

MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, JANUARY 27, 1904

Number 1062

Commercial Credit Co.
 CREDIT ADVICES
 COLLECTIONS AND LITIGATION
 LIMITED
 WIDDICOMB BLDG. GRAND RAPIDS,
 DETROIT OPERA HOUSE BLOCK, DETROIT.
 WE FURNISH PROTECTION AGAINST
 WORTHLESS ACCOUNTS
 AND COLLECT ALL OTHERS

Collection Department

R. G. DUN & CO.
 Mich. Trust Building, Grand Rapids
 Collection delinquent accounts; cheap, efficient,
 responsible; direct demand system. Collections
 made everywhere—for every trader.
 O. R. McCRONE, Manager.

IF YOU HAVE MONEY

and would like to have it
EARN MORE MONEY,
 write me for an investment
 that will be guaranteed to
 earn a certain dividend.
 Will pay your money back
 at end of year if you de-
 sire it.

Martin V. Barker
 Battle Creek, Michigan

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

BONDS

Correspondence Solicited.

**NOBLE, MOSS & COMPANY
 BANKERS**

Union Trust Building, Detroit, Mich.

William Connor, Pres. Joseph S. Hoffman, 1st Vice-Pres.
 William Alden Smith, 2d Vice-Pres.
 M. C. Huggatt, Secy-Treasurer

The William Connor Co.

**WHOLESALE CLOTHING
 MANUFACTURERS**

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

Spring line of samples now showing—
 also nice line of Fall and Winter Goods
 for immediate delivery.

Have Invested Over Three Million Dol- lars For Our Customers in Three Years

Twenty-seven companies! We have a
 portion of each company's stock pooled in
 a trust for the protection of stockholders,
 and in case of failure in any company you
 are reimbursed from the trust fund of a
 successful company. The stocks are all
 withdrawn from sale with the exception of
 two and we have never lost a dollar for a
 customer.

Our plans are worth investigating. Full
 information furnished upon application to
CURRIE & FORSYTH
 Managers of Douglas, Lacey & Company
 1023 Michigan Trust Building,
 Grand Rapids, Mich.

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GENERAL TRADE REVIEW.

Plentiful money, at easy rates, with a prospect of its continuance, the excellent outlook for another year of healthful trade conditions in the industrial field and more assured prospects of a peaceful solution of the Eastern questions combine to give the most decided upward movement in the securities market for many months past. Significant price changes have all been upward and buyers have come into the field large aggregate total of transactions in sufficient numbers to make a large aggregate total of transactions as compared with any during the past year or two. At the same time staple quotations have been advancing, probably through speculative manipulation, wheat passing 90 cents and cotton going above 15.

It is to be borne in mind as a factor in the general situation that there is more money in the country than ever before on record, and the supplies at the great centers are accumulating at a rate that has depressed both call and time funds to the lowest rates that have been quoted in many months. The country's ability to import gold last fall and the strength of industrial conditions in the United States have created

confidence in all circles, and the banks apparently believe that they are justified in employing their money in large amounts in the loan market. Of course, the banks are wise enough to take precautions that will insure them against loss in case of the development of unexpected trouble, and their loans are therefore well secured and the banks may be depended on to surround themselves with safeguards that will afford ample protection to their depositors.

General jobbing trade is naturally quiet, it being between seasons in the great industries, yet a fair number of outside buyers are in all the markets. As inventories are concluded, last year's business makes very satisfactory comparisons with earlier years, and before opening new lines of goods there are many bargain sales in progress. There is still much idleness because of closed factories, mills and shops, but more resurrections are contemplated, and there has been less controversy regarding wage scales than at one time appeared probable.

Strength in cotton goods is natural, and the mills are growing extreme, and the mills are growing extremely cautious regarding future commitments. Consumption must be contracted by the level of prices, but manufacturers are growing more confident that it will not be necessary to sacrifice goods. Supplies in the hands of retailers, jobbers and clothing makers must be decreasing, for shipments from the mills have fallen far below normal. Mills have already suffered by defaults on deliveries of raw material, although this has been more disturbing to British spinners, and it is becoming difficult to place contracts for anything but immediate business. Similar disparity between product and raw material is seen in the woolen industry, but the effects are felt in less degree. New lines of wools have opened at 5 to 10 per cent. lower prices than a year ago, while raw wool averages 5 to 10 per cent. higher. The result is not encouraging. Owing to the strong statistical position of wool, there is difficulty in securing concessions; in fact, the London auction brought higher prices. Slight advances in quotations for footwear at New England shops indicate that the more expensive material has at last become effective, and it is doubtful whether the rise will curtail business materially.

As a result of the cultivation of cod on the New England coast, a lucrative inshore fishery has been built up on grounds which were either depleted of cod or had not contained cod to any considerable extent for many generations.

Failure of Arthur Steere, Who Con- ducted Two Stores.

Arthur J. Steere, general dealer at Entran and McBride, has uttered a trust mortgage on both stocks to the Michigan Trust Co. He has also placed a trust deed on his real estate and store building at Entran, running to the same trustee. The Michigan Trust Co. has accepted the trust and placed A. J. Daniels in charge as constable. An inventory is now being taken. The liabilities are about \$15,000, divided among sixty-four creditors in the following amounts:

Grand Rapids.	
Brown & Sehler	\$2,615 16
Musselman Grocer Co.	571 19
H. Leonard & Sons	309 43
Foster, Stevens & Co.	389 93
Standard Oil Co.	17 00
Putnam Candy Co.	53 01
Walden Shoe Co.	1,055 81
Jennings Extract Co.	13 98
Otto Weber & Co.	16 59
Wm. Connor Co.	60 85
Rindge, Kalmbach, Lojke & Co.	74 00
Detroit.	
Scotten-Dillon Co.	\$ 33 18
E. J. Kruece & Co.	59 92
G. H. Gates & Co.	62 45
Buhl Sons' Co.	69 21
Lee & Cady	1,571 10
Burnham, Stoepel & Co.	902 08
Edson, Moore & Co.	1,759 58
H. A. Newland & Co.	284 00
Ward & Miller	50 00
Mitchell-Moody-Garton Co.	78 50
Saginaw	
John Dubel	\$ 19 20
Smart, Fox & Co.	277 80
Saginaw Hardware Co.	482 01
Thos. Jackson & Co.	49 55
Saginaw Beef Co.	83 48
Michigan Salt Association	60 50
Wm. Barie Dry Goods Co.	91 11
Symons Bros. & Co.	303 63
H. Watson & Co.	152 04
Chicago	
W. F. McLaughlin & Co.	\$ 149 70
Spaulding & Merrick	56 29
Morris, Mann & Riley	6 44
Strauss Bros.	4 95
Illinois Sewing Machine Co.	45 50
Lyon Bros.	253 07
Buffalo	
Adam, Meldrum & Anderson Co.	\$1,099 62
Chas. Nevin	15 00
Toledo.	
Merrell & Co.	\$ 272 49
Laroux Cider Co.	47 63
Lowell.	
Terrell Specialty Co.	\$ 5 50
King Milling Co.	197 50
Greenville.	
Geo. S. Kent	\$ 12 00
Wright Bros. & Co.	182 50
Greenville Implement Co.	125 00
Dr. Hers & Clark, Ashland, O.	\$ 33 60
L. Perrigo Co., Allegan	25 45
American Bell & Foundry Co., Northville, Mich.	8 80
J. H. Gibbs & Son, Edmore	78 45
Pifler Chemical Co., St. Louis, Mo.	26 18
David Bradley Mfg. Co., Brad- lev, Ill.	6 00
A. N. Russell & Sons, Illion, N.Y.	18 00
Garfield Bros., Vergennes	31 00
Mrs. R. Lee, Entran	100 00
Holley Wagon Co., Holly	16 50
Richard Cannon, Langston	125 00
Mismanwaka, Woolen Mfg. Co., Mishawaka, Ind.	1,136 67
Morrison Mackintosh & Co.	68 40
Crown Broom Works	1 50
Homerville Coffee & Spice Co.	19 00
Eureka Novelty Co.	2 70
H. J. Heinz Co., Pittsburg	11 00
Thos. Mills	6 75
Pratts Food Co.	19 05

