sale (I capitalize the words advisedly) that is ever sprung on the dear public! She is generally suspicious of the "was" and the "is" price of marked-down articles and commodities, and when the reduction is a so-called Very Special one, she is more than apt to size up the situation somewhat in this wise:

"Supposing I had come into this store a week or so ago and taken this article at the 'was' price and then, after it was in my possession, I should drop into the same place and see its duplicate ticketed at half or less than what I paid for it. Wouldn't I naturally feel that somehow I had been cheated, in the existing condition of things? I would be angry with the proprietor of the store, and with myself because—innocent enough of the impending change in price—I had not waited until the 'half off' price was attached to the article, whatever it might happen to be. And every time, thereafter, that I would look at the article I would hate the storekeeper, myself and it, because I had paid, as you might call it, 'two prices.'

This is the wail that goeth up many a time and oft when the woman in the case didn't wait for the Special.

Of course, there is always this situation confronting the retail buyer: A lady enters a store some time before the next Reduction Sale. She has come with the intention of purchasing, we will say, a stylish black trained dress skirt. She is a lady of discernment and can tell at a glance whether the "lines" of the garment in question would be becoming to her "style"—in short, she knows by experience just what her figure—her person, yes, and her pocketbook, too—will "stand." The lady and the clerk rummage around among the long lines of black trained dress skirts, some with a "drop," some without.

By the way, there is nothing funnier than to observe the masculine mind trying to grasp the meaning of a "drop," as applied to feminine attire. He associates it only with "stocks" (not "neck fixin's") and knows that in that connection 'tis a thing to be abhorred. Not so with a woman. To her the thought conjures up a ravishing sight of frou-frou ruffles—lace and velvet trimmed according to the fatness or leanness of her "geldbeutel"—a ravishing swish of a darling dainty perishable luxury that she longs to call her own!

But I digress.

The clerk extricates from the crowded lines of enquired-for trailed garments five or six "beauties," any one of which looks as if it might prove "just the thing" for the lady, whom she adroitly switches into the little dressing room, that sees so much earnest argument. Here various secret transformations occur and Madame selects the skirt best calculated to serve her necessities. Then comes up the momentous question of price—it is more than Madame had intended putting into the garment in question.

I will not give the conversation in detail which follows, all my lady readers know it by heart—the cajolery, the flattery, the specious arguments on the one side, the "holding-off," the hesitating uncertainty, the allowing-herself-to-be-convinced on the other, when all the time each feminine diplomat knows full well what the outcome will be!

The skirt—with the "drop," of course—meets all the requirements of Madame's previous longings, and moreover it is "the only one we purchased like it," so that lady will not see its counterpart on her best friend or worst enemy—though I am sure charming Madame has none of the latter.

Two important questions must be considered by the lady: If she takes the skirt of her choice now she must pay the first price. But she is sure of having the article. If she waits until there comes along, in the natural course of human events, a Sale, and the skirt is still in the store, she gets more of a Bargain (I capitalize this also advisedly). But—oh, horrors!—in the meantime some other woman may have had her eye alight on this identical "sweet thing" and snapped it up in a jiffy and it is lost to Madame forever. Then she's lost the Bargain and the trained dress skirt, too. And woe is hers. The Manager of the department may be able to order her another the exact duplicate of the one she "looked at" before, but, if so, she will "have to pay the full price."

So "there you are, there you are, there you are." You're "between the Devil and the deep sea."

But this is a far cry to what I started out to say. Being of the unimportant sex, however, explains my having "wandered from my text," as the preacher saith.

To return: The average country storekeeper—even he of the cross-roads—may put new life into his prosy old way of doing business by inaugurating, first of all, a general "cleaning-up" of the establishment. I don't refer to sales. I refer to actual dirt! Too many a backwoods store is simply sticky—yes, sticky—with the accumulated dirt of months. The owner buys soap, Sapolio, mops, brooms, scrubbing brushes at the wholesale price, yet seems to regard them as only for the use of others who cross his threshold. He looks upon them reverently—as a fetish—as not to be used up by himself, as a piece of extravagance for him! Let every nook and corner be cleaned with soap and boiling water. Clear out all the old

rubbish that has been making itself too prominent for months back. If you can't sell it, 'twere better to make a bonfire of it. Give it away—anything but have it cumber the ground.

I never see a store the out-of-the-way corners of which are filled with trash but I am reminded of an old second hand dealer in a Western town in which I lived as a child. The old codger did business, as far back as ran the memory of the Oldest Inhabitant, in the lower story of an old burned tumble-down opera house. The rest was all gone, so that the floor of the second story formed the roof of the first. It had been a grand affair in its day, as the fine marble columns in front of the dilapidated old rookery still testified. Within, behind this glory of the past, was the strangest conglomeration of stuff that was ever gathered together on the face of the globe, I verily believe. The owner had started in there as a young man and when I knew him he was a grizzled-headed patriarch, as dirty and unkempt as the typical tramp of the stage. At last, in his old age, tiring himself of living here day after day, week after week, month after month, year after year—almost from one century into another—he started in to have a grand Clearance Sale. He bought tens of soap of a well-known standard brand and advertised far and near to "give a present with every purchase from a penny up." He spent months in sorting over the rubbish and numbering it. Every cake of soap got something for the purchaser. With each cake went a number corresponding to a small tag on his old stuff. Well, the way that place got cleared must have filled the owner with astonishment. People who had never been inside before fairly swarmed there out of curiosity. The soap was good, was sold at a fair price and the "present to everybody" did the rest. I recollect that my two nickels called for half a dozen pens—and a muskrat trap! Fact! And such pens and such a muskrat trap! The former had been made for a giant and the latter for a bear! They were simply mastodon in size. In less than two months that shop was as empty as a Cholly's head. The experiment showed what is possible to be accomplished with advertising and push in one direction.

Get your place to looking less like an Old Curiosity Shop. Polish the show cases and the windows. Even if you have no new goods to display in them, the effect of the change from dirt to cleanliness will act on the customers like magic. Take a bright trade paper, get new ideas. Take a paper devoted to window trimming and store decoration, prink up your store. Have a Special Sale now and then, which advertise well in your county paper and on the fences and trees within a radius of several miles. Then, when you have done your best as to the appearance of the store, fix up its proprietor a bit. Put clean clothes on him—always a spick and span clean apron—and wreath his countenance with a

contagious smile. Make him laugh out loud at intervals, even if you have to tickle him, and, my word for it, your trade can't help itself—it will have to increase just as surely as the long "bobs" that are given a "push" on Tuesday, Thursday and Saturday evenings at the top of our dear old Fountain street hill run their swift course and never stop until they reach the Peninsular Club at the bottom.

Window Philosophy.

The best advertising is that which makes a direct proposition to the reader, inviting him to act. This principle applies also to window display. The nearer a window comes to the people who pass in the street the more goods it will sell.

To sell goods by means of the window is good, but to sell them to the right person is better. It insures subsequent satisfaction and future sales, and may be easily accomplished by having a definite class of purchasers in mind when planning the display.

Advertisements directed at a definite class are becoming common, but the window is still of a general nature in its offerings. So direct a medium ought to be made more direct where practicable. It may be objected that such displays, while effective with the classes interested, leave out the rest of humanity. The same point has been raised against the "direct appeal" newspaper advertisement, and those who have found it profitable aver that more replies can be gotten by addressing a class than by aiming the advertisement at the human race in general. No commodity on earth is good for everybody. Many articles are manufactured for a limited class. In aiming window displays or advertisements at that class the merchant makes an appeal as wide as it can be.—Printers' Ink.

The Clerk Was Obliging.

The trials of the salespeople in the large department stores are manifold these days, but many an amusing incident crops out to irradiate their existence. It was not so many days ago when one of those fussy little women walked up to the counter of the black goods department and asked to see some "crepe de chine." Not satisfied with the kind produced, she compelled the obliging clerk to pull down every bundle on the various shelves until only one solitary package remained on the very top row. Without any consideration for the patience of the obliging salesman, she finally turned and remarked, "Oh, that's all right. I was just looking for a friend, anyway." Maybe the clerk wasn't angry! Eyeing the customer and then turning to the one small bundle on the top shelf, he replied: "Well, if you think your friend is in that bundle, I'll get it down, too."

Easy to Figure It Out.

"I hear you're dissatisfied with your doctor's bill."

"Yes, I don't think he's entitled to \$250 for that operation."

"Why not?"

"Because if he was he'd claim more."

Hardware Price Current

AMMUNITION

Caps

G. D., full count, per m.....	40
Hicks' Waterproof, per m.....	50
Musket, per m.....	75
Ely's Waterproof, per m.....	60

Cartridges

No. 22 short, per m.....	2 50
No. 22 long, per m.....	3 00
No. 32 short, per m.....	5 00
No. 32 long, per m.....	5 75

Primers

No. 2 U. M. C., boxes 250, per m.....	1 60
No. 2 Winchester, boxes 250, per m.....	1 60

Gun Wads

Black edge, Nos. 11 & 12 U. M. C.....	60
Black edge, Nos. 9 & 10, per m.....	70
Black edge, No. 7, per m.....	80

Loaded Shells

New Rival—For Shotguns

No.	Powder	Shot	Size	Gauge	Per
120	4	1 1/4	10	10	\$2 90
129	4	1 1/4	9	10	2 90
128	4	1 1/4	8	10	2 90
126	4	1 1/4	6	10	2 90
135	4 1/4	1 1/4	5	10	2 95
154	4 1/4	1 1/4	4	10	3 00
200	3	1	10	12	2 50
208	3	1	8	12	2 50
236	3 1/4	1 1/4	6	12	2 65
265	3 1/4	1 1/4	5	12	2 70
264	3 1/4	1 1/4	4	12	2 70

Discount 40 per cent.

Paper Shells—Not Loaded

No. 10, pasteboard boxes 100, per 100.....	72
No. 12, pasteboard boxes 100, per 100.....	64

Gunpowder

Kegs, 25 lbs., per keg.....	4 90
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.....	2 90
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.....	1 60

Shot

In sacks containing 25 lbs.

Drop, all sizes smaller than B.....	1 75
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Augurs and Bits

Snell's.....	60
Jennings' genuine.....	25
Jennings' imitation.....	50

Axes

First Quality, S. B. Bronze.....	6 50
First Quality, D. B. Bronze.....	9 00
First Quality, S. B. Steel.....	7 00
First Quality, D. B. Steel.....	10 50

Barrows

Railroad.....	13 50
Garden.....	32 90

Bolts

Stove.....	70
Carriage, new list.....	70
Plow.....	50

Buckets

Well, plain.....	4 50
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Butts, Cast

Cast Loose Pin, figured.....	70
Wrought Narrow.....	60

Chain

Common.....	7 c.
BB.....	8 c.
BBB.....	8 1/2 c.

Crowbars

Cast Steel, per lb.....	5
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Chisels

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

Elbows

Com. 4 piece, 6 in., per doz.....	net
Corrugated, per doz.....	1 25
Adjustable.....	dis. 40&10

Expansive Bits

Clark's small, \$18; large, \$26.....	40
Ives' 1, \$18; 2, \$24; 3, \$30.....	25

Files—New List

New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	70

Galvanized Iron

Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28	
List 12.....	13
List 14.....	15
List 16.....	17

Gauges

Stanley Rule and Level Co.'s.....	60&10
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Glass

Single Strength, by box.....	dis. 90
Double Strength, by box.....	dis. 90
By the Light.....	dis. 90

Hammers

Maydole & Co.'s, new list.....	dis. 33 1/2
Yerkes & Plumb's.....	dis. 40&10
Mason's Solid Cast Steel.....	30c list 70

Hinges

Gate, Clark's 1, 2, 3.....	dis. 60&10
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Hollow Ware

Pots.....	50&10
Kettles.....	50&10
Spiders.....	50&10

Horse Nails

Au Sable.....	dis. 40&10
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House Furnishing Goods

Stamped Tinware, new list.....	70
Japanese Tinware.....	30&10

Iron

Bar Iron.....	2 25 c rates
Light Band.....	3 c rates

Nobs—New List

Door, mineral, jap. trimmings.....	75
Door, porcelain, jap. trimmings.....	85

Levels

Stanley Rule and Level Co.'s.....	dis
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Metals—Zinc

600 pound casks.....	7 1/2
Per pound.....	8

Miscellaneous

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

Molasses Gates

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

Pans

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

Patent Planished Iron

"A" Wood's pat. plan'd, No. 24-27.....	10 80
"B" Wood's pat. plan'd, No. 25-27.....	9 80

Planes

Ohio Tool Co.'s fancy.....	40
Scioto Bench.....	50
Sandusky Tool Co.'s fancy.....	40
Bench, first quality.....	45

Nails

Advance over base, on both Steel & Wire	
Steel nails, base.....	2 75
Wire nails, base.....	2 30
20 to 60 advance.....	Base
10 to 16 advance.....	5
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 1/2 advance.....	85

Rivets

Iron and Tinned.....	50
Copper Rivets and Burs.....	45

Roofing Plates

14x20 IC, Charcoal, Dean.....	7 50
14x20 IX, Charcoal, Dean.....	9 00
20x28 IC, Charcoal, Dean.....	15 00
14x20 IC, Charcoal, Allaway Grade.....	7 50
14x20 IX, Charcoal, Allaway Grade.....	9 00
20x28 IC, Charcoal, Allaway Grade.....	15 00
20x28 IX, Charcoal, Allaway Grade.....	18 00

Ropes

Sisal, 1/2 inch and larger.....	10
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Sand Paper

List acct. 19, '86.....	dis 50
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Sash Weights

Solid Eyes, per ton.....	30 00
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Sheet Iron

Nos. 10 to 14.....	\$3 60
Nos. 15 to 17.....	3 70
Nos. 18 to 21.....	3 80
Nos. 22 to 24.....	4 10
Nos. 25 to 26.....	4 20
No. 27.....	4 30

Shovels and Spades

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

Solder

1/2 6 1/2.....	21
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Squares

Steel and Iron.....	60-10-5
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Tin—Melyn Grade

10x14 IC, Charcoal.....	\$10 50
14x20 IC, Charcoal.....	10 50
10x14 IX, Charcoal.....	12 00

Tin—Allaway Grade

10x14 IC, Charcoal.....	\$ 9 00
14x20 IC, Charcoal.....	9 00
10x14 IX, Charcoal.....	10 50
14x20 IX, Charcoal.....	10 50

Boiler Size Tin Plate

14x56 IX, for No. 8 & 9 boilers, per lb.....	13
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Traps

Steel, Game.....	75
Oneida Community, Newhouse's.....	40&10
Oneida Com'y, Hawley & Norton's.....	65
Mouse, choker, per doz.....	15
Mouse, delusion, per doz.....	1 25

Wire

Bright Market.....	60
Annealed Market.....	50&10
Coppered Market.....	50&10
Coppered Spring Steel.....	40
Barbed Fence, Galvanized.....	3 00
Barbed Fence, Painted.....	2 70

Wire Goods

Bright.....	30-10
Screw Eyes.....	30-10
Hooks.....	30-10
Gate Hooks and Eyes.....	30-10

Wrenches

Baxter's Adjustable, Nicked.....	30
Coe's Genuine.....	40
Coe's Patent Agricultural, Wrought.....	70&10

Crockery and Glassware

STONEWARE

Butters

1/2 gal. per doz.....	48
1 to 6 gal. per doz.....	6
8 gal. each.....	52
10 gal. each.....	56
12 gal. each.....	68
15 gal. meat tubs, each.....	1 20
20 gal. meat tubs, each.....	1 60
25 gal. meat tubs, each.....	2 25
30 gal. meat tubs, each.....	2 70

Churns

2 to 6 gal., per gal.....	6 1/2
Churn Dashers, per doz.....	84

Milkpans

1/2 gal. flat or round bottom, per doz.....	48
1 gal. flat or round bottom, each.....	6

Fine Glazed Milkpans

1/2 gal. flat or round bottom, per doz.....	60
1 gal. flat or round bottom, each.....	6

Stewpans

1/2 gal. fireproof, ball, per doz.....	85
1 gal. fireproof, ball, per doz.....	1 10

Jugs

1/2 gal. per doz.....	60
1 to 5 gal., per gal.....	7 1/2

Sealing Wax

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

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

MASON FRUIT JARS

With Porcelain Lined Caps

Pints	Per Gross.
Quarts.....	4 25
Gallons.....	4 50
Fruit Jars packed 1 dozen in box.....	6 50

LAMP CHIMNEYS—Seconds

No.	Per box of 6 doz.
No. 0 Sun.....	1 60



How To Tell Young Poultry From Old.