The area under control by the city Council at Johannesburg, Transvaal, is seventy-five miles and the valuation over \$150,000,000, against \$62,000,000 for Cape Town.

If liberty is to continue in this country the open shop principle must be conceded.

The devil is too old to be scared by blank cartridges.

**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. 23—Eight and one-half cents for Rio No. 7 coffee is the mark this week, with increasing activity noted in the situation generally. The trade now seems to really believe that higher prices are with us in earnest and are laying in rather more liberal stocks than usual, both jobbers and roasters being factors in the spreading trade. Package goods have been marked up $\frac{1}{2}$ c and are likely to score another advance very shortly. The whole tendency is in favor of the seller. In store and afloat there are 8,405,000 bags, against 8,750,000 bags at the same time last year. The crop receipts at Rio and Santos steadily fall behind those of last year, being from July 1, 1903, to Jan. 21, 1904, 8,405,000 bags, against 8,750,000 bags at the same time last year, while during 1901-02 the aggregate reached 11,086,000 bags. All these figures go to show that there is probably a foundation for the recent rise. The West India coffees, too, show a firm tendency and have shown some slight advance in sympathy with Brazil grades, Good Cucuta being quotable at 93c. East India sorts are firm but quotations are practically unchanged.

Little interest is displayed by buyers in the situation of refined sugar. Nor, on the other hand, are the sellers showing any great anxiety to part with holdings. There is the usual mid-winter trade, but beyond this the situation is simply one of waiting. Orders coming in are for little lots and are generally withdrawals under old contracts. There is no change to be noted in quotations.

The tea trade has been rather quiet, as buyers seem to have stocked up pretty well since the beginning of the year. Prices are steady and sellers are not disposed to make any concessions. Some falling off in trade is likely if quotations show much advance on account of war news.

There is a very small volume of trade being done in rice at this time of year, this week the main business being dealing in some desirable grades of Honduras, which have moved at about $4\frac{1}{4}$ @ $4\frac{1}{2}$ c. Nothing is doing in Japans, and the best that

can be said of Southern product is that prices are steady and firm.

In the spice market we note a continued and increasing strength in cloves, and Zanzibar are well sustained at $17\frac{3}{4}$ @ 18 c; Amboyna, 18 @ $18\frac{1}{2}$ c. Other goods, pepper, ginger, cassia, etc., are without noticeable change, but the strong, and pepper, especially, continues to tend to a higher basis.

The molasses market is stronger. Under the combination of a very active demand and supplies by no means large, the situation is in favor of the seller. Medium grades of centrifugal, indeed, show an advance of 2c per gallon, which advance seems to be well established. The whole tone is firm. Offerings of syrup are light and as the enquiry all the week has been quite free the situation is firm.

Continued "mixed reports" are to be found in the canned goods district. In some quarters we are told that there is an enormous retail trade in almost everything in cans, which extends all over the country, and this is not improbable as weather conditions have been very much in favor of a liberal distribution. While this is going on jobbers are not seemingly anxious to make very heavy purchases, and the supply of goods appears to be quite equal to the requirements, unless we except desirable grades of corn. Tomatoes are easier, and probably not over 60c can be claimed as the right figure for Maryland standards. For future Western corn there is a medium amount of business at about 75 @ $77\frac{1}{2}$ c. Salmon is quiet and business is simply from hand to mouth.

Fresh creamery butter of high grade—extras and firsts—is meeting with good demand and the supply is not too large. Quotations have not advanced, but the tone is strong and the tendency is upward. Still if the weather continues to moderate matters will probably remain without any change to speak of. There is a big supply of moderate grades of butter here and holders would doubtless make some concession if sales could be effected thereby; but buyers are not willing to take chances. Fancy creamery, 22 @ $22\frac{1}{2}$ c; seconds to firsts, 17 @ 21 c; imitation creamery, 15 @ 18 c; factory, 14 @ $14\frac{1}{2}$ c; renovated, 15 @ $16\frac{1}{2}$ c.

There is little, if any, change in the situation as regards cheese. Possibly demand is rather more liberal and a little better feeling prevails among exporters. Full cream New York State small size remains at 12c, with about $\frac{1}{4}$ c less for large sizes.

Arrivals of eggs continue light,

owing partly to the fact that shipments from the interior are small and some delay has been experienced by the severe weather. The latter may be accentuated if the floods which are now imminent set in with force.

Whip Trade Still Good.

Despite the coming of the electric railroads and the increasing use of automobiles everywhere in the country, the demand for whips shows no abatement, apparently. To one who is not acquainted with the extent of the business it seems a mystery where all the whips go to. One concern in Springfield, Mass., is able to turn out about 20,000 whips in a single day under favorable conditions, and it is only one of many companies. Westfield is, of course, the center of the whipmaking industry of the world, and there are many horses in that world. Some of the Western Massachusetts whip men have studied the automobile question to quite an extent, endeavoring to find out the

possible effect upon the whip business. Some thought a few years ago that the bicycle was responsible in a measure for the dull times in the whip business, and it may have had some effect.

At that time there was less demand for livery teams than previously, and there was consequently little use for whips. The bicycle is not so much in demand as in former years, but the automobile and electric cars are taking its place. One would suppose the rapid construction of electric roads all over the country would tend to injure the whip trade, but in spite of automobiles and electric cars, the output of whips continues year after year. One of the Springfield whip men said recently that he had no fear of bicycles, automobiles or electric cars ruining the whip business.

Have we filled your think box full? This is what we try to do every week—give you something to think about and talk about.

Everybody Pleased

The buyer, the seller, the consumer, with our line of high-grade confections.

We want to count you as our customer and share with you the reputation of handling good goods.

Straub Bros. & Amiotte
Traverse City, Mich.



Jennings' Extracts

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

Jennings Flavoring Extract Co.

Grand Rapids, Mich.

Good as Gold Flour

is the most healthful and good result insuring product on the market. It's backed by forty years' continuous experience in flour making. We want you to handle it and will be glad of the opportunity to quote you price. Write us.