Nothing is more important to the average buyer of poultry than to know how to distinguish good and bad, old and young birds. A good, fresh bird shows a well-rounded form with neat, compact legs and no sharp, bony angles on the breast, indicating a lack of tender white meat. The skin should be a color (yellow being preferred in the American market) and free from blotches and pinfeathers. The flesh should be neither flabby nor stiff, but should give evenly and gently when pressed by the finger.

In a fresh bird the feet feel moist, soft and limber, and if dressed with the head on the eyes look bright and full. As it becomes stale the eyes shrink and the feet dry and harden; when too stale, i. e., when decomposition is well underway, under the body turns dark and greenish. Cold storage birds are commonly packed so closely that the wings remain pressed against the body even after the birds have been unpacked for some time. They can usually be distinguished by this squeezed look from fresh birds, which should lie or hang in a natural position.

One of the commonest ways of testing the age of dressed poultry is to take the end of the breastbone farthest from the head between thumb and finger and attempt to bend it to one side. In a very young bird, say a "broiler" chicken or a green goose, it will be easily bent, like the cartilage in the human ear; in a bird a year or so old it will be brittle, and in an old bird tough and hard to bend or break. If the feet are left on the carcass they furnish a test of the age. In a young bird they are soft and smooth, becoming hard and rough as the bird grows older. The claws are short and sharp in a young bird, becoming longer and blunter with age and use. The spur above the foot is also to be observed; when the bird is very young like "broiler" chicken it is hardly apparent; a few months later it is long, but straight; in a mature state it is larger still and crooked at the end. It is more developed in males than in females and capons. Turkeys up to a year old are said to have black feet, which grow up to three years old and then turn gradually gray and dull. The age of pigeons can sometimes be told by the color of the breast. In squabs the flesh looks whitish as seen through the skin, but becomes more and more purplish as the birds grow older. Red feet are said to be a sign of age in a pigeon. H. W. Atwater.

Raising Squabs for Market.

Up to a very few years ago pigeon-raising was considered a boy's sport only, but their interesting ways, the fascination of breeding them for the show pen and the demand for squabs by hotels and restaurants

prompted a few men to take them up as a recreation or a business, and the success of these few caused others to join them, until now it has become quite a large industry. We will first take up the breeding of pigeons for squab-selling.

There is only one variety of pigeons used for this purpose—the common variety. They are worth nothing for the show pen, but are very prolific, each pair rearing eight or nine pairs of squabs a year. It takes squabs but one month to mature, that is, they are full-grown and ready for market one month from hatching. The old birds have made their second nest and laid their eggs before the last young ones are grown. It takes the eggs eighteen days to hatch, so that about every month and a half there is a pair of squabs for market from each pair. The principal food for pigeons is wheat, although a little cracked corn with this is good for them.

Cleanliness and system mean success with squabs, and although much is said to the contrary they require considerable care in order to get the very best results. They do well in nearly any climate, although a place where the winters are short and not severe is the best. The Southern States and California are the best suited for this industry, and they contain many farms which make a specialty of squab-raising. One farm in California has nearly 200,000 old birds.

California Hens Afflicted With Tuberculosis.

Now that his experiments with diseased fowls in California have demonstrated the fact that tuberculosis is one of the most widely prevalent diseases in the poultry ranches of the State, Dr. Archibald R. Ward, Veterinarian of the University of California Agriculture Department, in pursuing investigations to discover whether there is any relationship between this and bovine or human tuberculosis. Furthermore, the consideration of the possible significance of fowl tuberculosis has awakened the desire to know whether or not the deadly organisms are present in the egg. Both these points are vitally important, and the animal industries department, in conjunction with the recently established poultry experiment station, will make a careful study of the cases that are brought to their attention.

Dr. Ward, although just commenced on these investigations, has this to say on the second point: "It appears to be true that hens badly infected do not lay. In the thirty post-mortems of tuberculous hens that have come under the writer's observation but one hen contained an egg. The thorough cooking to which poultry is subjected renders rather remote the possible danger of human infection by ingestion. Careful observation to determine if newly hatched chicks suffer from tuberculosis will throw light on the question of tubercle bacilli in eggs."

Owing to the fact that tuberculosis in fowls seldom kills a sufficient number of birds at one time to excite

fear, its existence in a flock has come to be regarded as a matter of course and has attracted little attention from the owners. Under the conditions obtaining in the poultry industry in California, Dr. Ward says that all the individuals of an infected flock must be regarded as possible sources of danger to healthy birds. Taking advantage of the experience in the control of tuberculosis in cattle, he says that it will be easy to raise a flock of healthy chickens, provided they are kept constantly from contact with diseased birds or from land recently contaminated with tuberculous fowls. Since the life of a fowl is so short, he predicts that such a procedure would result in the eradication of the disease in three or four years.

Buyers and Shippers of
POTATOES
in carlots. Write or telephone us.
H. ELMER MOSELEY & CO.
GRAND RAPIDS, MICH.

WE NEED YOUR Fresh Eggs

Prices Will Be Right

L. O. SNEDECOR & SON

Egg Receivers

36 Harrison Street, New York

Reference: N. Y. National Exchange Bank

Fresh Eggs Wanted

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

C. D. CRITTENDEN, 3 N. Ionia St., Grand Rapids, Mich.

Wholesale Dealer in Butter, Eggs, Fruits and Produce

Both Phones 1300

FOOTE & JENKS'

Pure VANILLA Extracts and highest quality

EXTRACTS LEMON the only genuine, original Soluble

FOOTE & JENKS'
JAXON
Highest Grade Extracts.

TERPENELESS LEMON PRODUCTS

"JAXON" and "COLEMAN" brands

FOOTE & JENKS, Jackson, Mich.

Grand Rapids trade supplied by W. F. Wagner, No. 12 Portsmouth Terrace, Bell Phone, Main No. 357.



Egg Cases and Egg Case Fillers

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

L. J. SMITH & CO., Eaton Rapids, Mich.

We will be in the market for

100 Carloads of April and May Eggs

Send us your name if you have eggs to sell either in small or large lots We pay cash F. O. B. your track.

Lansing Cold Storage Co., Lansing, Mich.

Smith Young, President S. S. Olds, Vice-President B. F. Davis, Treasurer
B. F. Hall, Secretary H. L. Williams, General Manager

L. STARKS CO.

THE LARGEST EXCLUSIVE DEALERS
IN POTATOES IN AMERICA

Michigan Office, Houseman Bldg., Grand Rapids, Michigan



Observations of a Gotham Egg Man.

The heavy slump in egg values that occurred a week ago last Friday shows how sensitive the market is at this season when the scale of future supplies is governed almost solely by conditions that can not be foreseen. The refrigerator reserves throughout the country are nearing their end and in a very short time the markets of the country will be dependent entirely upon current production, but it is generally believed that if continuous mild weather in Southern and Southwestern sections should prevail the production there would be sufficient to supply all demands on a lower basis than lately prevailing.

Of course, egg men appreciate the fact that a return of wintry conditions in those sections, after the reserve stocks had been cleaned up, might cause a later great scarcity and extreme prices, and they know very well that such interruptions of production are quite naturally to be expected, more or less, before the winter is over; but the experience of previous years shows that the extreme prices lately prevailing are not often maintained for any length of time after the first of January and it is quite natural that momentary conditions and tendencies should govern the tone of values. No one wants to have more eggs on hand than can be very promptly sold when the indications point to an increase of supply in the near future and when prices are on an exceptionally high level, no matter how great the chances may be for a future change in the prospects for supplies.

The action of the market during the past week indicates that the actual volume of our consumptive requirements has been somewhat overestimated and that dealers had not been sailing quite so close to the shore as supposed. Many of them evidently had a little stock ahead of their daily wants, for when the reports of increased collections began to come in last Wednesday and Thursday they were able to hold off for several days and reduce purchases so much as to give us a very dull wholesale market. It was this that caused some accumulation of fresh eggs in receivers' hands and created the pressure to sell which led to so heavy a decline.

Of course when the offerings exceed immediate demands prices can find bottom only at the point where somebody is willing to hold the surplus and it is evident that few would hold, even at the decline so far effected, if the indications should continue to show any material increase in supply.

Another shipment of eggs came in from Hamburg a week or so ago. There were 450 cases of them—120 dozen to the case. The goods are partly held fresh and partly late

production and so far as seen at this writing the quality is quite satisfactory, the fresh showing somewhat better size than previous lots. Sales so far reported have been at 25¢@26¢ for the held fresh and at 27¢ for later production. These eggs are understood to be chiefly of Russian production, stored in Hamburg or coming into the Hamburg market from Russian points. With the stock in this week we have had since shortly before Christmas 1,000 of the big cases—equal to 4,500 of our 30-doz. cases; some further shipments are reported in transit.

The West Virginia Experiment Station conducted an elaborate series of experiments last year to determine the effect of various foods upon the flavor of eggs. The grains fed for observation included yellow corn, white corn, wheat, oats, Canada peas, Cow peas, Soy beans, peanuts, sunflower seeds, etc., and mixtures of grain with flavorful substances, such as trimethylamine, celery oil and oil of sassafras.

It was known through previous experiments, conducted in North Carolina, that onions, when fed to chickens, produced a distinct and undesirable flavor in their eggs, but it was found that none of the flavorful foods mentioned above had any noticeable effect upon the egg flavor. There was observed, however, a marked difference in the color of the yolks according to the food given. Wheat, oats and white corn made the yolks very light colored, while yellow corn imparted the rich yellow color generally preferred.—New York Produce Review.

No "Union" Firemen.

"There would seem to be no room for argument as to the wisdom and advisability of the order issued by Fire Chief Musham," says the Washington Post. "Chicago has already learned what outrages may be committed in the name of unionism and can not afford to have any question of divided allegiance among the men whose duty it is to protect life and property from destruction by fire. The effort of the unions to carry their organization into the fire department is a vital mistake. The firemen are employed by the city to protect the interests of every citizen, union man, non-union man, capitalist, trust magnate, and all alike. They are employed to protect the entire people of the city and it would be nothing short of criminal to allow them to enter into affiliation with organizations of murderers that would under any possible circumstances raise the question between duty to the general public and allegiance to their trades organization.

"Conservative union men should—and, we have no doubt, will—in the interests of union principles, use every effort to discourage the opposition now being manifested among labor organizations to the order of Chicago's fire chief."

Out of every 1,000,000 persons who are born in the same year, 213,000 live for seventy years, 107,000 for eighty years and 881 for ninety years.

JOHN G. DOAN COMPANY WHOLESALE OYSTERS

IN CAN OR BULK
All mail orders given prompt attention.
Main office 127 Louis Street, GRAND RAPIDS
Citizens' Phone 1881

HAY AND STRAW WANTED

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

Write or telephone us if you can offer

**POTATOES BEANS APPLES
CLOVER SEED ONIONS**

We are in the market to buy.

MOSELEY BROS.

Office and Warehouse 2nd Avenue and Hilton Street,

GRAND RAPIDS, MICHIGAN

THE VINKEMULDER COMPANY Car Lot Receivers and Distributors

Sweet Potatoes, Spanish Onions, Cranberries, Figs,
Nuts and Dates.

14-16 Ottawa Street, Grand Rapids, Michigan

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

FLOUR

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

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

SHIP YOUR

Apples, Peaches, Pears and Plums

—TO—

R. HIRT, JR., DETROIT, MICH.

Also in the market for Butter and Eggs.

BEANS

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

BROWN SEED CO.

GRAND RAPIDS, MICH.

WE CAN USE ALL THE

HONEY

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

S. ORWANT & SON, GRAND RAPIDS, MICH.

Wholesale dealers in Butter, Eggs, Fruits and Produce.

Reference, Fourth National Bank of Grand Rapids.

Citizens Phone 2654.

WHOLESALE

OYSTERS

CAN OR BULK

DETENTHALER MARKET, Grand Rapids, Mich.



Michigan Knights of the Grip
 President, Michael Howarn, Detroit;
 Secretary, Chas. J. Lewis, Flint; Treas-
 urer, H. E. Bradner, Lansing.

United Commercial Travelers of Michigan
 Grand Counselor, J. C. Emery, Grand Rap-
 ids; Grand Secretary, W. F. Tracy,
 Flint.

Grand Rapids Council No. 131, U. C. T.
 Senior Counselor, W. B. Holden; Secre-
 tary-Treasurer, Oscar F. Jackson.

Old Custom Dies With the New Year.

The grocers and retail dealers of New Orleans abandoned on January 1 one of the oldest trade institutions of the city—the lagniappe. It was a system which, starting nearly a century and a half ago, during Spanish days, spread to many other parts of the country in a more or less modified form.

Lagniappe was instituted in New Orleans in 1770, during the Spanish domination. The word originally was "la napa," Spanish for "gift," but ultimately it was softened by the Creoles into "lagniappe."

The Creole and Spanish retailers adopted the practice of making gifts with every sale, however small. The gifts usually consisted of candy, cake or tobacco. The lagniappe was one of the chief perquisites of the negro slave who did the purchasing or marketing for the family, and the grocer, butcher or other retailer who gave the largest lagniappe secured the best slave trade.

With the negroes this gift continued a great institution through all the days of slavery. The white children also took to it, and in time the practice of giving lagniappe became so popular that every dealer was compelled to give it or lose trade.

Various attempts were made to get rid of lagniappe, but they all resulted disastrously; nor could the dealers, even by combination, secure a release from their heavy burden. Lagniappe had prevailed for half a dozen generations, and so pervaded the whole life of the community that the people would not surrender it.

The introduction in recent years of new forms of lagniappe, such as the trading stamps, coupons, gifts, prices, etc., never eradicated the old system, and nearly every grocery had on the counter until a few days ago a half dozen glass jars filled with candy, cakes, raisins, nuts, etc., from which the purchaser could select such lagniappe as he preferred.

The fall of that old institution is due to the labor unions. The Central Trades and Labor Council found lately that lagniappe was proving injurious to union interests.

The largest lagniappe, it declared, was given by those dealers who sold the products of "penitentiary, child and scab labor," and the wives and children of union laborers were tempted, it was declared, by lagniappe to purchase a class of goods whose sale was injurious to the interests of their husbands and fathers.

The labor council accordingly adopted resolutions denouncing lag-

niappe and requesting the friends and members of organized labor to refrain from encouraging the practice. The resolutions have given the grocers and retailers the opportunity they have long been looking for, and they decided that no more lagniappe should be given after January 1.

All the stores now exhibit big signs notifying customers that lagniappe and all similar gifts have been abolished. So far the customers have not been heard from, but it is predicted that the edict will have to be withdrawn, at least for the French part of the city, the people of which believe that they have been cheated unless they get their lagniappe as of old.—New York Sun.

Buttermilk Neutralizes Effects of Alcohol.

"A little buttermilk 'on the side' when you take a drink of wet goods will save the stomach and liver," said a Washington mixologist, "and many of the imbibers who have the reputation of being able to 'put you under the table' give it out on the quiet that they are able to take forty or fifty drinks without feeling any bad effects if they 'side it' with buttermilk. I guess there is no question but that the milk is a complete remedy for any evil effects from alcohol, and the calls for a little milk are growing more numerous every day. There is no danger of hobnailed liver to any whisky drinker who uses buttermilk, and this assertion is borne out from the fact that buttermilk is used largely by many of our best physicians in their practice. I know an excellent physician who stopped all drinks on a patient with jaundice except buttermilk. As a stomach protector against every ill effect of alcohol it has no equal. It appears to have the power of getting between whisky and the lining of the stomach. At first the buttermilk side issue was simply a fad with some of the rounders, but now that its value is known every first-class bar has found it necessary to keep a good supply of fresh buttermilk on hand. A few Southern Congressmen patronize this bar and eight out of ten call for buttermilk.

"But if a fellow wishes to go out for a night of it and wants the pleasure of knowing that he has put all his running mates under the table the best thing for him to do is to drink about a half pint of olive oil just before he takes his first drink, then he can tank up to the very chin and relieve himself of the load by running a finger down the throat. The whisky comes up but the olive oil stays there and he can go right ahead and lay in a dozen or two more drinks with the greatest ease, relieving himself in the same way. You see the oil and whisky will not mix and the whisky staying on top it is not a difficult matter to get it out and the oil also prevents the whisky from flying to the head, although it may make the legs a little tired.

"This is a mean advantage, however, for a really good fellow to take over his chums, but it is frequently done by boys when out for a good time."

The Penny Basket.

There are plenty of goods in every store which stick in spite of all cuts.

Then they are put back to mould and rust while the clerks fight shy of their hiding places as they would a haunted house.

One merchant makes a clean sweep of these goods by reserving them until January and February and putting them in "Penny Baskets."

He uses clothes baskets. In them go all of the old soldiers who have lost their pulling power.

Then with neat tickets and neat card signs about the store the penny basket rush begins. A dodger at little cost tells the story.

Do the women come?

Well you need not guess again!

The value of this is not in the money the penny baskets bring from penny sales. It is the bringing of so many more people to the store than would otherwise come.

It is gratifying to see the bargain hunters thronging the store in January and February and they buy more than they intended to.

Again, remember it is the low-priced article that attracts during these cold winter months.—Commercial Bulletin.

To Redeem Sea of Azof.

The rapidly drying up of the Sea of Azof is receiving official attention. In five years the water has receded to such an extent that nearly three million acres formerly covered by the sea are now a swamp. Several once

flourishing harbors, notably Rostoff and Taganrog, are suffering severely.

The Russian Minister of Public Works has sanctioned a project for damming the strait about two miles wide between the Sea of Azof and the Black Sea with an enormous stone causeway, with a space in the middle for ships. It is hoped to thus raise the surface of the sea ten feet, covering the morass with navigable water. Bids for the work will be advertised for in the United States, France, England and Russia. The outlay, it is believed, will be \$5,000,000.

When in Detroit, and need a MESSENGER boy send for

The EAGLE Messengers

Office 47 Washington Ave.
 F. H. VAUGHN, Proprietor and Manager
 Rx-Clerk Griswold House

LIVINGSTON HOTEL



First-class service in every respect. Central Location. GIVE US A TRIAL.
 Cor. Fulton & Division Sts., Grand Rapids, Mich.



THE IDEAL 5c CIGAR.

Highest in price because of its quality.

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

GOLD IS WHERE YOU FIND IT

The "IDEAL" has it

(In the Rainy River District, Ontario)

It is up to you to investigate this mining proposition. I have personally inspected this property, in company with the president of the company and Captain Williams, mining engineer. I can furnish you his report; that tells the story. This is as safe a mining proposition as has ever been offered the public. For price of stock, prospectus and Mining Engineer's report, address

J. A. ZAHN
 1318 MAJESTIC BUILDING
 DETROIT, MICH.

Out With the Old—In With the New.

Lansing, Jan. 18—The joint meeting of the old and new Boards of Directors of the Michigan Knights of the Grip was held here Saturday, all being present except Manley Jones, of Grand Rapids.

The reports of Secretary Brown and Treasurer Bradner were accepted and adopted.

Moved that the communication from E. H. Maxwell and B. L. McDermid be referred to the new Board. Carried.

Moved that the death claim of James B. Farrand be referred to the new Board. Carried.

The following bills were allowed and warrants ordered drawn for same:

Wm. K. McIntyre, printing....	\$ 2.00
M. S. Brown, salary.....	76.05
H. E. Bradner, salary.....	30.98
M. S. Brown, stamps, stenographer, etc.	26.89
C. W. Hurd, Board meeting..	5.84
B. D. Palmer, Board meeting..	7.92
Jas. Cook, Board meeting....	2.75
C. W. Stone, Board meeting..	4.80
M. G. Howarn, Board meeting.	7.42
M. S. Brown, Board meeting..	6.06

By unanimous vote of the Board of Directors the retiring President, Secretary and present Treasurer were extended a vote of thanks for the careful, efficient, trustworthy and broadminded manner in which they have conducted the duties of their offices for the past year.

M. S. Brown, Sec'y.

The new Board was called to order by President Howarn.

The bond of H. E. Bradner was presented and accepted, \$4,000.

Moved that the Treasurer be required to give an additional \$2,000 bond. Carried.

Moved that the printing be left to the Secretary, upon recommendation of the Printing Committee. Carried.

Moved that the Secretary write Brother Peake, asking for a synopsis of the history of the organization from its inception. Carried.

Moved that the Secretary be empowered to submit to Brother Jones the minutes of the previous meetings, with the request that he revise the constitution for printing. Carried.

Moved that the Secretary be instructed to send a circular letter to all hotels in Michigan and any others he may see fit, stating that we are about to compile a list of honorary members for 1904 and ask them to join us. Application blanks and any other matters of interest to be enclosed. Carried.

Moved that Secretary procure proof of death of Brother J. B. Farrand and as soon as such proof is procured in proper form, draw a warrant for \$500 to pay said claim. Carried.

Moved that the next Board meeting be held in Flint the first Saturday in March. Carried.

Moved that 5 per cent. of the death fund be transferred to the general fund. Carried.

Moved that \$76 be transferred from the general fund to the entertainment fund. Carried.

Moved that \$25 be allowed the Secretary for stamps. Carried.

Moved that the Secretary ask for bids for the printing of the constitution, the history of the Association and the minutes of the last annual convention, same to be submitted to Board of Directors at the next meeting. Carried.

Moved that a vote of thanks be extended to the Hotel Downey for courtesies shown. Carried.

A vote of thanks was also extended to Brother Bradner and wife for the pleasant time given the Board of Directors at their home last evening.

Moved that an order be drawn on the Treasurer in favor of W. S. Tracy, Secretary Post G. Flint, for securing the greatest percentage of active members in 1903. Carried.

The following bills were allowed:

H. P. Goppelt	\$4.56
A. A. Weeks	6.25
C. J. Lewis	4.50

C. J. Lewis, Sec'y.

The Boys Behind the Counter.

Battle Creek—C. E. Hammond, who has been with John Helmer for the last three or four years, has secured the position of superintendent of the Dake Drug Co., at Rochester, New York, and will leave soon for that city. The position is an excellent one and is a merited tribute to Mr. Hammond's efficiency as a druggist.

Petoskey—A. B. Labbie, of Cadillac, has taken charge of the domestic department in the store of S. Rosenthal & Sons.

Rockford—A. M. Park, formerly clerk for J. H. Williamson, at Remus, has taken a similar position with Mr. Williamson in his store here.

Some time ago President Schurman of Cornell University announced that he considered a model day for a student to be divided as follows: Work, university and outside, 11 hours; sleep, 8 hours; meals, 2 hours; exercise, 2 hours; amusement, 1 hour. Investigation which was prompted by this schedule developed the fact that in the College of Arts and Science the males devoted more time to study than the females, and yet their standing was not so high. The men also gave more time to physical exercise, amusement and sleep than do the women. The unclassified time of the men is 1.53 hours, while that of the women is 2.84 hours. It is presumed that the women devote this extra time to dressing and perhaps to gossiping.

The war of words going on between Japan and Russia is infinitely preferable to a war of bullets and cannon balls. If left to themselves it is quite likely they would have come to blows before this, but the representatives of so many other nations are volunteering counsel and advice, some of which is urgent, that they are delaying, and there is hope that the whole matter will be adjusted through diplomatic negotiations rather than by resort to war. Once there is a clash of arms there is no telling where it may stop and what may be involved. Europe and indeed the whole civilized world is anxious for the preservation of peace.

Gripsack Brigade.

W. F. Wagner, who has represented DeBoe, King & Co. for the past seven years, has engaged to cover the city trade for the Jennings Flavoring Extract Co., the engagement to date from Jan. 18.

Charlotte Republican: James Carr, who has been with the Dolson Bros. for several years, has resigned and taken a position as traveling salesman for Loomis & Venn. He is succeeded by Fred. Babcock.

Charlotte Tribune: Wm. L. Bigelow has secured a fine position with the Stowell Manufacturing Co., of Milwaukee, and will have an office in Detroit. He sells direct from the manufacturers to the jobbers and receives a \$2,000 salary and certain commissions and expenses which make it considerably more.

A Lake Linden correspondent writes as follows: A veteran traveling man who has made regular trips to the copper country for the past twenty years was in town the other day, making his usual calls on the various merchants. He was not long in making his rounds, spending only a part of the forenoon here. As he was closing up his sample cases after taking an order from his last customer, the drummer addressed himself to a little knot of men who were standing about the store. He talked with the easy familiarity that belongs to every knight of the grip and immediately gained the interested attention of the little audience. The traveling man finally drifted into a tale of reminiscences. "Things are not as they used to be up here in the copper country," said he. "Why, ten years ago I never thought of spending less than a week or ten days in these towns, but I won't stay longer than two days this trip. The successful drummer in those days had to be a versatile genius. His customers were not all alike. Some of them had an appetite for cocktails and enjoyed a poker game and others would invite their visitor to attend prayer meeting. It required all the diplomacy of a foreign ambassador to be a good fellow with them all. The intervals between visits were longer than now and my customers would welcome me as though I was a long absent brother. To talk business on the first day of my arrival would be an unpardonable violation of the code of etiquette that prevailed then between the salesmen and their patrons. My sample trunks were rarely opened until all the time-honored preliminary tactics, the skirmishes for strategic advantages, had been carried out. It was not until I had fully established myself in the good graces of my prospective customer that I would suggest the purpose of my visit. But after we got down to talking business it didn't take long to sell a bill of goods. Proceeding in this leisurely manner, I used to consider myself fortunate if I could get away from a town within three or four days. It's all different now, at least it is in my line. Drummers are not such a rarity now and merchants have learned that it is not necessary to carry on such a long

series of preliminaries in order to give an order. I sometimes wish that the old days would return, though."

Making Acquaintances.

Two gentlemen of business lived on the same street. They were not acquainted. The formal process of introduction had not taken place and, of course, they could not speak, for that would be forward and improper, you know. The men passed each other three times a day for seven years without a look of recognition. One winter's day they met suddenly on a slippery corner. The feet of one went astray suddenly, tripped the other's, and their owners rolled over and over down hill until checked by the gutter. Apologies were exchanged, hands were shook, and the two men became acquainted. The reader may help himself to the moral. Another story points in the same direction: A pocketbook was found and left where it could be obtained by the owner, who said, when he was told who found it: "I know who he is very well; I've seen him a great many times, and if I were acquainted with him I would thank him."

Discontent With Work.

That there is much discontent with work among the so-called middle classes in America is due in large part to the pampering of children, to the supplying of their natural and artificial wants, and to the sentimental idea that "their day of toil will come soon enough." In general, work is not a curse, but a blessing—a positive means of grace. One can hardly begin too early to impress upon children lessons of self-help by tasks appropriate to their age and forces, and to beget in them scorn of idleness and of dependence on others. To do this is to make them happy through the self-respect that comes with the realization of power, and thus to approximate Tennyson's goal of man. "Self-reverence, self-knowledge, self-control."

New Yorkers Dodging Their Debts.

There is a general complaint that New Yorkers are living beyond their means. It is easy to preach economy, but not so easy to practice it when an apple costs 5 cents, and a healthy boy will eat three for breakfast; when a small steak costs \$1 and a Christmas turkey \$4.25. It might be said that this indicates general prosperity but in that case the high prices would be easily paid. The truth is that they are not easily paid—they are paid, except by the rich, with very great difficulty. Often they are not paid at all. Many people whose incomes a few years ago would have been considered liberal go without things they need; many others buy and fail to pay.

Rockford—The W. P. Baker grocery stock has been purchased by J. H. Williamson, formerly engaged in the grocery business at Remus, who will continue the business at the same location.

Culture is the consciousness of truth expressed in conduct.



Michigan Board of Pharmacy.
 President—Henry Helm, Saginaw.
 Secretary—John D. Muir, Grand Rapids.
 Treasurer—Arthur H. Webber, Cadillac.
 C. B. Stoddard, Monroe.
 Sid A. Erwin, Battle Creek.
 Sessions for 1904.
 Ann Arbor—March 1 and 2.
 Star Island—June 20 and 21.
 Houghton—Aug. 23 and 24.
 Lansing—Nov. 1 and 2.

Mich. State Pharmaceutical Association.
 President—A. L. Walker, Detroit.
 First Vice-President—J. O. Schlotterbeck, Ann Arbor.
 Second Vice-President—J. E. Weeks, Battle Creek.
 Third Vice-President—H. C. Peckham, Freeport.
 Secretary—W. H. Burke, Detroit.
 Treasurer—J. Major Lemen, Shepard.
 Executive Committee—D. A. Hagans, Monroe; J. D. Muir, Grand Rapids; W. A. Hall, Detroit; Dr. Ward, St. Clair; H. J. Brown, Ann Arbor.
 Trade Interest—W. C. Kirchgessner, Grand Rapids; Stanley Parkill, Owosso.

Novelties in Beef Tea or Bouillon.

It may be prepared by using about one-half to one teaspoonful of beef extract to an eight ounce mug of hot water and serving to the customer with spoon, salt, pepper and celery salt cellars—to permit him to season to suit himself. Instead of solid extract, liquid extract may be used. This may be purchased already prepared or it may be made as follows:

Three ounces of extract of beef, sixty grains of salt, fifteen fluid ounces of boiling water. This may be dispensed in the proportion of one to one and one-half ounces to an eight ounce mug of hot water with pepper or pepper essence and celery salt.

Another formula for liquid extract of beef: Take three or four ounces beef extract, one and one-half ounces starch, one and one-half ounces salt, sufficient water. Boil the starch with one pint of water until the former is thoroughly cooked; dissolve the extract and salt in about twelve ounces of hot water, mix the two liquids and add enough water to make thirty-two ounces. Serve like the preceding. Instead of using pepper or celery for flavoring, use a few drops of flavoring essence prepared from essence of summer savory, to which has been added a small amount of tincture of capsicum.