PORTLAND MILLING CO., Portland, Michigan

A Thorough Knowledge of Details Essential to Success.

Written for the Tradesman.

Many merchants are doing business to-day who would do a much larger business if they would go more carefully into the details and not leave all to the clerks.

Take, for instance, the man who has risen step by step in business until he employs a force of eight or nine clerks. Once this merchant had not so many to depend on and in consequence had a firmer grasp on the details of his business. That was the time when his business was constantly growing. Now it is growing no larger, it is merely standing still. Why is this? Because then the merchant had all the details at his fingers' ends. A clerk may be ever so willing, but, unfortunately, all clerks are not blessed with a sufficient amount of brain matter with which to grasp a situation and act rightly in it. When this situation comes along, if the proprietor is not on the spot with the little things of business in his mind money is lost in greater or smaller quantities.

Another place where a man must have the small details at hand is in regard to trouble with employes. There has been many an unjust "calling down" administered because the employer did not have a working knowledge of the business. He may have known all about a thing as a whole, but the little details he is not familiar with and does not appreciate. So when a luckless clerk does not get a thing done on time, because of the small things that impede his progress, the employer, because of his inability to grasp their significance, oftentimes censures unjustly.

This leads to another point which, although not exactly in this line of thought, is a good one: Every man sometimes judges wrongly, and finds a time, in his cooler moments, when he sees his mistake. When he finds this out, if he has the right kind of stuff in his composition, he will let the person whom he has wronged know, in some way, of his change of thought about the matter. Now, although this may be good principle, it is not good discipline. An employe soon loses respect for an employer who takes more than one stand on a matter. If an employer should discharge a man for some insufficient reason and then acknowledge his mistake the average employe would not have the same respect for that man that he had had.

In running a business it is the little details that count, the units that go to make up a whole.

Take the interior of the store, for instance. Perhaps there are some smudges on a glass case or canned goods, and an old faded window display that should have been pulled out long ago. Little things in themselves, yet, taken as a whole, an impression is formed in the minds of observing customers that is not good to be carried away.

On the other hand, little extra touches around the store, which are small enough in themselves, unite to

make a general impression that is pleasing to the eye.

One reason why the men who have worked themselves up from a small beginning are more successful than those who acquire what they have by having it given to them is because the man who has started at the first rung of the ladder knows every detail of the business, from the bottom up. He has worked at the different things which the business embraces and he knows everything there is to be known about them. If any little difficulty comes up the man of details knows just how to get at the matter and straighten it out.

If the knowledge of details has its drawbacks, as was suggested, they are few. One may argue that a man can not keep an eye on all the different parts of a large business and do justice to the business or his employes; but the chances are that, if a man does not have an eye to all the parts, more injustice will be done to both business and employes than otherwise.

To be on the safe side, the merchant—or, in fact any one in one kind of business—should understand that business from the ground up.

Burton Allen.

Big Fish Always Eat Up the Little Ones.

Written for the Tradesman.

It is an extremely trying and dangerous time to go into business independently. The tendency in all kinds of business is towards centralization. Take, for instance, the mammoth department stores, where almost everything which is wanted in the home can be found in one establishment. Consider the book and drug departments in these large emporiums. The proprietors simply set off a certain space in the interior of the store. As they do not make a specialty of books, they can keep only such as have a popular sale, underselling the regular dealers, who are obliged to keep goods which are rarely called for and on which there is very little profit considering the months they have to lie on the shelves. In other words, the department can be conducted with very much less rent, without an expensive frontage on the street and by a superintendent or buyer in place of a proprietor and head clerk.

Needless to multiply instances. People who live in large cities see these things every day, and that the tendency is for the large establishments to swallow the little ones. It is well known that large concerns employ thousands of men who have failed in their business, unable to cope with the intense competition of the day. Hundreds of little periodical and other stands in the large cities which used to be carried on by mothers of families, with the help of children, have been obliterated by the higher capitalized and more aggressive stores.

In these days of extensive advertising, when everything is tried to secure the attention—when department stores pay large salaries to the men who dress their show windows to

attract customers and every conceivable device is employed to get the eye of the passer-by; when art galleries, waiting rooms, restaurants and musicians are kept in these establishments for the benefit of customers—what are the chances of success for the young man with a few thousand dollars who starts a business of his own almost under the eaves of a large concern?

Far be it from me to discourage any young men from conducting their own stores or factories. On the other hand, I should encourage such to go into business for themselves whenever it is possible to do so without too great risk; but it would not be right to overlook the rocks and shoals which have wrecked many adventurers on the sea of trade. The man who has the personal qualities to attract business, if he be a good buyer, a shrewd calculator, is honest, industrious and rightly located, has enough odds in his favor to capture his share of the trade.

Thomas A. Major.

Have a Plan.

It's a mighty poor merchant who advertises because some solicitor offers space for sale. When the subject of advertising is properly understood, the merchant will ask for a visit from the newspaper man, just as the manufacturer asks for prices on raw materials. The solicitor is out to sell space, and the most of them are glad when the space pays a profit. He can often give the advertiser information that will do

good. It pays to be a good listener to a solicitor, but there should be a plan behind every advertising campaign, and the merchant should decide, after a careful study of the needs of his business.—Printers' Ink.

Hand in Hand



New Century Flour

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

Caledonia Milling Co.
Caledonia, Mich.

Always in The Lead

When reduced to the question of quality at the price

Voigt's Crescent Flour

"BEST BY TEST."

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

You Should Never Be Without It.

VOIGT MILLING CO.

Grand Rapids, Michigan

Trading Stamps



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

Tradesman Company, Grand Rapids, Mich.

AROUND THE STATE

Movements of Merchants

Sparta—A. Marienthal will open a general store here about Feb. 1.

Vicksburg—Al. Klingel has sold his grocery stock to Irving VanTassel.

Breckenridge—Davis & Brockwick, of Saginaw, have opened a drug store in the Fox building.

West Bay City—Chas. Ackerman, tinner, has taken a partner under the style of Mann & Ackerman.

Kalamazoo — The Kalamazoo Laundry Co. has increased its capital stock from \$24,000 to \$30,000.

Maple Rapids—Miss Iva Hubbell has sold her millinery stock to Mrs. Mae Casterline and Miss Maud Scott.

Edmore—Ed. A. Rundell has purchased the dry goods, boot and shoe and furnishing goods stock of M. E. Slemmons & Co.

Bangor—Jos. Getz, of Benton Harbor, has engaged in the general merchandise business, including millinery, at this place.

Walkerville—Letson & Roberts, dealers in hardware and implements, have dissolved partnership, Geo. O. Letson succeeding.

Stanton—John Baddis has sold his interest in the meat business of Baddis & Howell to Albert McAllister. The new style is Howell & Co.

Niles—Mrs. Frank VanDusen has purchased the stock of groceries of Hugh Rosewarne and will continue the business, assisted by her son, Guy VanDusen.

Detroit—The Whitney Warner Publishing Co., Jerome H. Remick, proprietor, is succeeded by Shapiro, Remick & Co., in the publication of sheet music.