The following liquid extract of beef has been sold under the name of ox celery: One-half ounce arrow-root or corn starch, four ounces extract of beef, one and one-half to two ounces salt, four drachms celery essence, four drachms savory essence, hot water enough to make two pints; tincture of capsicum and black pepper essence may be added. This is to be prepared like the preceding and served like other liquid beef extracts, omitting the flavoring.

Another one: Three ounces good bouillon, six ounces hot water, two drachms tincture of celery. Use one teaspoonful to a cup of hot water; season with salt and pepper. Tincture of celery for the above is to be prepared from sixty grains of celery seed, freshly powdered, percolated with enough alcohol to make one ounce.

But, instead of using the flavorings mentioned above for beef tea, the following very good beef tea flavor may be employed: Two hundred and forty grains black pepper, ninety grains pimento, sixty grains cumin, thirty grains coriander, fifteen grains cinnamon, fifteen grains cardamon, one ounce salt, sufficient water and alcohol; half an ounce of celery may be added. Mix the solids, reduce to fine powder and extract by percolation with a mixture of one volume of water and three of alcohol, so as to obtain sixteen ounces of product.

The following may be used as a good flavor for beef tea under the name compound salt powder: Sixty grains powdered mustard, one-half ounce freshly powdered celery, one ounce freshly powdered black pepper, twelve ounces salt. Mix well.

A strong bouillon is made as follows: One pound extract of beef, six and one-half ounces salt, two drachms Worcestershire sauce, two drachms caramel, decoction enough to make thirty-two ounces. Mix, dissolve and filter or strain. The decoction is to be prepared from one onion and one-half ounce each of whole black pepper and curry powder, using sufficient water. Use one teaspoonful of the completed mixture to a cup of hot water.

H. A. Carragan.

Liability of Pharmacists.

If a druggist treats an injured or sick person as a friend or neighbor, he assumes no legal responsibility in the case, but if he leads the party so treated to think that he is a physician, he is liable for malpractice. It is not necessary for him to tell the party that he is a physician. The mere holding of himself ready to treat cases for compensation, however small the amount, implies a contract, and the law holds him responsible for a reasonable amount of skill.

If the case does not progress favorably, and the patient can bring a physician to testify that the treatment was not correct, the druggist can be compelled to pay damages. If the druggist distinctly gives the party treated to understand that he is not a doctor, then the latter assumes the responsibility for the results and frees the druggist. If the druggist fails to deny that he is a doctor, even if he treats the patient free of charge and supplies the remedies without cost, he is liable for damages in every case that does not progress favorably if evidence can be produced to show that under other and regular treatment the chances of good results were better.

The courts hold that it would be contrary to good public policy to permit the sick or injured to be treated with skill or care regulated in proportion to the expected pecuniary reward. The law does not permit the health and lives of sufferers to be kept subject to the caprice of selfishness or quackery, and in many states fines are imposed for practicing medicine without license.

The man who prays to be nothing has been answered before he began.

The Drug Market.

Opium—The usual fairy tales about the growing crop are now at hand. Frosts are now reported in the growing districts. Prices are quite firm.

Morphine—Is unchanged.

Quinine—Is in good demand and has declined 1c per ounce for all brands.

Bayberry Wax—Supplies are short. Prices have advanced.

Cocaine—Competition among manufacturers is said to be responsible for the decline of 25c. A manufacturer informs us that it is now being sold at 20c below cost to manufacturer.

Formaldehyde—Manufacturers are still competing for business and prices are tending lower.

Crude Glycerine—Is very firm in the foreign market and has advanced. There has been no change in the price of refined in this market. Prices are very firm.

American Isinglass—On account of higher prices for raw material, has advanced.

Lycopodium—Is very scarce and high.

Nitrate Silver—Has advanced four times since the first of the month and the article is tending higher.

Bayberry Bark—Is in small supply and higher.

Cascara Sagrada Bark—Has also advanced.

Sassafras Bark—Is very firm and has advanced.

Wild Cherry Bark—Is higher, on account of small stocks.

Oil Anise—There is a fractional advance and it is tending higher.

Oil Cloves—Prospects are for higher prices a little later on.

Oil Sassafras—Is very scarce and has again advanced.

American Saffron—Has advanced on account of small supply.

Gum Camphor—Is not quotable. There have been five changes in the last ten days, all advances from 1c@3c. It is impossible to get large quantities from the refiners. Japan will not allow crude to be shipped and they control the crude article. It is believed that refined will reach the extreme price of \$1 per pound.

Blood Root and Senega—Are very firm and tending higher.

Cloves—Stocks are small and prices are higher, with no signs of relief from the primary market.

Linseed Oil—Is firm and tending higher, on account of the higher price of seed.

Forty Passed and Thirty Failed.

John D. Muir, Secretary of the Michigan Board of Pharmacy, informs the Tradesman that seventy candidates presented themselves for examination at the last session of the Board—forty-eight for registered certificates and twenty-two for assistant papers. The successful candidates were as follows:

Registered Pharmacists.

Ross Armstrong, Middleville; Fred R. Ashley, Battle Creek; E. B. Busby, Detroit; Sam'l Buzzell, Holly; C. H. Chappel, Detroit; Frank Cowdrey, Toledo, O.; A. J. Erwin, Lansing; A. J. Filer, Detroit; Wm. H. Gardner, Detroit; Fred M. Hall, Sault Ste.

Marie; Wm. H. Lanway, Clifford; G. A. Larson, Negaunee; Ralph McCabe, St. Johns; G. P. Maloy, Three Oaks; Dwight R. Miller, Chelsea; A. C. Nachtrieb, Adrian; B. W. Reddick, Detroit; Paul S. Rumpel, Detroit; C. G. Rutter, Delray; Guy L. Sharrard, Port Huron; S. A. Soule, Detroit; Clarence Steidle, Milan; Jno. F. Swanson, Iron Mountain; E. E. Webber, Marion; F. W. Wilhelm, Bay City.

Assistants.

H. M. Arndt, Marion; Chas. E. Brown, Lowell; M. M. Cohen, Detroit; B. E. Curtis, St. Louis; Jno. W. Kwela, Calumet; R. E. Loree, Fenwick; E. C. Mead, Detroit; Claude R. Miller, Lawton; Ralph J. Parkeil, Port Huron; Jno. B. Phillips, Detroit; F. A. Rollins, Clarksville; Jno. L. Simmons, Dewitt; A. M. Smelker, Freeport; Walter G. Thomczek, Detroit; Jos. B. Zackhrim, Detroit.

Temptation.

"Were you ever tempted to tell a lie?"

The woman gave the question thoughtful consideration.

"Well, I have been asked to tell my age," she replied at last, as if that were a sufficient answer to the enquiry.

PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, 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.

Valentines

Our travelers are out with a beautiful line—"The Best on the Road." Every number new. Kindly reserve your orders. Prices right and terms liberal.

FRED BRUNDAGE

Wholesale Drugs and Stationery

32-34 Western ave., MUSKEGON, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Acidum		Tinctures	
Aceticum	60 8	Aconitum Nap's R	60
Benzolcum, Ger.	70 75	Aconitum Nap's F	50
Boricum	17	Aloes	60
Carbolicum	22 27	Aloes & Myrrh	60
Citricum	33 40	Arnica	50
Hydrochlor	30 5	Assafoetida	50
Nitrosum	80 10	Atropine Belladonna	50
Oxalicum	12 14	Auranti Cortex	50
Phosphoricum, dil.	15	Benzoin	50
Salicylicum	42 45	Benzoin Co	50
Sulphuricum	14 5	Barosma	50
Tannicum	110 120	Cantharides	75
Tartaricum	38 40	Capicum	50
Ammonia		Cardamon	75
Aqua, 18 deg.	40 6	Cardamon Co	75
Aqua, 20 deg.	60 8	Caster	100
Carbonas	13 15	Catechu	50
Chloridum	12 14	Cinchona	50
Aniline		Cinchona Co	50
Black	2 00 2 25	Columba	50
Brown	2 00 1 00	Cubebae	50
Red	2 50 3 00	Cassia Acutifol	50
Yellow	2 50 3 00	Cassia Acutifol Co	50
Baccas		Digitalis	50
Cubebae, po. 25	22 24	Ergot	50
Juniperus	5 6	Ferri Chloridum	35
Xanthoxylum	30 35	Gentian	50
Balsamum		Gentian Co	50
Cubebae, po. 20	12 15	Guaiac	50
Peru	1 50	Guaiac ammon	60
Terabin, Canada	60 65	Hyoscyamus	75
Tolutan	45 50	Iodine	75
Cortex		Iodine, colorless	75
Abies, Canadian	18	Kino	50
Cassia	12	Lobelia	50
Cinchona Flava	18	Myrrh	50
Euonymus atro.	30	Nux Vomica	50
Myrica Cerifera	20	Opil	75
Prunus Virginica	12	Opil, comphorated	50
Quillaja, gr'd.	12	Opil, deodorized	1 50
Sassafras, po. 18	14	Quassia	50
Ulmus, 25, gr'd.	45	Rhatany	50
Extractum		Rhei	50
Glycyrrhiza, Gla.	24 30	Sanguinaria	50
Glycyrrhiza, po.	28 30	Serpentaria	50
Haematox	11 12	Stromonium	60
Haematox, 1s.	13 14	Tolutan	60
Haematox, 1/4s.	14 15	Valerian	50
Haematox, 1/8s.	16 17	Veratrum Veride.	50
Ferru		Zingiber	20
Carbonate Precip.	15		
Citrate and Quinia	2 25		
Citrate Soluble	75		
Ferrocyanidum S.	45		
Solut. Chloride	15		
Sulphate, com'l.	2		
Sulphate, com'l. by			
bbl. per cwt.	80		
Sulphate, pure	7		
Flora			
Arnica	15 18		
Anthemis	22 25		
Matricaria	30 35		
Folia			
Barosma	30 33		
Cassia Acutifol.	20 25		
Tinnevely	25 30		
Cassia, Acutifol.	25 30		
Salvia officinalis.	12 20		
1/4s and 1/8s	80 10		
Gummi			
Acacia, 1st pkd.	65		
Acacia, 2d pkd.	45		
Acacia, 3d pkd.	35		
Acacia, sifted sts.	45 65		
Acacia, po.	12 14		
Aloe, Barb.	12 14		
Aloe, Cape	25		
Aloe, Socotri	30		
Ammoniac	55 60		
Assafoetida	35 40		
Benzoinum	50 55		
Catechu, 1s.	13		
Catechu, 1/4s.	14		
Catechu, 1/8s.	15		
Camphorae	82 88		
Euphorbium	40		
Galbanum	100		
Gamboge, po.	1 25 1 35		
Gualacum, po. 35	75		
Kino, po. 75c	75		
Mastic	60		
Myrrh, po. 45	40		
Opil	3 25 3 30		
Shellac	55 65		
Shellac, bleached	65 70		
Tragacanth	70 100		
Herba			
Absinthium, oz pk	25		
Eupatorium, oz pk	25		
Lobelia	25		
Majorum	25		
Mentha Pip oz pk	23		
Mentha Vir oz pk	25		
Rue	39		
Tanacetum V.	22		
Thymus V. oz pk	25		
Magnesia			
Calcined, Pat.	55 60		
Carbonate, Pat.	18 20		
Carbonate K-M.	18 20		
Carbonate	18 20		
Oleum			
Absinthium	3 00 3 25		
Amygdalae, Dulc.	50 60		
Amygdalae Ama.	80 85		
Anisi	1 00 1 15		
Auranti Cortex	2 10 2 20		
Bergamli	2 85 3 25		
Cajuputi	1 10 1 15		
Caryophylli	1 50 1 60		
Cedar	35 70		
Chenopadii	2 00		
Cinnamoni	1 00 1 10		
Citronella	40 45		
Conium Mac.	80 90		
Copaiba	1 15 1 25		
Cubebae	1 80 1 85		
Exechthitos	4 25 4 50		
Erigeron	1 00 1 10		
Gaultheria	2 40 2 50		
Geranium, oz.	75		
Gossypii, Sem gal	50 60		
Hedeoma	1 40 1 50		
Junipera	1 50 2 00		
Lavandula	90 2 75		
Limonis	1 15 1 25		
Mentha Piper	3 50 3 75		
Mentha Verid.	5 00 5 50		
Morruhae, gal.	5 00 5 25		
Myrcia	4 00 4 50		
Olive	75 3 00		
Picis Liquida	10 12		
Picis Liquida gal.	35		
Ricina	90 94		
Rosmarini	2 100		
Rosae, oz	5 00 6 00		
Succini	40 45		
Sabina	90 100		
Santal	2 75 7 00		
Sassafras, po.	85 90		
Sinapis, ess. oz.	65		
Tigil	1 50 1 60		
Thyme	40 50		
Thyme, opt.	61 60		
Theobromas	15 20		
Potassium			
Bi-Carb	15 18		
Bichromate	13 15		
Bromide	40 45		
Carb	12 15		
Chlorate po 17 19	16 18		
Cyanide	34 38		
Iodide	30 32		
Potassa Bitart pr	30 32		
Potassa Nitras opt	7 10		
Potassa Nitras	6 8		
Prussiate	23 25		
Sulphate po	15 18		
Radix			
Aconitum	20 25		
Althae	30 33		
Anchusa	10 12		
Arum po	20 25		
Calamus	20 24		
Gentiana, po 15	12 15		
Glycyrrhiza pv 15	16 18		
Glycyrrhiza, Cana.	65 80		
Hydrastis Can po	90		
Hellebore, Alba.	12 15		
Inula, po	18 22		
Ipecac, po	2 75 2 80		
Iris plox	35 40		
Jalapa, pr	25 30		
Maranta, 1/4s	35		
Podophyllum po.	22 25		
Rhei	75 100		
Rhei, cut	1 25		
Rhei, pv	75 135		
Spigelia	35 38		
Sanguinari, po 24	65 70		
Serpentaria	75 85		
Senega	75 85		
Smlax, off's H	40		
Smlax, M	25		
Scilla, po 35	10 12		
Symplocarpus	25		
Valeriana Eng.	25		
Valeriana, Ger	15 20		
Zingiber a	14 16		
Zingiber j	16 20		
Semen			
Anisum, po. 20	16		
Apium (gravel's)	13 15		
Bird, 1s	10 11		
Cardamom	70 80		
Coriandrum	80 100		
Cannabis Sativa	64 70		
Cydonium	75 100		
Chenopodium	25 30		
Dipterix Odorate	80 100		
Foeniculum	18		
Foenugreek, po	7 9		
Lini	40		
Lini, gr'd. bbl 4	75 80		
Lobelia	75 80		
Pharlaris Cana'n	64 70		
Rapa	5 6		
Sinapis Alba	7 9		
Sinapis Nigra	9 10		
Spiritus			
Frumenti W D.	2 00 2 50		
Frumenti	1 25 1 50		
Juniperis Co O T	1 55 2 00		
Juniperis Co	1 75 2 50		
Saccharum N E	1 90 2 10		
Spt Vini Galli	1 75 2 50		
Vini Oporto	1 25 2 00		
Vini Alba	1 25 2 00		
Sponges			
Florida sheeps' wl	2 50 2 75		
Nassau sheeps' wl	2 50 2 75		
Velvet extra shps'			
wool, carriage	1 50		
Extra yellow shps'			
wool, carriage	1 25		
Grass sheeps' wl			
carriage	1 10		
Hard, slate use	1 10		
Yellow Reef, for			
slate use	1 40		
Syrups			
Acacia	50		
Auranti Cortex	50		
Zingiber	50		
Ipecac	50		
Ferri Iod	50		
Rhei Arom	50		
Smlax Off's	50 60		
Senega	50		
Scilla	50		
Scilla Co	50		
Tolutan	50		
Prunus virg	50		

Mannila, S F	75 80	Sapo, M	10 12	Lard, extra	70 80
Menthol	6 75 7 00	Sapo, G	10 12	Lard, No. 1	60 65
Morphia, S P & W	2 35 2 60	Seidlitz Mixture	20 22	Linseed, pure raw	37 40
Morphia, S N Y Q	2 35 2 60	Sinapis	18	Linseed, boiled	38 41
Morphia, Mal	2 35 2 60	Sinapis, opt	30	Neatsfoot, w str.	65 70
Moschus Canton	40	Snuff, Maccaboy	41	Spts. Turpentine	67 72
Myristica, No. 1	35 40	De Voes	41	Paints	bbl L
Nux Vomica, po 15	10	Snuff, S'h De Vo's	41	Red Venetian	1 1/2 2 0/8
Os Sepia	25 28	Soda, Boras	9 11	Ochre, yel Mars	1 1/2 2 0/4
Pepsin Saac, H & P D Co	01 00	Soda, Boras, po.	9 11	Ochre, yel Ber	1 1/2 2 0/3
Picis Liq N N 1/2	02 00	Soda et Pot's Tart	28 30	Putty, commer'l	2 1/2 2 3/4
Picis Liq, qts.	01 00	Soda, Carb	1 1/2 2	Putty, strictly pr	2 1/2 2 3/4
Pil Hydrarg. po 80	05 50	Soda, Bi-Carb	3 5	Vermillion, Prime	American 13 15
Piper Nigra, po 22	05 50	Soda, Ash	3 1/2 4	Vermillion, Eng.	70 75
Piper Alba, po 35	05 50	Soda, Sulphas	2 60	Green, Paris	14 18
Plix Burgun	07	Spts. Cologne	2 60	Green, Peninsular	13 16
Plumbi Acet	10 12	Spts. Ether Co.	50 55	Lead, red	6 1/2 7
Pulvis Ip'c et Opil	1 30 1 50	Spts. Myrcia Dom	2 00	Whiting, white S'n	90
Pyrethrum, bxs H	25 30	Spts. Vini Rect bbl	00	Whiting, white S'n	95
P D Co doz.	07 75	Spts. Vini Rect 1/2 b	00	Whiting, white S'n	95
Pyrethrum, pv	25 30	Spts. Vini Rect 5 gal	00	White, Paris, Am'r	1 25
Quassia, S P & W	25 30	Strychnia, Crystal	90 115	Whit'g. Paris, Eng	1 40
Quinia, S Ger.	25 30	Sulphur, Subl	2 1/2 3 1/4	cliff	1 40
Quinia, N Y	25 30	Sulphur, Roll	2 1/2 3 1/4	Universal Prep'd	1 10 1 20
Rubia Tinctorem	12 14	Tamarinds	8 10	Varnishes	
Saccharum La's.	20 22	Terebenth Venice	28 30	No. 1 Turp Coach	1 10 1 20
Salacin	4 50 4 75	Theobromae	44 50	Extra Turp	1 60 1 70
Sanguis Drac's	40 50	Vanilla	9 00 10	Coach Body	2 75 3 00
Sapo, W	12 14	Zinc Sulph	7 8	No. 1 Turp Furn	1 00 1 10
		Oils		Extra T Damar	1 55 1 60
		Whale, winter	70 70	Jap Dryer No 1 T	70

Drugs

We are Importers and Jobbers of Drugs,
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We are dealers in Paints, Oils and
Varnishes.

We have a full line of Staple Druggists'
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Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED		DECLINED	
Index to Markets		Index to Markets	
By Columns		By Columns	
A		B	
Axle Grease		Bath Brick	
B		Brooms	
C		Butter Color	
D		Confections	
E		Canned Goods	
F		Carbon Oils	
G		Catsup	
H		Cheese	
I		Chewing Gum	
J		Chicory	
K		Chocolate	
L		Clothes Lines	
M		Cocoa	
N		Cocoa Nut	
O		Cocoa Shells	
P		Coffee	
Q		Crackers	
R		Farinaceous Goods	
S		Fish and Oysters	
T		Fishing Tackle	
U		Flavoring Extracts	
V		Fly Paper	
W		Fresh Meats	
X		Fruits	
Y		Gelatine	
Z		Grain Bags	
		Grains and Flour	
		Herbs	
		Hides and Pelts	
		Indigo	
		Jelly	
		Licorice	
		Lye	
		Meat Extracts	
		Molasses	
		Mustard	
		Nuts	
		Olives	
		Pipes	
		Pickles	
		Playing Cards	
		Potash	
		Provisions	
		Rice	
		Salad Dressing	
		Saleratus	
		Salt Soda	
		Salt	
		Salt Fish	
		Seeds	
		Shoe Blacking	
		Snuff	
		Soap	
		Soda	
		Spices	
		Starch	
		Sugar	
		Syrups	
		Tea	
		Tobacco	
		Twine	
		Vinegar	
		Washing Powder	
		Wicking	
		Woodenware	
		Wrapping Paper	
		Yeast Cake	

3		4		5	
Cotton Braided		Lemon Snaps		Linen Lines	
40 ft.	85	Lemon Gems	10	Small	20
50 ft.	1.00	Lem Yen	10	Medium	26
60 ft.	2.00	Maple Cake	10	Large	34
Galvanized Wire		Marshmallow		Poles	
No. 20, each 100 ft long.	1.90	Marshmallow Cream	16	Bamboo, 14 ft., pr ds.	50
No. 19, each 100 ft long.	2.10	Marshmallow wanut.	16	Bamboo, 16 ft., pr ds.	65
COCOA		Mary Ann		Bamboo, 18 ft., pr ds.	
Baker's	38	Malaga	10	80	
Cleveland	11	Mich Coco F's'd honey	12 1/2	FRESH MEATS	
Colonial, 1/4s	35	Milk Biscuit	7 1/2	Beef	
Colonial, 1/2s	35	Mich Frosted Honey	12	Carcase	6 @ 8
Epps	42	Mixed Picnic	11 1/2	Forequarters	5 @ 6
Huyler	45	Molasses Cakes, Selo'd	8	Hindquarters	7 1/2 @ 9
Van Houten, 1/4s	12	Moss Jelly Bar	12 1/2	Loins	9 1/2 @ 13
Van Houten, 1/2s	20	Muskegon Branch, Iced	10	Ribs	9 @ 12
Van Houten, 1/4s	40	Newton	12	Rounds	6 1/2 @ 7
Van Houten, 1s	72	Newsboy Assorted	10	Chucks	4 1/2 @ 5 1/2
Webb	31	Nic Nacs	8	Plates	4 @ 4
Wilbur, 1/4s	41	Oatmeal Cracker	8	Pork	
Wilbur, 1/2s	42	Orange Slice	16	Dressed	@ 5 1/2
COCOANUT		Orange Gem	8	Loins	@ 9
Dunham's 1/4s	26	Orange & Lemon Ice	10	Boston Butts	@ 7 1/2
Dunham's 1/2s & 1/4s.	26 1/2	Penny Assorted Cakes	8	Shoulders	@ 7
Dunham's 1/4s	27	Pilot Bread	7 1/2	Leaf Lard	@ 8
Dunham's 1/2s	28	Ping Pong	9	Mutton	
Bulk	12	Pretzels, hand made	8	Carcase	5 @ 6
COCOA SHELLS		Pretzettes, hand m'd	8	Lambs	8 @ 9
20 lb. bags	2 1/2	Pretzettes, mch. m'd	8	Veal	
Less quantity	3	Rube Sears	8	Carcase	6 1/2 @ 8 1/2
Pound packages	4	Scotch Cookies	10	GELATINE	
COFFEE		Snowdrops	16	Knox's Sparkling, dz.	1 20
Rio		Spiced Sugar Tops	8	Knox's Sparkling, gro.	14 00
Common	10 1/2	Sugar Cakes, scalloped	8	Knox's Acidu'd, doz.	1 20
Fair	11 1/2	Sugar Squares	8	Knox's Acidu'd, gro.	14 00
Choice	13	Sultanias	13	Oxford	75
Fancy	17	Spiced Gingers	10	Plymouth Rock	1 20
Santos		Urchins	10	Nelson's	1 60
Common	11	Vienna Crimp	16	Cox's, 2 qt. size	1 61
Fair	12	Vanilla Wafer	8	Cox's, 1 qt. size	1 10
Choice	14	Waverly	9	GRAIN BAGS	
Fancy	18	Zanzibar	9	Amoskeag, 100 in b'e.	16 1/2
Peaberry	11	DRIED FRUITS		Amoskeag, less than b'e.	16 1/2
Maracaibo		Apples		GRAINS AND FLOUR	
Fair	13	Sundried	@ 5	Wheat	
Choice	15	Evaporated	@ 7	Wheat	86
Choice	13	California Prunes		Winter Wheat Flour	
Fancy	17	100-125 25lb. boxes.	@ 3 1/2	Local Brands	
Guatemala		90-100 25lb. boxes.	@ 4 1/2	Patents	4 65
Java		80-90 25lb. boxes.	@ 4 1/2	Second Patent	4 25
African	12	70-80 25lb. boxes.	@ 5 1/2	Straight	4 05
Fancy African	15	60-70 25lb. boxes.	@ 6	Second Straight	3 75
O. G.	25	50-60 25lb. boxes.	@ 6 1/2	Clear	3 45
P. G.	31	40-50 25lb. boxes.	@ 7 1/2	Graham	3 85
Arabian	21	30-40 25lb. boxes.	@ 7 1/2	Buckwheat	5 00
New York Basis.		1/4c less in b'w. cases		Rye	8 00
Arbuckle	13 1/2	Corsican	@ 15	Subject to usual cash discount.	
Dilworth	13	Imp'd. 1lb. pkgs.	7 1/2 @ 7	Flour in bbls., 25c per bbl. additional.	
Jersey	13	Imported bulk.	6 1/2 @ 7	Worden Grocer Co.'s Brand	
Lion	13	Peel		Quaker 1/4s	4 20
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.		Lemon American	12	Quaker 1/2s	4 21
Extract		Orange American	12	Quaker 1s	4 20
Holland, 1/2 gro boxes.	95	Raisins		Spring Wheat Flour	
Felix, 1/2 gross	115	London Layers 3 cr	1 90	Clark-Jewell-Wells Co.'s Brand	
Hummel's foil, 1/2 gro.	85	London Layers 3 cr	1 95	Pillsbury's Best 1/4s	5 35
Hummel's tin, 1/2 gro.	143	Cluster 4 crown	1 60	Pillsbury's Best 1/2s	5 25
CRACKERS		Loose Musca's 2 cr.	6 1/2	Pillsbury's Best 1s	5 15
National Biscuit Company's Brands		Loose Musca's 3 cr.	7	Lemon & Wheeler Co.'s Brand	
Butter		Loose Musca's 4 cr.	7	Wingold 1/4s	5 10
Seymour	6 1/2	L. M. Seeded, 1 lb. 9@ 9 1/2		Wingold 1/2s	5 00
New York	6 1/2	L. M. Seeded, 1/2 lb. 7 1/2@ 7 1/2		Wingold 1s	4 90
Family	6 1/2	Sultanias, bulk	@ 9 1/2	Judson Grocer Co.'s Brand	
Salted	6 1/2	Sultanias, package	@ 9 1/2	Ceresota 1/4s	5 30
Wolverine	7	FARINACEOUS GOODS		Ceresota 1/2s	5 20
Soda		Beans		Ceresota, 1/4s	5 10
N. B. C.	6 1/2	Dried Lima	4 1/2	Worden Grocer Co.'s Brand	
Select	8	Med. Hd. Pk'd.	2 00 @ 2 1/2	Laurel 1/4s	5 20
Saratoga Flakes	13	Brown Holland	2 25	Laurel 1/2s	5 10
Round	6 1/2	Farina		Laurel 1s	5 00
Square	6 1/2	Bulk, per 100 lbs.	2 50	Laurel 1/4s & 1/2s paper.	5 00
Faust	6 1/2	Hominy		Meal	
Argo	6 1/2	Flake, 50 lb. sack	1 00	Bolted	2 60
Extra Farina	7 1/2	Pearl, 200 lb. sack	4 00	Granulated	2 70
Sweet Goods		Pearl, 100 lb. sack	2 00	Feed and Millstuffs	
Animals	10	Maccaroni and Vermicelli		St. Car Feed screened	22 00
Assorted Cake	10	Domestic, 10 lb. box	60	No 1 Corn and Oats	23 00
Bagley Gems	8	Imported, 25 lb. box	2 50	Corn Meal, coarse	21 00
Belle Rose	8	Pearl Barley	2 50	Wheat Bran	17 00
Bent's Water	16	Chester	2 65	Wheat Middlings	21 00
Butter Thin	13	Empire	3 50	Cow Feed	19 00
Coco Bar	10	Peas		Screenings	18 00
Cocoanut Taffy	12	Green, Wisconsin, bu. 1	35	Oats	
Cinnamon Bar	12	Green, Scotch, bu.	1 40	Car lots	41
Coffee Cake, N. B. C.	10	Split, lb.	4	Corn	
Coffee Cake, Iced	15	Rolled Oats		Corn, old	51
Cocoanut Macaroons	13	Rolled Avenna, bbl.	5 25	Corn, new	47
Cracknels	16	Steel Cut, 100 lb sacks.	2 65	Hay	
Current Fruit	10	Monarch, bbl.	5 00	No. 1 timothy car lots.	10 50
Chocolate Dainty	16	Monarch, 90lb. sacks.	2 40	No. 1 timothy ton lots.	12 50
Cartwheels	9	Quaker, cakes	3 10	HERBS	
Dixie Sugar	8 1/2	East India	3 1/2	Sage	15
Frosted Creams	8 1/2	German, sack	3 1/2	Hops	15
Ginger Snaps, N. B. C.	6 1/2	German, broken pkg	4	Laurel Leaves	15
Grandma Sandwich	10	Tapoca		Senna Leaves	25
Graham Cracker	8	Flake, 110lb. sacks	4 1/2	INDIGO	
Hazelnut	10	Pearl, 130lb. sacks	3	Madras, 5 lb. boxes	55
Honey Fingers, Iced.	12	Pearl, 24 1 lb. pkgs	6 1/2	S. F., 2 1/2 lb. boxes	65
Honey Jumbles	12	Wheat		JELLY	
Iced Happy Family	11	Cracked, bulk	3 1/2	5lb. palls, per doz	1 70
Iced Honey Crumpe	10	24 2 lb. packages	2 50	15lb. palls	38
Imperials	8	FISHING TACKLE		30lb. palls	65
Indiana Belle	15	1/2 to 1 in	6	LICORICE	
Jerico	8	1 1/4 to 2 in	7	Pure	30
Jersey Lunch	7 1/2	1 1/2 to 2 in	9	Calabria	23
Lady Fingers	12	2 1-3 to 2 in	11	Sicily	14
Lady Fingers, hand md	25	2 in	15	Root	10
Lemon Biscuit Square	8	3 in	30	LYE	
Lemon Wafer	16	Cotton Lines		Condensed, 2 dz	1 60