Marshall—Wilkes Jewell has purchased the stock of clothing and furnishing goods of J. S. Southworth and will continue the business at the same location.

Caledonia—The business men here have encouraged the organization of a band of 30 pieces. Ellis Brooks will give the instruction and Allen Betzner will act as leader.

Paw Paw—Miss Marie Cooper, of Quincy, has purchased the millinery stock of Mesdames Dodge & Thompson, and will continue the business at the same location.

Frankfort—Peter Christianson, Lyman Sites and E. F. Joy have leased the Lockhart building and engaged in the grocery business under the style of the City Grocery Co.

Bangor—Casper Oppenheim, for several years engaged in the clothing and shoe business at Three Rivers, will put in a line of clothing and men's furnishing goods at this place.

Cheboygan—The chances for a cold storage plant being established at this place are said to be improving. A. L. Rosen, manager of the Saginaw Beef Co.'s business in this section, has interested himself in the matter and has succeeded in securing a considerable amount of stock in the new enterprise.

Coldwater—Emmet A. Brink has purchased the grocery stock of the estate of H. A. Wirley. Mr. Brink will retain his grocery store near the depot until spring at least, and possibly longer.

Muskegon—James Mulder, formerly Vice-President of the dry goods house of J. Riordan Co., will shortly engage in the dry goods business on his own account in the new block which is now being erected.

Marquette—Harry L. Siegel has purchased the grocery stock of Herman Bittner and will continue the business at the same location. Mr. Bittner will continue the carriage business and, in addition, will conduct a notion store in a portion of his block.

Mason—The Mason cold storage plant has been sold to Mason stockholders, the chief of whom are Fred Stroud and John Post. These gentlemen have been buying up the local stock, and when the plant was offered by L. T. Hemans, receiver, it was bid in by them.

Newberry—Rosenthal & Newmark, dealers in dry goods, boots and shoes, have dissolved partnership by mutual consent. The business will be continued by G. Rosenthal and his son, Harry. Sam and A. L. Newmark have opened a dry goods and clothing house in the Smith block.

Port Huron—A new clothing establishment has been organized at this place under the style of the St. Clair County Clothing Co. The authorized capital stock is \$5,000, the stock being owned by David Cromar, Detroit, 250 shares; Frank Henson and Thos. Beckton, of this place, each 125 shares.

Holland—E. B. Standart, who four years ago purchased the interest of R. A. Kanters in the hardware business of Kanters Bros. and became a member of the firm known as Kanters & Standart, has now purchased the interest of his partner, Gerard A. Kanters, and will continue the business in his own name.

Albion—The New York Racket store, which recently moved to its new quarters in the Parker-Kessler block, is now in charge of its new manager, V. J. Keller, of Milan, Ohio, who recently purchased an interest in the stock of the original owner, A. F. Andrews. Mr. Andrews will hereafter devote his personal attention to his store at Flint.

Sault Ste. Marie—The F. W. Roach-LaLonde Co., dealer in clothing and men's furnishing goods, and Roach & Besner, dealers in men's furnishing goods, have combined their stocks under the firm name of Roach Bros. & Besner, the interest of Mr. LaLonde having been purchased by the other three members of the new firm. Both stores will be continued until the stock in the Roach & Besner store has been disposed of, when the new firm will be established in the Roach-LaLonde store.

Owosso—F. W. Pearce has purchased the interest of G. W. Detwiler in the Owosso Hardware Co. and becomes sole owner of the business. In the deal Mr. Pearce closed

out his interest in the Union Transfer Co., the North, Jennings, Foster Co. and the Screen Door & Window Co. He retains his hardware business at Elsie and his drug business at Oakley.

Flint—A. F. Andrews, of Albion, has purchased the stock of the New York Racket store from Gonderman & Almroth. W. G. Gonderman, one of the proprietors, will remain with Mr. Andrews for a short time, after which he will remove to his old home at Elyria, Ohio, where he will again embark in business. Mr. Almroth has not definitely decided upon his future career.

Detroit—The Puritan Shoe Co., which has a store in this city and eight branches in different cities in the State, is in the hands of a receiver. Samuel C. Jameson, the president, treasurer and manager, states that the company has no debts, except about \$200 and that the action was a purely formal matter to change the management of the company and freeze out a small stockholder.

Port Huron—The Economist store, managed by W. N. Harper, has been closed for the purpose of inventorying the stock. Mr. Harper has uttered chattel mortgages amounting to \$10,404.05. Adolphus Fixel has been appointed trustee. Mr. Harper became involved through the failure of his former partner at Ypsilanti, which brought on unexpected pressure from the creditors of the business at this place.

Bay City—H. W. Jennison has made arrangements to establish himself in the wholesale grocery business under the name of the H. W. Jennison branch of the Smart & Fox Co. Mr. Jennison will have the general management of the business and L. P. Sperry and E. B. Braddock will represent the concern on the road. J. S. Smart, of the company, is well-known here, having lived in Bay City from 1876 to 1883.

Detroit—The Rogan Clothing Co. has been organized to engage in the cash specialty clothing business at 213 and 215 Woodward avenue, where it will sell men's ready-to-wear suits and overcoats. The authorized capital stock is \$12,000, held as follows: M. J. Rogan, who represents the wholesale clothing house of Solomon Bros. & Lempert (Rochester, N. Y.), in the State of Michigan, 200 shares; T. A. Rogan, 199 shares; F. W. Wellington, 199 shares; P. J. Power, 1 share, and C. P. Campau, 1 share.

Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids
Detroit Opera House Block, Detroit

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

Vege-Meato Sells

People

Like It

Want It

Buy It

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

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

American Vegetable Meat Co., Ltd.

Grand Rapids, Mich.



The Grocery Market.

Sugar (W. H. Edgar & Son)—The demand for refined continues fair for the season and, in the absence of any encouragement to speculate, we look for a steady business until conditions in the raw market begin to indicate improvement. It is interesting to note the immediate and large increase in sugar consumption in Europe following the abolition of bounties on September 1, which is comprehensively summarized by the International Sugar Journal for 1904: In September and October, 1902, Germany, Austria, France, Belgium and Holland consumed, in round figures, 326,000 tons of refined sugar. In the same months in 1903 the same countries consumed nearly 574,000 tons, being an increase of almost a quarter of a million tons—over 75 per cent.—in two months. The new campaign opened September 1 with considerable stocks of sugar, mostly in the hands of dealers who acquired them during the previous year at prices which permit of sales at some profit at the ruling basis. European producers can not work profitably at present prices for sugar and beets. If it becomes necessary to reduce the price paid for beets there will inevitably follow reduced sowings and reduced production. We are interested in watching the evolution in sugar and can see but one ultimate result in the changing conditions—higher prices.

Coffee—Package coffee has advanced another 1/4c, making 3 1/2c advance since the high price of last fall. Whether the end has been reached or not it is impossible to say, but the package men are certainly taking advantage of the advancing raw market to get a good price established. The reports from Brazil continue to back them up pretty well in their advances, although it is true there has nothing alarming developed in the situation. The brokers report that the country is loading up well on coffee, evidently feeling that this is a good time to take hold. Some of the private brands of the jobbers have been advanced again in keeping with the package goods.

Tea—Stocks of fine teas in first hands are very low and it is becoming exceedingly difficult to match lines. As there is no surplus anywhere of the fine grade teas and there are possibilities of war that will affect the situation seriously, it is natural that all buyers are very glad to take on a full supply of tea at the present prices. This has resulted in a stiffening of the market to the extent of 2 1/2@3c per pound.

Syrups and Molasses—The output of Porto Rican centrifugal molasses has been contracted for already by American interests. This crop will be about 50,000 barrels. There has been a strengthening in the corn syrup market recently and an advance

has resulted which amounts to about half a cent a gallon. This is probably in sympathy with the corn market.

The Boys Behind the Counter.

Saginaw—James Bartlett, for several years connected with the Wm. Barie Dry Goods Co. as manager of its advertising, has resigned his position to accept a similar place with McMullen Bros., at Cumberland, Md. The firm has two department stores, at Cumberland and at Frostburg, and Mr. Bartlett is to take charge of the advertising for both.

Bellaire—Thomas Running, who has been employed in the hardware store of Fred D. Flye, has severed that relation to work for the Ferris Implement Co., of Traverse City.

Grand Haven—The manager of one of the mercantile establishments of the city has formulated a set of rules for the clerks, some of which are as unique as they are interesting. Gum-chewing and the eating of candy, nuts and fruit are prohibited. The clerks are notified that reading during working hours is not appreciated and that the gathering in groups in different departments and gossiping will not be countenanced. Clerks are asked not to make customers wait and to be ready and prompt to wait on them. Clerks are further asked not to misrepresent an article or to make comments about customers and never to speak ill about a rival store. The unique rules are these: "Don't say 'all out of them.' Don't be too quick; make sure. Don't tell a woman what she wants. She generally knows. Don't scowl at things generally. Smile, it looks better and feels better."

Grand Rapids—Albert G. Steketeer has a new drug clerk in the person of Earl Wheeler, until recently in the employ of E. L. Powers, the Chassel druggist. Mr. Wheeler secured his new position through the Wants Column department of the Tradesman.

The Hammond Food Co. Has Settled.

Kalamazoo, Jan. 21.—In justice to the Hammond Pure Food Co., of Bay City, would say that it has settled all claims in full in Kalamazoo with the good hard cash, which we all appreciate very much, and wish them success.

I write you this because I wrote you when they offered flour in payment. Sam Hoekstra.

F. J. Dettenthaler has sold his interest in the Michigan Beef Co., Limited, at 109 Canal street, to John V. Ripperger, who is now local representative for the S. & S. Co. He will continue to represent that house on the road, giving the business only a portion of this time.

A. E. Gill, general dealer at Altona, has been declared bankrupt by the United States Court and will be ground through the mill in the most approved fashion.

Saginaw—Heavenrich Bros. & Co., clothiers and tailors, have decreased their capital stock from \$100,000 to \$60,000.

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 22c for choice to 23c for fancy. Receipts of dairy grades continue unusually large. Local dealers hold the price at 11c for packing stock, 14c for choice and 16c for fancy. Renovated has declined to 18@18 1/2c.

Cabbage—Scarce and high, commanding 2 1/2c per lb.

Beets—50c per bu.

Celery—Steady at 25c per bunch.

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

Eggs—The extremely cold weather holds the price up to the high level which has prevailed for the past month, but a few warm days are expected to cause such a tumble as the egg market has seldom experienced. Dealers hold fresh at 28 @29c for case count and 30@31c for candled. Cold storage stock is completely cleaned out.

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

Grapes—Malagas have advanced to \$6.50 per keg.

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

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

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

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

Onions—The market continues to strengthen and the price is gradually advancing. Local dealers hold their supplies at 80c.

Oranges—California Navels, \$2.75 for extra choice and \$3 for extra fancy; California Seedlings, \$2@2.25; Floridas, \$2.75.

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

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

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

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

Radishes—30c per doz. for hot house.

Squash—1 1/4c per lb. for Hubbard.

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

Hides, Pelts, Furs, Tallow and Wool.

There is little trading in the hide market. The extreme cold weather prevalent generally over the country has put a stop to shipments. Price remains the same, but the demand is not large nor at any advance. Some sales previously made were at lower values than reported. Bids are made for February delivery at 1/4c lower, without takers, as January sales are not cleared up. The market is firm.

Pelts are in good demand, with light offerings and at some higher values.

Furs show no change, as the result of the London sales now on has not been reported. Beaver seems to bring good prices.

An easier tendency prevails in tallow, owing to the absence of demand and large offerings. Little trading has been done. Greases are lower, except for choice grades.

Wools are eagerly sought after and wanted, with a sharp advance exhibited from a scant supply and an advance in the foreign market. No lots of consequence have left the State. Wm. T. Hess.

Holland holds the first place in the world as a nation of smokers. Every Dutchman consumes on an average 100 ounces of tobacco a year. The Belgian comes a good second, with an annual consumption of eighty ounces, followed closely by Turkey with seventy ounces and the United States with sixty ounces. Germany, France, Spain and Italy tread closely on their heels, while the United Kingdom comes comparatively low on the list with twenty-three ounces.

In Germany they are beginning to cut down trees by electricity. A platinum wire is heated to a white heat by an electric current and used like a saw. The tree is then cut down much more quickly than in the old way, taking only one-eighth of the time. The process makes no sawdust and shows other advantages, its economy, however, being its chief recommendation, and giving assurance that it will be widely adopted.

Gladstone—The M. Goldman Co. has been organized to engage in the clothing, men's furnishing and boot and shoe business. The capital stock is \$6,000, held as follows: David Kratzenstein, 523 shares; Morris Goldman, 75 shares; Sallie Kratzenstein, 1 share, and Samuel Kratzenstein, 1 share.

"And so you have a little sister, Tommy?" "Yes, but I wish she was a boy, so I could play with her when she gets bigger." "Well, why don't you change her for a boy?" Tommy reflected a moment, then said, sorrowfully: "We can't now 'cause we've used her four days."

Kalkaska—Volney Brant has sold his stationery and confectionery stock to Joy & Netzorg, who have rented the building. They will close out the present stock and replace it with a line of men's furnishing goods.

Detroit—Five creditors of the Model Clothing Co. have petitioned the United States Court to adjudicate the company a bankrupt. Harry H. Hamilton was appointed temporary receiver, under a bond of \$24,000.

Orono—Albert Brown has sold his interest in the grocery stock of Brown Bros. to his brother, who will continue the business under the style of Ralph Brown.

Manistique—Knut J. Malmgren has uttered a chattel mortgage on his dry goods stock to secure creditors to the amount of \$5,500.

MAN WITH THE MUSKET.

Hjs Relation to the Army of the Cumberland.

Some of the truly refreshing things connected with the man with the musket in the Army of the Cumberland were the marches and countermarches through the valleys and mountains of Tennessee, Alabama and Georgia. Back to us in pleasant memories come the names of towns, cities, rivers and mountains—names that seem to tell the romance of centuries of Indian life. There is a world of meaning in these familiar names.