6	7	8	9	10	11
MOLASSES New Orleans Fancy Open Kettle . . . 40 Choice . . . 35 Fair . . . 26 Good . . . 22 Half barrels 2c extra MUSTARD Horse Radish, 1 dz . . 1 75 Horse Radish, 2 dz . . 3 50 Bayle's Celery, 1 dz . . OLIVES Bulk, 1 gal. kegs . . . 1 00 Bulk, 3 gal. kegs . . . 85 Bulk, 5 gal. kegs . . . 85 Manzanilla, 7 oz . . . 80 Queen, pints . . . 2 35 Queen, 19 oz . . . 4 50 Queen, 28 oz . . . 7 00 Stuffed, 5 oz . . . 1 45 Stuffed, 8 oz . . . 1 45 Stuffed, 10 oz . . . 2 30 PIPES Clay, No. 216 . . . 1 70 Clay, T. D., full count . 65 Cob, No. 3 . . . 85 PICKLES Medium Barrels, 1,200 count . 7 75 Half bbls, 600 count . 4 50 Small Half bbls, 1,200 count . 5 50 Barrels, 2,400 count . 9 50 PLAYING CARDS No. 90, Steamboat . . . 85 No. 15, Rival, assorted . 20 No. 20, Rover enameled . 60 No. 572, Special . . . 1 75 No. 98, Golf, satin finish . 2 00 No. 808, Bicycle . . . 2 00 No. 632, Tourment whist . 25 POTASH 48 cans in case . . . 4 00 Penna Salt Co.'s . . . 3 00 PROVISIONS Barreled Pork Mess . . . 13 00 Back, fat . . . 15 00 Clear back . . . 14 00 Short cut . . . 13 00 Pig . . . 18 00 Bean . . . 12 00 Family Mess Loin . . . 15 50 Clear Family . . . 12 50 Dry Salt Meats Bellies . . . 8 1/2 S P Bellies . . . 10 Extra shorts . . . 8 1/2 Smoked Meats Hams, 12lb. average . 11 1/2 Hams, 14lb. average . 11 1/2 Hams, 16lb. average . 11 Hams, 20lb. average . 11 Skinned hams . . . 10 1/2 Ham, dried beef sets . 12 1/2 Shoulders, (N. Y. cut) . 7 1/2 Bacon, clear . . . 10 @ 13 California hams . . . 7 1/2 Boiled Hams . . . 17 Picnic Boiled Hams . . 12 1/2 Berlin Ham pr's'd . . 9 Mince Hams . . . 9 1/2 Lard Compound . . . 6 1/2 Pure . . . 7 1/2 60 lb. tubs, advance . . 1 1/2 80 lb. tubs, advance . . 1 1/2 50 lb. tins, advance . . . 1 1/2 20 lb. pails, advance . . . 1 1/2 10 lb. pails, advance . . . 1 5 lb. pails, advance . . . 1 3 lb. pails, advance . . . 1 Sausages Bologna . . . 5 1/2 Liver . . . 6 1/2 Frankfort . . . 7 1/2 Pork . . . 8 Veal . . . 7 1/2 Tongue . . . 9 Headcheese . . . 6 1/2 Beef Extra Mess . . . 11 00 Boneless . . . 11 00 Rump, New York . . . 11 00 Pig's Feet 1/4 bbls. . . 1 20 1/2 bbls., 40 lbs. . . 2 00 3/4 bbls. . . 4 00 1 bbls. . . 8 00 Tripe Kits, 15 lbs . . . 70 1/4 bbls., 40 lbs . . . 1 25 1/2 bbls., 80 lbs . . . 2 50 Casings Hogs, per lb . . . 26 Beef rounds, set . . . 15 Beef middles, set . . . 45 Sheep, per bundle . . 70 Uncolored Butterine Solid, dairy . . . 10 @ 10 1/2 Rolls, dairy . . . 10 @ 10 1/2 Solid, purity . . . 14 Solid, purity . . . 14 Canned Meats Corned beef, 2 . . . 2 40 Corned beef, 14 . . . 17 50 Roast beef, 2 @ . . . 2 40 Potted ham, 1/4s . . . 45 Potted ham, 1/2s . . . 85 Deviled ham, 1/4s . . . 45 Deviled ham, 1/2s . . . 85 Potted tongue, 1/4s . . 45 Potted tongue, 1/2s . . 85 RICE Domestic Carolina head . . . 6 @ 6 1/2 Carolina No. 1 . . . 6 1/2 Carolina No. 2 . . . 6 Broken . . . 3 @ 3 1/2 Japan, No. 1 . . . 5 @ 5 1/2 Japan, No. 2 . . . 4 @ 5 1/2 Java, fancy head . . . 5 1/2 Java, No. 1 . . . 5 1/2	SALAD DRESSING Durkee's, large, 1 doz . 4 50 Durkee's, small, 2 doz . 5 25 Snider's, large, 1 doz . 2 35 Snider's, small, 2 doz . 1 35 SALERATUS Packed 60 lbs. in box Arm and Hammer . . 15 Deland's . . . 3 00 Dwight's Cow . . . 15 Emblem . . . 2 10 L. P. . . . 3 00 Wyandotte, 100 1/4s . 3 00 SAL SODA Granulated, bbls . . . 85 Granulated, 100lb cases . 1 00 Lump, bbls . . . 75 Lump, 145lb. kegs . . . 95 SALT Diamond Crystal Table Cases, 24 3lb. boxes . . 1 40 Barrels, 100 3lb. bags . 3 00 Barrels, 50 6lb. bags . 3 00 Barrels, 40 7lb. bags . 2 75 Butter Barrels, 320 lb. bulk . . 2 65 Barrels, 20 14lb. bags . 2 85 Sacks, 28 lbs . . . 27 Sacks, 56 lbs . . . 67 Shaker Boxes, 24 2lb . . . 1 50 Buckeye Table Brls, 120 bags, 2 1/2 lbs . 3 25 Brls, 100 bags, 2 lbs . 3 00 Brls, 60 bags, 5 lbs . 3 00 Brls, 50 bags, 6 lbs . 3 00 Brls, 30 bags, 10 lbs . 2 75 Brls, 22 bags, 14 lbs . 2 85 Brls, 320 lbs. bulk . . . 2 25 Cases, 24 cts, 3 lbs . . . 1 25 Butter Brls, 280 lbs. bulk . . . 2 25 Linen bags, 5-55 lbs . 3 00 Linen bags, 10-25 lbs . 3 00 Cotton bags, 10-25 lbs . 2 75 Cheese 5 barrel lots, 5 per cent. discount. 10 barrel lots, 7 1/2 per cent. discount. Above prices are F. O. B. Jar-Salt One dz. Ball's qt. Mason jars, (3lb. each) . . 85 Common Grades 100 3lb. sacks . . . 1 90 60 5lb. sacks . . . 1 80 28 10lb. sacks . . . 1 70 56 lb. sacks . . . 30 28 lb. sacks . . . 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56 lb. sacks . . . 22 Common Granulated Fine . . . 80 Medium Fine . . . 85 SALT FISH Cod Large whole . . . @ 6 Small whole . . . @ 5 1/2 Strips or brisks . . . @ 7 Pollock . . . @ 3 1/2 Halibut Strips . . . 14 Chunks . . . 15 Herring Holland White hoops, bbl . . . 8 50 White hoops, 1/2 bbl . 4 50 White hoops keg . . . 60 @ 75 Norwegian . . . 3 60 Round, 100 lbs . . . 2 10 Round, 50 lbs . . . 2 10 Scaled . . . 17 Bloaters . . . 1 50 Trout No. 1, 100 lbs . . . 5 50 No. 1, 40 lbs . . . 2 50 No. 1, 10 lbs . . . 70 No. 1, 8 lbs . . . 59 Mackerel Mess 100 lbs . . . 14 50 Mess 50 lbs . . . 7 50 Mess 10 lbs . . . 1 75 Mess 8 lbs . . . 1 45 No. 1, 100 lbs . . . 13 00 No. 1, 50 lbs . . . 7 00 No. 1, 10 lbs . . . 1 60 No. 1, 8 lbs . . . 1 35 Whitefish No 1 No. 2 Fam 100 lbs . . . 7 75 50 lbs . . . 3 68 10 lbs . . . 92 8 lbs . . . 77 SEEDS Anise . . . 15 Canary, Smyrna . . . 6 Caraway . . . 8 Cardamom, Malabar . 1 00 Celery . . . 10 Hemp, Russian . . . 4 Mixed Bird . . . 4 Mustard, white . . . 8 Poppy . . . 6 Rape . . . 4 1/2 Cuttle Bone . . . 25 SHOE BLACKING Handy Box, large, 3 dz . 2 50 Handy Box, small . . 1 25 Bixby's Royal Polish . . 85 Miller's Crown Polish . 85 SNUFF Scotch, in bladders . . 37 Maccaboy, in jars . . . 45 French Rapple, in jars . 45	SOAP Jaxon brand Single box . . . 3 10 3 box lots, delivered . 3 05 10 box lots, delivered . 3 00 Johnson Soap Co. brands Silver King . . . 3 65 Calumet Family . . . 2 75 Scotch Family . . . 2 85 Cuba . . . 2 35 J. S. Kirk & Co. brands American Family . . . 4 05 Dusky Diamond, 50 8oz . 2 80 Dusky D'nd., 100 6oz . 3 80 Jap Rose . . . 3 75 Savon Imperial . . . 3 10 White Russian . . . 3 10 Dome, oval bars . . . 3 10 Satinet, oval . . . 2 15 White Cloud . . . 4 00 Lautz Bros. & Co. brands Big Acme . . . 4 00 Acme, 100-1/2 lb. bars . 3 10 Big Master . . . 4 00 Snow Boy P'd'r. 100 pk . 4 00 Marshalls . . . 4 00 Proctor & Gamble brands Lenox . . . 3 10 Ivory, 6 oz . . . 4 00 Ivory, 10 oz . . . 6 75 Star . . . 3 25 A. B. Wrisley brands Good Cheer . . . 4 00 Old Country . . . 3 40 Scouring Enoch Morgan's Sons. Sapolio, gross lots . . . 9 00 Sapolio, half gross lots . 4 50 Sapolio, single boxes . 2 25 Sapolio, hand . . . 2 25 SODA Boxes, English . . . 5 1/2 Eggs, English . . . 4 1/2 SPICES Whole Spices Allspice . . . 12 Cassia, China in mats . 12 Cassia, Batavia, bund . 28 Cassia, Saigon, broken . 55 Cassia, Saigon, in rolls . 55 Cloves, Ambony . . . 20 Cloves, Zanzibar . . . 55 Mace . . . 65 Nutmegs, 75-80 . . . 50 Nutmegs, 105-10 . . . 40 Nutmegs, 115-20 . . . 35 Pepper, Singapore, blk . 15 Pepper, Singp. white . 28 Pepper, shot . . . 13 Pure Ground in Bulk Allspice . . . 16 Cassia, Batavia . . . 28 Cassia, Saigon . . . 48 Cloves, Zanzibar . . . 18 Ginger, African . . . 15 Ginger, Cochon . . . 18 Ginger, Jamaica . . . 25 Mace . . . 65 Mustard . . . 18 Pepper, Singapore, blk . 17 Pepper, Singp. white . 25 Pepper, Cayenne . . . 20 Sage . . . 20 STARCH Common Gloss 1lb. packages . . . 5 3lb. packages . . . 4 1/2 6lb. packages . . . 5 1/2 40 and 50 lb. boxes . 3 @ 3 1/2 Barrels . . . 3 @ 3 1/2 Common Corn 20 1lb. packages . . . 5 40 1lb. packages . . . 4 1/2 @ 7 SYRUPS Corn Barrels . . . 21 Half barrels . . . 21 20lb. cans, 1/2 dz. in case 55 10lb. cans, 1/2 dz. in case 55 5lb. cans, 1 dz. in case 75 2 1/2 lb. cans, 2 dz. in case 1 75 Pure Cane Fair . . . 16 Good . . . 20 Choice . . . 25 TEA Japan Sundried, medium . . . 24 Sundried, choice . . . 22 Sundried, fancy . . . 26 Regular, medium . . . 24 Regular, choice . . . 36 Regular, fancy . . . 36 Basket-fired, medium . 31 Basket-fired, choice . 38 Nibs . . . 22 @ 24 Siftings . . . 9 @ 11 Fannings . . . 12 @ 14 Gunpowder Moyune, medium . . . 30 Moyune, choice . . . 32 Moyune, fancy . . . 40 Pingsuey, medium . . . 30 Pingsuey, choice . . . 30 Pingsuey, fancy . . . 40 Young Hyson Choice . . . 30 Fancy . . . 36 Oolong Formosa, fancy . . . 42 Amoy, medium . . . 25 Amoy, choice . . . 32 English Breakfast Medium . . . 20 Choice . . . 30 Fancy . . . 36 India Ceylon, choice . . . 33 Fancy . . . 43	TOBACCO Fine Cut Cadillac . . . 54 Sweet Loma . . . 33 Hiawatha, 5lb. pails . 55 Hiawatha, 10lb. pails . 55 Telegram . . . 22 Pay Car . . . 31 Prairie Rose . . . 49 Protection . . . 37 Sweet Burley . . . 42 Tiger . . . 38 Plug Red Cross . . . 32 Kyo . . . 32 Hiawatha . . . 34 Hiawatha . . . 41 Battle Axe . . . 33 American Eagle . . . 32 Standard Navy . . . 36 Spear Head, 16 oz . . 42 Spear Head, 8 oz . . . 44 Nobby Twist . . . 48 Jolly Tar . . . 36 Old Honesty . . . 42 Toddy . . . 36 J. T. . . . 36 Piper Heidsieck . . . 63 Boot Jack . . . 78 Honey Dip Twist . . . 39 Black Standard . . . 38 Cadillac . . . 38 Forge . . . 30 Nickel Twist . . . 50 Smoking Sweet Core . . . 34 Flat Car . . . 32 Great Navy . . . 32 Warpath . . . 26 Bamboo, 16 oz . . . 25 I X L, 5 m . . . 27 I X L, 16 oz, pails . 31 Honey Dew . . . 37 Gold Block . . . 37 Hagman . . . 40 Chips . . . 33 Kiln Dried . . . 21 Duke's Mixture . . . 39 Duke's Cameo . . . 43 Myrtle Navy . . . 40 Yum Yum, 1 2-3 oz . 39 Yum Yum, 1lb. pails . 37 Cream . . . 36 Corn Cake, 2 1/2 oz . 24 Corn Cake, 1lb . . . 22 Plow Boy, 1 2-3 oz . 39 Plow Boy, 3 1/2 oz . 39 Peerless, 3 1/2 oz . 35 Peerless, 1 2-3 oz . 36 Air Brake . . . 36 Cant Hook . . . 30 Country Club . . . 32-34 Forex-XXXX . . . 28 Good Indian . . . 23 Self Binder . . . 20-22 Silver Foam . . . 34 TWINE Cotton, 3 ply . . . 23 Cotton, 4 ply . . . 23 Jute, 2 ply . . . 12 Hemp, 6 ply . . . 12 Flax, medium . . . 20 Wool, 1lb. balls . . . 6 VINEGAR Malt White Wine, 40 gr . 8 Malt White Wine, 80 gr . 11 Pure Cider, B & B . 11 Pure Cider, Red Star . 11 Pure Cider, Robinson . 11 Pure Cider, Silver . . 11 WASHING POWDER Diamond Flake . . . 2 75 Gold Brick . . . 3 25 Gold Dust, regular . 4 50 Gold Dust, 5c . . . 4 00 Kirkoline, 24 4lb . . 3 90 Pearline . . . 3 75 Soapine . . . 4 10 Babbitt's 1776 . . . 3 75 Roseine . . . 3 50 Armour's . . . 3 70 Nine O'clock . . . 3 85 Wisdom . . . 3 88 Scourine . . . 3 50 Rub-No-More . . . 3 75 WICKING No. 0, per gross . . . 25 No. 1, per gross . . . 35 No. 2, per gross . . . 45 No. 3, per gross . . . 70 WOODENWARE Baskets Bushels . . . 1 00 Bushels, wide band . 1 25 Market . . . 35 Splint, large . . . 6 00 Splint, medium . . . 5 00 Splint, small . . . 4 00 Willow, Clothes, large . 25 Willow, Clothes, med . 6 00 Willow, Clothes, small . 5 00 Bradley Butter Boxes 2lb. size, 24 in case . 72 3lb. size, 16 in case . 68 5lb. size, 12 in case . 63 10lb. size, 6 in case . 60 Butter Plates No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45 No. 3 Oval, 250 in crate 50 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal. each . . 2 40 Barrel, 10 gal. each . 2 55 Barrel, 15 gal. each . 2 70 Clothes Pins Round head, 5 gross bx . 55 Round head, cartons . 75	Egg Crates Humpty Dumpty . . . 2 40 No. 1, complete . . . 32 No. 2, complete . . . 18 Faucets Cork lined, 8 in . . . 65 Cork lined, 9 in . . . 75 Cork lined, 10 in . . . 85 Cedar, 8 in . . . 55 Mop Sticks Trojan spring . . . 90 Eclipse patent spring . 85 No. 1 common . . . 75 No. 2 pat. brush holder . 85 12lb. cotton mop heads . 1 25 Ideal No. 7 . . . 90 Pails 2-hoop Standard . . . 1 60 3-hoop Standard . . . 1 75 2-wire, Cable . . . 1 70 2-wire, Cable, No. 1 . . 70 3-wire, Cable . . . 1 90 Cedar, all red, brass . 1 25 Paper, Eureka . . . 2 25 Fibre . . . 2 70 Toothpicks Hardwood . . . 2 50 Softwood . . . 2 75 Banquet . . . 1 50 Ideal . . . 1 50 Traps Mouse, wood, 2 holes . 22 Mouse, wood, 4 holes . 45 Mouse, wood, 6 holes . 70 Mouse, tin, 5 holes . . 65 Rat, wood . . . 80 Rat, spring . . . 75 Tubs 20-in., Standard, No. 1 . 7 00 18-in., Standard, No. 2 . 6 00 16-in., Standard, No. 3 . 5 00 20-in., Cable, No. 1 . . 7 50 18-in., Cable, No. 2 . 6 50 16-in., Cable, No. 3 . 5 50 No. 1 Fibre . . . 10 80 No. 2 Fibre . . . 9 45 No. 3 Fibre . . . 8 55 Wash Boards Bronze Globe . . . 2 50 Dewey . . . 1 75 Double Acme . . . 2 75 Single Acme . . . 2 25 Double Peerless . . . 3 25 Single Peerless . . . 2 50 Northern Queen . . . 2 50 Double Duplex . . . 3 00 Good Luck . . . 2 75 Universal . . . 2 25 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter . . . 75 13 in. Butter . . . 1 15 15 in. Butter . . . 2 00 17 in. Butter . . . 3 25 19 in. Butter . . . 4 75 Assorted 13-15-17 . . 2 25 Assorted 15-17-19 . . 3 25 WRAPPING PAPER Common Straw . . . 1 1/2 Fibre Manila, white . 2 1/2 Fibre Manila, colored . 4 No. 1 Manila . . . 4 Cream Manila . . . 3 Butcher's Manila . . . 2 1/2 Wax Butter, short cut . 20 Wax Butter, full count . 20 Wax Butter, rolls . . 15 YEAST CAKE Magic, 3 doz . . . 1 15 Sunlight, 3 doz . . . 1 00 Sunlight, 1 1/2 doz . . 50 Yeast Foam, 3 doz . . 1 15 Yeast Cream, 3 doz . . 1 00 Yeast Foam, 1 1/2 doz . 58 FRESH FISH Per lb. White fish . . . 10 @ 11 Trout . . . 9 Black Bass . . . 11 @ 12 Halibut . . . 10 @ 11 Cliscos or Herring . . 5 Bluefish . . . 11 @ 12 Live Lobster . . . 25 Boiled Lobster . . . 27 Cod . . . 12 Haddock . . . 8 No. 1 Pickerel . . . 8 1/2 Pike . . . 7 Perch, dressed . . . 7 Smoked White . . . 12 1/2 Red Snapper . . . 7 Col. River Salmon 12 1/2 @ 13 Mackerel . . . 19 @ 20 OYSTERS Cans F. H. Counts . . . 35 Extra Selects . . . 28 Selects . . . 23 Perfection Standards . 22 Anchors . . . 19 Standards . . . 15 Favorites . . . 17 Bulk Standard, gal . . . 1 40 Selects, gal . . . 1 50 Extra Selects, gal . . 1 60 Fairhaven Counts, gal . 1 50 Shell Oysters, per 100 . 1 00 Shell Clams, per 100 . 1 00 Clams, gal . . . 1 25 HIDES AND PELTS Hides Green No. 1 . . . 7 Green No. 2 . . . 6 Cured No. 1 . . . 8 1/2 Cured No. 2 . . . 7 1/2 Calfskins, green No. 1 . 9 Calfskins, green No. 2 . 7 1/2 Calfskins, cured No. 1 . 10 1/2 Calfskins, cured No. 2 . 9 Steer Hides 60lbs. over 9 Cow Hides 60lbs. over . 8 1/2 Pelts Old Wool . . . 50 @ 1 40 Shearings . . . 50 @ 1 25 Tallow No. 1 . . . 4 1/2 No. 2 . . . 3 1/2 Wool Washed, fine . . . 20 Washed, medium . . . 23 Unwashed, fine . . . 14 @ 16 Unwashed, medium . . 18 CONFECTIONS Stick Candy Standard . . . 7 Standard H. H. . . . 7 Standard Twist . . . 8 Cut Loaf . . . 9 Pails Jumbo, 32lb. cases Extra H. H. . . . 9 Boston Cream . . . 10 Mixed Candy Grocers . . . 6 Competition . . . 7 Special . . . 7 1/2 Conserved . . . 7 1/2 Royal . . . 8 1/2 Ribbon . . . 9 Broken . . . 8 Cut Loaf . . . 8 English Rock . . . 9 Kindergarten . . . 8 1/2 Bon Ton Cream . . . 8 1/2 French Cream . . . 9 Star . . . 11 Hand made Cream . . 14 1/2 Premio Cream mixed . 12 1/2 Fancy-In Pails O F Horehound Drop . 10 Gypsy Hearts . . . 14 Coco Bon Bons . . . 12 Fudge Squares . . . 12 Peanut Squares . . . 9 Sugared Peanuts . . 10 Salted Peanuts . . . 10 Starlight Kisses . . . 10 San Blas Goodies . . 12 Lozenges, plain . . . 9 Lozenges, printed . . 10 Champion Chocolate . 11 Eclipse Chocolates . . 13 Quintette Chocolates . 12 Champion Gum Drops . 8 Moss Drops . . . 9 Lemon Sours . . . 9 Imperial . . . 9 Ital. Cream Opera . . 12 Ital. Cream Bon Bons . 12 20 lb. pails . . . 12 Molasses Chews, 15lb. cases . . . 12 Golden Waffles . . . 12 Fancy-In 5lb. Boxes Lemon Sours . . . 50 Peppermint Drops . . 50 Chocolate Drops . . . 60 H. M. Choc. Drops . . 85 H. M. Choc. Lt. and Dark No. 12 . . . 1 00 Gum Drops . . . 35 O. F. Licorice Drops . . 80 Lozenges, plain . . . 55 Lozenges, printed . . 60 Imperial . . . 55 Mottos . . . 60 Cream Bar . . . 55 Molasses Bar . . . 55 Hand Made Cr'ms . 80 @ 90 Cream Buttons, Pep. and Wintergreen . . 65 String Rock . . . 60 Wintergreen Berries . 55 F. Bossenberger's brains . 55 Carrels . . . 12 Nut caramels . . . 14 Kisses . . . 14 Chocolates . . . 11-20 Pop Corn Maple Jake, per case . 3 00 Cracker Jack . . . 3 00 Pop Corn Balls . . . 1 80 NUTS Whole Almonds, Tarragona . 16 Almonds, Ivica . . . 16 Almonds, California . 14 @ 16 Brazils . . . 10 Filberts . . . 11 Walnuts, French . . . 12 Walnuts, soft shelled, Cal. No. 1 . . . 16 Table Nuts, fancy . . 18 Pecans, Med . . . 9 Pecans, Ex. Large . . 10 Pecans, Jumbos . . . 11 Hickory Nuts per bu . . 1 75 Ohio new . . . 1 75 Cocanuts . . . 4 Chestnuts, per bu . . . Shelled Spanish Peanuts, 6 1/2 @ 7 1/2 Peanut Halves . . . 38 Walnut Halves . . . 32 Filbert Meats . . . 25 Alicante Almonds . . 36 Jordan Almonds . . . 50 Peanuts Fancy, H. P. Suns, 5 1/2 @ 6 1/2 Fancy, H. P. S. Suns, . . 7 Roasted . . . 7 Choice, H. P. J'm . . . 8 1/2 bo, Roasted . . . 9 @ 9 1/2	