To mark the great event in the life of the Army of the Cumberland historians cite the battle of Stone River—a stand-up fight of two great armies in the open field and dense cedar jungle; for up to this time little digging had been done by either army; in fact, the soldier felt himself too good a man to handle a shovel and pick. Bragg had been about that section for months without building forts or breastworks, and Rosecrans had followed about the same course. We had no thoughts of intrenching except in the immediate vicinity of Nashville. We went out to fight in the open country. The battle of Stone River took the conceit all out of both armies, and both procured a supply of picks and shovels very soon afterward; but in the personal history of the soldier at this time came the pup, or shelter tent, to take the place of the old Sibleys. To those in camps the Sibley tent was a good thing, but on the march it was loaded into an army wagon that never came up at night. The soldiers kicked at the change at first, but soon found the value of the shelter tent. Commencing with the spring of 1863 each individual soldier was an army in himself. He carried upon his person a complete outfit for camp or battle. With coffee pot, frying pan and shelter tent he could set up housekeeping at any time of the day or night—with his well-kept musket and forty rounds, he could put up a fight at any crossroads. He varied his rations of hardtack and bacon with blackberries, in season, and pigs and chickens both in and out of season. He was a mighty poor soldier who could not find something to eat in addition to the rations furnished by the commissary. For several weeks after the battle of Stone River the army depended very largely on the country about Murfreesboro for its corn and other forage.

One day the regiment went out to guard a forage train. There were strict orders against private foraging, nothing but corn must be taken. In the face of this order many of the boys attached themselves to poultry and pigs. On returning to the camp we found a strong guard at the picket post on the road, who seized everything contraband they could find. General Sheridan himself was there. When he espied a number of my company with plunder of various kinds he was, of course, indignant that his orders should have been disobeyed and

called out, "Here, you men with the chickens and geese, come this way and throw them in this wagon." All did so but Pete, the man with the musket, who passed on a short distance unobserved. The General, riding up to him, said, "What do you mean by disobeying my orders?" Pete said he had not disobeyed, that the others were to throw chickens and geese into the wagon. "This is a turkey, General, and was not specified in your orders." The audacity of the man dazed the General for a moment, then calling an orderly he directed him to take the turkey and man to his headquarters, keep the man under arrest and give the turkey to the cook. That night Pete slept in the division guard tent. The next morning he saw the General's colored cook prepare the turkey for dinner. The day was cold and Pete shivered away the time, relieved only by the delicious fragrance of the turkey cooking in the bake kettle back of the General's tent. The turkey was nearly cooked when the darkey took off the cover and filled up all the vacant space with sweet potatoes. Then another hour of steaming and the cover was again lifted and a half pint of commissary whisky turned in, and the kettle again covered.

About this time the General came out to see how the dinner was getting on. Seeing Pete in the guard tent he went over to him and, after giving him a good lecture, said, "I believe you are a good soldier and an honest man, so I will let you go this time." He told the guard to go to his quarters, released the prisoner, then went to his own tent. Pete, shivering with cold, went over to the cook's fire, asking permission to warm himself. "Of cose you can warm yourself," said the cook. "I gwine to fix the table now, you watch the fire don't burn up the dinner for a little spell." "Yes," said Pete, "take your time and I will watch the bake kettle." The darkey disappeared in the tent. Pete caught up some rags near by with which he wrapped the bale of the kettle, brushing off the coals from the top, and started on a run with it through the woods. He had a good start before the cook came out of the dining tent, and a better start before the fellow came to a realization of the situation. Then he gave chase. The short-legged, fat cook was a poor runner as compared with the "Flying Dutchman." It was a mile through the woods, down valleys and over hills to the camp. The darkey was a plantation cook the General had picked up a few days before, and not yet fully acquainted with the ways of the soldiers. Pete came into the company's quarters puffing and blowing for breath, lugging the hot kettle, the cook a close second. Pete's comrades tumbled to the situation in quick time. They fixed bayonets and stood guard over the cook, while Pete hid the bake kettle in his tent. The situation was rather embarrassing, but after a moment's hesitation it was decided to court-martial the cook on the charge of "running after a Union soldier." He was found guilty in-

stantly and sentenced to banishment beyond the lines. The contraband, shaking with fright, was conducted to the picket lines half a mile away, where a part of the regiment were on duty. While the picket turned his face away, he was told to skedaddle and never come back under penalty of death. As far as could be seen he was on the run, and may be running yet. General Sheridan often told the story of the black rascal who ran away with his turkey dinner, not discovering until after the war that Pete ran off with both dinner and cook. Pete and his chums feasted for a day and buried the bones deep in the ground under the straw in their tents. There were misgivings and spasms of fear in that mess for a day or two, which finally wore away when the bake kettle, the last evidence which would convict, was swapped with the Thirty-sixth Illinois for an immense frying pan and two tin cups.

But it was not always turkey that the soldiers drew as rations. Then, as now, the contractor supplied some of the food. At the camp on Mill Creek, south of Nashville, the orderly sergeant drew, among other things, a barrel of salt beef that looked peculiar. The orderly pulled a piece out of the brine. Sorrow, disgust, indignation were shown in turn upon his face, and he musing said, "Now, by the Apostle Paul, I think me, thou art some mule whacker's darling, grown old and grizzled under lash of quartermaster. Some army contractor in unblushing greed hath put thee in briny soak.

"Were thou leader, swing or wheel mule of the team, I know not. Be thou John Morgan's, or mule of the Union mustered out in brine for soldier's fare? An uncrowned hero, mayhap shot down in disastrous route, or weary grown upon the march, turned out to die. Thou makest my stomach heave in grief. And while we drop a silent swear, in memory of the contractor, we would sooner thou hast kicked the bucket o'er and been consumed by buzzards on fields of gore."

The rank and file sat in inquest upon the remains. All with vehement consent declared the mule dead. An unknown brother of the Union mustered out, nameless and dateless. The quartermaster came and sampled a piece, "Yes, by all the Gods of war it was mule." It was again loaded into a wagon and sent back to Nashville.

Once only after that was a ration of salt beef issued to the regiment in all their three years' service, but those at the front never had a chance to get even with the army contractor.

Chas. E. Belknap.
(Continued next week)

"Sad will be the day for any man when he becomes absolutely satisfied with the life he is living, with the thoughts he is thinking, and the deeds he is doing; when there is not forever beating at the doors of his soul some great desire to do something larger which he knows that he was meant and made to do because he is a child of God."

Why the Metric System Makes Slow Progress.

The lack of success attending the efforts to popularize the metric system in English-speaking countries continues to be the subject of considerable discussion. Its advantages have been explained so often and so full that nothing remains to be said in favor of it; but the fact remains that it does not sufficiently interest either the American or the English people. They will work to metric scales, gauges and the like when they have to; but as a matter of fact the Anglo-Saxon mind does not adapt itself to the decimal progression in measurements of dimensions. Those brought up on the units of the inch, the foot and the yard admittedly find them more convenient in mental calculations than the centimeter, decimeter and meter can ever become. The convenient folding of the two-foot rule into halves and quarters of the foot is a natural process of subdivision of the unit which is impossible with one subdivided into tenths.

The constantly cited illustration of our coinage as showing that we take naturally to the metric system in subdividing our measure of values, is not wholly convincing. The dollar is a comprehensive unit, but when we divide it into tenths and hundredths in calculation, we much more naturally think of its subdivision into halves and quarters, and but for the intrusion of these coins into what would otherwise be a strictly metric subdivision of the dollar, our subsidiary coinage would be very much less convenient than we now find it. The twenty-cent piece, as many will remember, was a failure. Its coinage was a concession to the advocates of the metric system; its withdrawal was necessitated by the fact that all classes of our people preferred the quarter dollar, and the two coins would not very well circulate together—without creating a great deal of confusion.

But the persistent advocates of the metric system have no idea of abandoning their propaganda. This may, and probably will, have the effect of making the American people more familiar with the metric nomenclature than they would otherwise be; but if the writer is not mistaken, it will take something like a miracle to reconcile the Anglo-Saxon mind to adopting this system for the everyday purposes of measurement and valuation. If Congress should be induced to pass any one of the many bills which have been before it and even received favorable consideration "in committee," it would put the American people to great inconvenience without really changing the American practice in the matter of its units or their subdivisions. This would be quite independent of the merits of the metric system. If its advantages were admittedly greater than they are, the fact that our people do not want it would remain unchanged by argument or legislation.

In order to carry on an argument you must descend to the other man's level.

LYON BROTHERS MONSTER LIST

GOOD ITEMS FOR YOUR BARGAIN BASEMENT OR COUNTER

1,604 PIECES

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

\$45.75

LESS 2 PER CENT FOR CASH

NOTIONS AND STATIONERY

Item	Cost	Item	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 7/8 Loom Web.....	.35	1 dozen Kirk's Assorted Inks.....	.35
1 dozen No. 1503-7 Dressing Combs.....	.40	1 dozen Lion Glue.....	.35
1 dozen No. 1106-14 Fine Combs.....	.36	1 dozen No. 23501 School Bags.....	.35
1 dozen No. 2067 Aluminum Pocket Combs.....	.35	1 dozen No. 180 Pencil Boxes.....	.38
1 dozen No. 1318 Round Combs.....	.38	1 dozen No. 23641 Papeteries.....	.35
1 dozen No. 81 Crochet Hooks.....	.23	1 dozen No. 23688 Tablets.....	.35
1 dozen No. 80 Tape Measures.....	.30	1 dozen No. 23688 Tablets.....	.36
1 dozen No. 20251 Men's Armbands.....	.30	1 dozen No. 23539 Memorandum Books.....	.40
1 dozen No. 36 Ladies' Garters.....	.30	1 dozen No. 23619 Counter Books.....	.25
1 dozen No. 20261 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



113 Carbon Pencil

HARDWARE AND TINWARE

Item	Cost	Item	Cost
1 dozen No. 26 L. P. Hammers.....	\$0.35	1 dozen Nut Crackers.....	\$0.35
1 dozen No. 8 Glass Cutters.....	.27	1 dozen 3-quart Milk Pans.....	.36
1 dozen Tracing Wheels.....	.30	1 dozen 1-quart Dippers.....	.38
1 dozen No. 2241 Locks.....	.35	1 dozen 10-inch Pie Plates.....	.34
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.....	.40
1 dozen 4-inch Light Strap Hinges.....	.38	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.....	.30	1 dozen No. 13 Comb Cases.....	.40
1 dozen No. 80 Fire Shovels.....	.35	1 dozen pint Stamped Cups.....	.30
1 dozen No. 1234 Screw Drivers.....	.45	1 dozen Sheet Graters.....	.29
1 dozen 4-inch Slim Taper Files.....	.38	1 dozen O. K. Slicers.....	.42
1 dozen No. 120 Can Openers.....	.35	1 dozen Combination Biscuit Cutters.....	.38
1 dozen No. 40 Cake Turners.....	.40	1 dozen Flour Dredges.....	.32
1 dozen Meat Pounders.....	.38	1 dozen Twin Match Safes.....	.23



Lion Glue

MICHIGAN TRADESMAN



WOODENWARE, BRUSHES AND WIRE GOODS

Item	Cost	Item	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.....	.38
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, 37 1/2 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. 1086 Nail Brushes.....	.23	1 dozen No. 41 Plate Handles.....	.24
1 dozen No. 20241 Tooth Brushes.....	.30	1 dozen No. 53-10 Hangers.....	.40
1 dozen No. 20152 Shaving Brushes.....	.40	1 dozen Sink Cleaners.....	.40

GROCERS' SUNDRIES, TOYS, ETC.

Item	Cost	Item	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
1 dozen Oris Tooth Powder.....	.40	1 dozen Yards Shelf Oilcloth.....	.45
1 dozen Petroleum Jelly.....	.30	1 dozen No. 232 Charcoal Skins.....	.40
1 dozen Machine Oil.....	.30	1 dozen No. 4 Shoe Blacking.....	.23
1 dozen No. 23442 Pipes.....	.45	1 dozen No. 72 Soap.....	.25
1 dozen No. 23095 Match Safes.....	.40	1 dozen No. 300 Soap.....	.25
1 dozen Drying Pig Balloons.....	.35	1 dozen No. 308 Soap.....	.30
1 dozen Lucky Pennies.....	.40		

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E. A. STOWE, Editor.

WEDNESDAY - JANUARY 27, 1904

IN PLACE OF WAR.

"War is hell," said General Sherman, with a soldier's bluntness, and none who ever saw war question the truth of the epigram. Modern civilization is regarded as having accomplished its purposes in the direct ratio with its avoidance of war. International arbitration is the highest social achievement of the nineteenth century, in which more than one hundred disputes were so settled. Arbitration in place of war between contending states is not new, although it is possible only in an advanced state of civilization. Such civilizations certainly existed in ancient and probably in prehistoric times, and at the dawn of Grecian history as we know it we find the Amphictyonic Council acting as arbitrator of the continual bickerings of those quarrelsome states. It must be confessed that its decisions were seldom respected as they should have been, but they sometimes prevented war. Between Greeks and barbarians, however, arbitration was hardly possible, nor do we hear of its being attempted during the supremacy of the Roman republic or empire. It was common enough during the Middle Ages, with the Pope the most usual arbitrator, the famous division of the New World between Spain and Portugal being an instance. With the passing of the temporal supremacy of the papacy, however, and the establishment of the powerful states of modern Europe under virtually despotic governments, the settlement of international disputes reverted to the arbitrament of the sword. It is not until the people, who bear the burdens and endure the horrors of war, have a part in their own government that international arbitration is seriously considered.