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon55 6 00

BAKING POWDER

Jaxon Brand

JAXON
1/4 lb. cans, 4 doz. case 45
1/2 lb. cans, 4 doz. case 85
1 lb. cans, 2 doz. case 60

Royal

10c size. 90
1/4 lb. cans 135
6 oz. cans 190
1/2 lb. cans 250
3/4 lb. cans 375
1 lb. cans 480
3 lb. cans 13 00
5 lb. cans 21 50

BLUING

Arctic 4 oz. ovals, p gro 4 00
Arctic 8 oz. ovals, p gro 6 00
Arctic 16 oz. ro'd, p gro 9 00

BREAKFAST FOOD

Oxford Flakes

No. 1 A, per case.....3 60
No. 2 B, per case.....3 60
No. 3 C, epr case.....3 60
No. 1 D, per case.....3 60
No. 2 D, per case.....3 60
No. 3 D, per case.....3 60
No. 1 E, per case.....3 60
No. 2 E, per case.....3 60
No. 1 F, per case.....3 60
No. 3 F, per case.....3 60

Grlts

Walsh-DeRo Co.'s Brands



Cases, 24 2 lb. pack's..2 00

CIGARS

S.C.W.
G. J. Johnson Cigar Co.'s bd.
Less than 500.....33 00
500 or more.....32 00
1,000 or more.....31 00

CHEWING GUM

Gelery 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

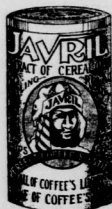
Dwinell-Wright Co.'s Bds.



White House, 1 lb.....
White House, 2 lb.....
Excelsior, M & J, 1 lb..
Excelsior, M & J, 2 lb..
1/4 lb Top, M & J, 1 lb..
Royal Java

Royal Java and Mocha..
Java and Mocha Blend..
Boston Combination ..
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; B. Des-
enberg & Co., Kalamazoo;
Symons Bros. & Co., Sagin-
aw; Meisel & Goeschel,
Bay City; Fiebach 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

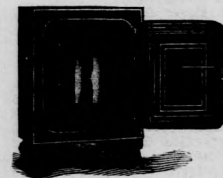
FLAVORING EXTRACTS

Foot & Jenks
Coleman's Van. Lem.
2oz. Panel1 20 75
3oz. Taper2 00 1 50
No. 4 Rich. Blake.2 00 1 50

Jennings
Terpenolless Lemon
No. 2 D. C. pr dz 75
No. 4 D. C. pr dz1 50
No. 6 D. C. pr dz2 00
Taper D. C. pr dz1 50

Mexican Vanilla
No. 2 D. C. pr dz1 20
No. 4 D. C. pr dz2 00
No. 6 D. C. pr dz3 00
Taper D. C. pr dz2 00

SAFES



Full line of the celebrated
Diebold fire proof safes
kept in stock by the
Tradesman Company.
Twenty different sizes on
hand at all times—twice
as many of them as are
carried by any other house
in the State. If you are
unable to visit Grand Rap-
ids and inspect the line
personally, write for quo-
tations.

SALT

Jar-Salt



One dozen
Ball's quart
Mason jars
(3 pounds
each)85

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..3 85
50 cakes, small size..1 95

Tradesman Co.'s Brand



Black Hawk, one box..2 50
Black Hawk, five bxs.2 40
Black Hawk, ten bxs.2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

Place Your
Business
on a
Cash Basis
by using
our
Coupon Book
System.

We
manufacture
four kinds
of
Coupon Books
and
sell them
all at the
same price
irrespective of
size, shape
or
denomination.

We will
be
very
pleased
to
send you samples
if you ask us.
They are
free.

Tradesman Company
Grand Rapids

We sell more 5 and 10
Cent Goods Than Any
Other Twenty Whole-
sale Houses in the
Country.

WHY?

Because our houses are the recog-
nized headquarters for these
goods.

Because our prices are the lowest.
Because our service is the best.

Because our goods are always
exactly as we tell you they are.

Because we carry the largest
assortment in this line in the
world.

Because our assortment is always
kept up-to-date and free from
stickers.

Because we aim to make this one
of our chief lines and give to
it our best thought and atten-
tion.

Our current catalogue lists the most com-
plete offerings in this line in the world.
We shall be glad to send it to any merchant
who will ask for it. Send for Catalogue J.

BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only
New York Chicago St. Louis

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.

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

PREPARED MUSTARD WITH HORSE RADISH
Just What the People Want.
Good Profit; Quick Sales.
THOS. S. BEAUDOIN, Manufacturer
Write for prices 518-24 18th St., Detroit, Mich.

PAPER BOXES

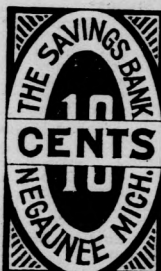
We manufacture a complete line of
MADE UP and FOLDING BOXES for

Cereal Food, Candy, Shoe, Corset and Other Trades

When in the market write us for estimates and samples.
Prices reasonable. Prompt service.

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

Trading Stamps



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

Tradesman Company, Grand Rapids, Mich.

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—Stock general merchandise invoicing about \$1,200. Store building, dwelling and two acre lot. Cash business. Good farming country. Post office and telephone pay station in store. Will engage in other business. Enquire C. E. Smith, Sharon, Mich. 97

For Sale—A \$5,000 stock, consisting of china, crockery, tin and enamel ware, dry goods, clothing, furnishings and notions. Good location. A snap. Terms easy. The Racket, Traverse City, Mich. 96

For Sale—First-class book and stationery store, with wall paper and window shade stock, located in growing manufacturing city in Western Michigan. Address No. 95, care Michigan Tradesman. 95

For Sale—Stock men's clothing and furnishings in growing Northern town (county seat), invoicing \$2,200 to \$2,500. Good reasons for selling. A splendid opportunity for young man with \$1,500. Cash. Address No. 94, care Michigan Tradesman. 94

Coal Lands For Sale—I have for sale, cheap, 8,000 acres of the finest coal lands in Tennessee. Address J. M. Gray, Jr., Nashville, Tenn. 84

Receiver's Sale, a Bargain—The property known as the Mexico Manufacturing Co., on El River; water all year; new dam last summer, cost \$1,000; two large water wheels, including building and machinery; band saws, five planers, one sander, scroll saws, lathe, etc., one feed mill, about seven acres ground, two good dwelling houses, barn and sheds; also, on same ground, one large steam sawmill, 50 horse-power engine; good location for lumber yard. Address Lewis Bond, Receiver, or Dan Griswold, Mexico, Ind. 83

For Sale—Acme Hand Push Carriers, cheap. Suitable for any kind of store. Acme Cash Railway, New Haven, Conn. 82

For Sale—Nice clean stock of general merchandise in small town of 200, in rich farming community; nearly all cash trade; stock will invoice about \$5,500, but I can reduce to \$2,500 in two or three weeks; am going to the Coast and this is a splendid opportunity for an established trader; also own building and will sell same cheap, or rent it. Only two other stores in town; also have small residence and four lots for sale. No better business point in this part of the State. Address L. Hatfield, Niagara, N. D. 81

For Rent—Fine new store room in heart of business center of Moline, Ill.; room 22x85 feet; can be had at once. Enquire of Pierr & Co., Moline, Ill. 79

For Sale—One of the best located drug stores in Grand Rapids; good stock and good trade; invoice \$3,500; a bargain for anyone wishing to buy a drug stock. Address No. 78, care Michigan Tradesman. 78

For Sale—A Russell portable sawmill, with saw and belt, in perfect order. Address E. M. Rogers, R. R. No. 1, Grand Rapids, Mich. 92

For Sale or Rent, or Will Trade for Land—Three story brick hotel; 26 rooms; well located; only hotel in town of 1,200; partly furnished; furnace heat throughout; price \$7,000; terms. Address J. C. Murphey, Morocco, Ind. 91

For Sale—A National Cash Register, No. 3. It is in No. 1 condition; cost \$125. This register is as good as new. My price, \$60. E. C. Clark, Tekonsha, Mich. 90

Wanted—To buy stock of general merchandise from \$5,000 to \$25,000 for cash. Address No. 89, care Michigan Tradesman. 89

For Sale—Small stock of general merchandise in a live town of 2,000 inhabitants. Will sell at a bargain and rent building; good brick, two story building on main street; good reason for selling. Address Box 387, Portland, Mich. 88

For Sale—A stock of drugs and fixtures. This stock recently sold at receiver's sale and was bought by a competitor. It will be sold cheap to an out-of-town person. The stock is new. Had been run only two years. Invoices \$1,108. Will be sold for considerably less. Write Frank E. Heath, Middleville, Mich. 87

For Sale—Grocery on Grand av., Milwaukee, downtown district; good money-maker for experienced man; owner must devote attention to other business; invoices about \$4,000. F. J. Roemer, 415 Grand av., Milwaukee, Wis. 86

For Sale—\$2,000 stock of general merchandise; rent cheap; or will sell building. Address Lock Box 2,177, Nashville, Mich. 85

For Rent or Trade for Land or Merchandise—Store and lot in good Northern Iowa town. Store 22x100; first-class shape. Address W., care Michigan Tradesman. 59

For Sale Cheap—General stock and fixtures. Will sell or rent store building, or sell stock to be removed. Address No. 51, care Michigan Tradesman. 51

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 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

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

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—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 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—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

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 46, Lena, Wis. 41

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

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 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. 953

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. 954

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.

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.

Situation Wanted—Young man, speaking German, with some experience in dry goods, wants position. Can show references. Address Aug. Horn, Denver, Iowa. 80

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

Wanted—Steady position by registered pharmacist. Thoroughly good references. Address Pharmacist, care Michigan Tradesman. 993

SALESMEN WANTED.

Wanted—Salesmen to sell as side line or on commission Dilleys Queen Washer. Any territory but Michigan. Address Lyons Washing Machine Company, Lyons, Mich.

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 not only exceptional, but unique. As a drawer of crowds that buy, it certainly has no equal. If you desire a quick reduction sale that will 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 ave., Chicago. (Reference, Dun's Mercantile Agency.) 872

MISCELLANEOUS.

Wanted—Young men and women of good character and fair education to learn shorthand. Personal instructions given by mail by experienced court reporters. You can continue your present occupation and learn it during your spare hours at a minimum of expense. For full particulars address Reporters, care Michigan Tradesman. 93

A Position Is Open—Do you know where it is? We do. We have openings for high-grade men of all kinds—Executive, Technical, Clerical—paying from \$1,000 to \$10,000 a year. High-grade exclusively. Write for plan and booklet. Hapgood (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

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. 84

ELECTROTYPES
DUPLICATES OF
ENGRAVINGS & TYPE FORMS
SINGLY OR IN QUANTITY
TRADESMAN CO., GRAND RAPIDS, MICH.

Manufacturing Matters.

Detroit—The Snyder Heater Co. has increased its capital stock from \$20,000 to \$50,000.

Gobleville—The capital stock of the Gobleville Milling Co. has been increased from \$10,000 to \$13,300.

Detroit—The capital stock of the Detroit Creamery Co. has been increased from \$125,000 to \$160,000.

Wells—The capital stock of the Mashek Chemical & Iron Co. has been increased from \$125,000 to \$150,000.

Battle Creek—The capital stock of the Rathbun & Kraft Lumber Co., Limited, has been increased from \$50,000 to \$100,000.

Saginaw—Alfred W. Norris and the Valley Auto Co. have formed a new corporation under the style of the Norris Auto Co., with a capital stock of \$12,000.

Detroit—The Detroit Distilled Water Co. has filed articles of incorporation with a capital stock of \$50,000. The members of the company are J. J. Matheson, 4,662 shares; Robert T. Hughes, 259 shares, and W. R. Thomson, 119 shares.

Detroit—The Congress Cigar Co. has been organized to engage in the manufacture of cigars. The new concern has an authorized capital stock of \$2,000, of which Wm. R. Brown holds 150 shares; H. VanBaalen, 40 shares, and Harold N. King, 10 shares.

Grand Ledge—H. R. Streeter and L. A. Jones are organizing a company to engage in the manufacture of cutlery. Mr. Jones was recently an employe at the Vanator edge tool works and was at one time a partner in the business with Mr. Vanator at Clyde, Ohio.

Detroit—John J. Marten, manufacturer of cigar boxes and labels, has merged his business into a corporation under the style of the Marten Cigar Box Co. The stock is owned by M. E. Marten, with the exception of 150 shares, held in equal amounts by J. J. Marten, T. M. Roche and J. P. Roche.

Howell—The Eureka Low Water Alarm Co. has been organized with a capital stock of \$100,000 to engage in the manufacturing and mercantile business. The members of the company and their holdings are as follows: A. D. Thompson, \$5,000; A. J. Prindle, \$2,500; O. W. Sexton, \$1,800, and G. G. Winans, \$1,000.

Williams—The Victor Cooperage Co. has been organized with a capital stock of \$10,000, with the following stockholders: James Innes, Jr., Chatham, Ont., 500 shares; Mrs. M. M. Rafter, Homer, 497 shares; F. G. Rafter, Williams, 1 share; C. A. Rafter, Homer, 1 share, and W. M. Fleming, Chatham, Ont., 1 share.

Kalamazoo—Oscar K. Buckhout has organized the O. K. Buckhout Chemical Co. to engage in the manufacture of embalming fluid and undertakers' supplies. The authorized capital stock is \$40,000, all of which is held by him with the exception of 55 shares, which are owned equally by Geo. S. Harrington and Geo. P. Truesdale.

Charlevoix—The Argo Milling Co. has been formed for the purpose of

engaging in the purchase of cereals and the manufacture of cereal products. The capital stock is \$60,000. The members of the new company are H. M. Enos, 285 shares; G. D. Swinton, 285 shares; H. I. McMillan, 20 shares; A. A. Swinton, 5 shares, and M. M. Swinton, 5 shares.

Jackson—The establishment of a branch factory of the Clyde Kraft Co., of Clyde, Ohio, of which mention was made in the Tradesman a couple of weeks ago, is meeting with encouragement from prominent business men of this city, who have appointed a committee to select a site for the factory buildings and to report to the parent company.

Manistee—The Manistee Salt & Mineral Bath Co. is the style of a new enterprise recently launched at this place. The purpose of the company is the giving of baths—salt, mineral and vapor—and medical treatment. The capital stock is \$30,000, of which T. J. Ramsdell holds 700 shares, and H. W. Marsh, G. A. Hart and John Seymour each hold 500 shares.

Bay City—The Bailey Furniture & Fixture Co. has removed from Detroit and engaged in the manufacturing of metallic furniture and display fixtures and merchant tailors' specialties. The articles of incorporation show authorized capital stock of \$6,000, held as follows: H. Bailey, 84 shares; Geo. D. Bailey, 83 shares; Chas. A. Bailey, 83 shares, and Chas. W. Tripp, 50 shares.

Oysters Reared by Hand.

Although many attempts have been made, up to a very recent date it has been impossible to propagate oysters artificially, but within the last year Professor Julius Nelson, biologist for the State Bureau of Shell Fisheries of New Jersey, has succeeded in propagating oyster germs or seed.

If a female oyster be jabbed with a knife in the right way the knife point will be smeared with a milky-looking substance, in which, by the aid of a microscope, can be seen tiny eggs having the general shape of minute oysters.

If the same proceeding be gone through with for the male and the two fluids mixed in salt water fertilization will occur in about ten minutes, and in about an hour the first development of the egg begins. After twenty-four hours the shells begin to come and the oysters are in a fair way to grow up. At the first impregnation, although many male sperms adhere to one egg, it is shown by the microscope that if more than one enters the egg a monstrosity results which will not develop.

The greatest difficulty at present is to keep the minute oyster fry from escaping from the sea water tank in which they are developed, but this problem is in a fair way of solution, and the day may not be far off when the oysterman can get his oyster seed in the earliest stages of its development and ready to "set" on the shells planted for them.

Good form appears to be the accumulated weariness of centuries expressed in a general air of boredom.

Business Will Not Suffer by Abolishing the Loafers.

This is to the merchant who keeps a store in a small town, where the farmers come in on Saturdays regularly, and on the other week days when the weather is too bad to work on the farm.

This is especially to the merchant who thinks he must reserve some vacant spot in his store for the farmers to make themselves comfortable in when they come to town.

The picture is usually like this, whether the merchant be a groceryman, druggist, hardware man or runs a general store.

Shelves and counters down each side with a wide center aisle, bare of any tables or merchandise. No store stools along the counters screwed tight to the floor, but instead a dozen or more easy back chairs encircling a big store stove.

The stove stands in the center of the room, encircled by a wooden base filled with ashes or sawdust to catch tobacco spit or else there are boxes around for the self-same purpose.

Four days out of the week there's a bunch of farmers sitting around this stove, with their feet cocked up in the air, talking corn and calves and oats and wheat and spitting tobacco juice.

You probably furnish them with tobacco at not enough profit to pay for cleaning the spit box.

After the farmers have gone home for their supper up comes the town gang to spend the evening, spin yarns and spit.

You probably feel as though you couldn't get along without this crowd of loafers, Mr. Goodmerchant; that your trade would go to the demnition bow-wows and you to the bankrupt court if these fellows should not come around regularly to hold down your chairs and take up space that you ought to devote to the display of merchandise.

Don't you know that these fellows keep lots of women from coming to your store to trade?

It's a fact.

Women are powerful shy of stores where men congregate to swap talk with each other.

You've probably had loafers in your store ever since you've been in business, and it seems to you that you'd be terribly lonesome without them—especially of evenings.

That's all right.

Close up your store and go home to your wife after business stops.

That's where you ought to be, anyhow. It would be better if you didn't have to keep your store open of evenings at all.

And the farmers?

How can you get rid of them loafing around?

Hire a girl clerk.

That will do the business.

Men won't loaf around a store where they are employed.

They'll just buy their goods and make their getaway.

That's a fact.

You may think that if you stop this loafing business you'll lose some good business.

You will

Lose a sale of a plug of tobacco now and then maybe, but nothing that you need take account of.

You'll have your decks cleared so that women will feel like coming in without having their husbands along, and for every cent's worth of men's trade you lose, it's a safe guess that you'll gain a dollar in women's patronage.

Look at the store across the street.

No loafers hang around there and it does two dollars' worth of business to your one.

Get rid of the loafers, Mr. Goodmerchant.

Set the stove back in the rear of the store and send the spit box to Kingdom Come.

Put tables out in the center aisle with merchandise on them at January prices.

Clean out your odds and ends and get ready for a brand new clean business in the spring.

Buy a few 5 and 10 cent bargain counter goods to attract attention, and draw trade as well as to pay you a handsome profit.

That center aisle space is very valuable to you, Mr. Goodmerchant. The most valuable in your store.

Get rid of these men loafers once, and you wouldn't have them back again at any price.

Do it and you'll be glad we said it.—Butler Bros. Catalogue.

Too Much For Him.

Manager—Doctor, come into the store quick.

M. D.—Is it a serious case?

Manager—Extremely so. A woman bought \$10 worth and didn't ask for a single sample, and the clerk is now a gibbering idiot.

TOO LATE TO CLASSIFY**BUSINESS CHANCES.**

On account of continued ill health, I will sell or exchange for desirable real estate or hardware stock my hotel, The Abbott. J. R. Abbott, Howard City, Mich. 101

To Exchange—Good realty in fast growing city for general merchandise or hardware. Address Realty, care Michigan Tradesman. 98

For Rent—Fine location for a department or general or dry goods store. Large stone building, three entrances on two main business streets. Rent reasonable. Occupation given February, 1904. Don't fail to write to Chas. E. Nelson, Waukesha, Wis. 103

For Sale—Stock of clothing and shoes, invoicing \$4,000; only stock of the kind in twelve miles; good trade; stock in good condition; cash sale; no trade; will sell reasonably; splendid opening for business. Henderson Bros., Pierceton, Ind. 106

For Sale—Best dry goods business in Alexandria, Ind.; liberal discount; \$14,000 stock; \$40,000 sales; manufacturing city of 12,000. Hord Bros. 105

Second-Hand Check Protectors—\$2.50 to \$15, worth double any make. Protectors (used U. S. Treasury) not over thirty dollars, \$30. Some at \$123. 5-A Rubber type alphabets, \$1. A. Aarons, 22 E. Eighth St., New York. 104

SALESMAN WANTED.

Saleswomen—To sell our desirable line of goods to dry goods stores; liberal commission. Wright & Co., 156 Fifth ave., New York City. 102

Wanted—Reliable salesmen to handle our bread toaster as a side line in Michigan, Illinois, Indiana and Missouri. Sells to nine out of ten dealers. Can steam tea, coffee or poach eggs while toasting bread. Liberal commission, exclusive territory. Wilson Toaster Manufacturing Co., Minneapolis, Minn. 99

AUCTIONEERS AND TRADERS

The Hoosier Hustler—The noted merchandise auctioneer, now selling a stock of clothing and shoes at Afton, Iowa. For book of references and terms address Box 17. 100