The revival of the custom of arbitrating international contentions was almost coincident with the foundation of the American Republic, and the two popular governments of the United States and Great Britain have been the leaders of the movement. Of thirteen important controversies which diplomacy could not settle which have arisen since 1783 between this country and Great Britain, all but one were determined by arbitration. To some of these disputes other nations were parties, and during the nineteenth century we have, besides our twelve cases with Great

Britain, arbitrated two disputes with France, and one each with Spain, Mexico and Venezuela. The most notable case, however, and the one which did more than all others to establish the custom among the nations, was the arbitration of the Alabama claims in 1871. Of that historic cause it may almost be said that the decision of the joint high commission laid the foundations of modern international law. Ancient and mediaeval arbitrations often postponed controversies but seldom ended them. From the day when Great Britain accepted the doctrine as to the responsibilities of neutral nations as laid down by the joint high commission, and paid over the \$15,000,000 awarded to us as damages for its violation, it has been impossible for any country to repudiate or evade the decree of an arbitral court and remain within the pale of recognized civilized nations.

A permanent court of international arbitration has doubtless been a dream of humane men for centuries. From the time of the peaceful settlement of the Alabama controversy it became a common subject of discussion among statesmen and international lawyers. It was formally proposed by the International Law Association in 1895, and seriously discussed by the Brussels Peace Conference in 1897. In 1899 it was finally established by the great peace conference at The Hague and the subsequent ratification of its proceedings by the nations participating. Already the court has decided one controversy and has now before it another, to both of which this country was a party.

The present effort of the friends of peace is to induce the negotiations of treaties between all nations providing for the submission to The Hague or some other tribunal of all questions not settled by diplomacy and which do not involve the national honor or independence of the integrity of the national domain, the latter exception not including mere boundary disputes. A general treaty of arbitration between this country and Great Britain in 1897 failed in our Senate on questions of detail. As the result of earnest effort in both countries, a new treaty mutually acceptable is almost sure to be very soon made, and it is morally certain to be followed by similar treaties between all civilized nations. The next logical step will be the negotiation of a general treaty to which all nations shall be parties, to be enforced by the united power of all. So history repeats itself, for such a treaty, if in force, would be but an enlarged and glorified form of the Amphictyonic Council of the states of Greece, representing all that was then acknowledged as the civilized world. And that day, when it comes, will be accepted by many as a fulfillment of the words of the prophet Isaiah when he said that in the last days the people shall beat their swords into plowshares and their spears into pruning hooks; nation shall not lift up the sword against nation, neither shall they learn war any more.

THE ERA OF SPECIALISM.

A division of labor seems destined to go on endlessly in almost every department of human labor. The process has its manifest advantages, but it is not altogether unattended by inconvenience and certain forms of danger. There are still in this country many persons who can remember when the farmer was also to a large extent a manufacturer—a weaver, a tanner, a wheelwright and a smith. The farm in those "good old times" was almost a completely self-supporting, self-supplying establishment—a little world in itself. But now the farmer buys his clothes, his harness, his horseshoes, his baskets and a great part of his food. He has become, or he is becoming, a specialist. Whether he is really better off on that account is a question that may be debated, but he is little likely to retrace the line of evolution which his business has undergone. In various trades the same general tendency is observable. The old-fashioned blaskmiths, shoemakers and watchmakers have almost entirely disappeared. There are still cobblers who mend shoes and jewelers who repair watches; but the shoes and the watches are made by machines and no one man undertakes the construction of every part either of a watch or of a shoe. The workman himself is hardly as complete a man as he used to be—or, if he is as fully developed intellectually, it is not his trade that educates him.

John Beattie Crozier, discussing in the Fortnightly Review for January the various specialisms into which the intellectual world is becoming more and more subdivided, arranges them under three general heads: Firstly, those that are in every way sound and good; secondly, those that are good and necessary, but as yet not absolutely reliable; and thirdly, those that, under existing conditions, are either imperfect, misleading, or altogether noxious and false. To the first class he refers the physical sciences, the special peculiarity of which is that when their results are verified by the consensus of scientific observers, from whom they receive their hall mark, they can be accepted and applied with entire assurance. Mr. Crozier has here in mind, it should be noted, facts, not mere speculations. The reason of the superior certainty of scientific advance in the realm of fact in astronomy, chemistry, light, heat, electricity, etc., is that they each and all work under the sovereignty of some ultimate universal truth or law which encompasses like a dome, and which they severally illustrate and enforce. Another reason is that these specialisms all deal with inorganic matter, and are subject to mathematical tests and quantitative measurements. Yet another reason is that, although the purely physical sciences "move across the field in parallel furrows, each more or less independent of the rest, they are all prevaded by the same spirit, and being within easy earshot of each other, can call on one another for help in their difficulties."

Mr. Crozier places in his second class those specialisms that deal with

organic nature—plants, animals and men—and which are organized under the different departments of biology and medicine. These sciences, he thinks, could not be subdivided too minutely for purposes of research. These sciences differ from those known as "physical" in this, "that dealing as they do with living things (and no living thing is yet completely explained by any single general law or combination of laws), their results cannot be handed over to the public as absolute truths for its guidance in the same way as the results of the physical sciences can; though it is undeniable that an immense practical advance has been made in medical science within the last quarter of a century." This advance is not recognized as fully as it ought to be, because of the difficulty of treating successfully purely functional disorders, which depending, as they often do, on under or overstimulation of the different parts of the nervous system, too frequently lie beyond the reach either of diet, regimen or drugs. "And, further, that where the profession fails, the charlatan, the hypnotist, the faith healer, and the Christian scientist often succeed, and by the one common method of their respective callings, namely by taking advantage of that mysterious power that can be exerted by the mind over the body."

Good reports continue to come from those people who are taking the outdoor cure for consumptive tendencies. In some places they have formed colonies, and arrange their tents like army camps. They claim they have not suffered nearly so much during the cold wave as have persons who have occupied heated houses. The Indians used to live in this latitude without much protection either in the way of garments or buildings. They were remarkable for their strength and hardihood. Perhaps we should all be healthier if we returned to primitive conditions, but none will do so except as a last resort.

There is talk of a cut in the price of coal in advance of the reduction which is usually made in April. The proposition is made by the big operators, and the independents think the object is to drive them out of business, while the miners, whose wages are regulated by the selling price of coal, conceive that the object is to discomfit them. As usual in these controversies the interests of the consumers, who embrace practically the entire public, are not in the least considered. Coal is about a dollar a ton higher than it ought to be in most cities, including Grand Rapids. A cut in the price for any reason would be welcome.

The New York courts have decided that a gentleman who bets on horse races, through the agency of his valet is not only responsible for what he loses on his own account, but for whatever his valet may also lose.

Hunger is the only ticket required for the heavenly feast.

SPEECH AND SINGING.

All animals known as mammals—that is, those that suckle their young—all birds and some fishes have voices by means of which they can utter sounds by which they communicate with others of their kind, but the human species alone possess the power of speech.

Some birds, such as parrots, ravens and starlings, have been taught to speak words and sentences, but it is not believed that such birds are doing more than merely imitating the sounds they hear, and have no ability to use them as means of expression or to understand their meaning. Beasts are not credited with any ability to reason or to be capable of any mental effort beyond the experiencing and expressing of emotions, and as all emotional expressions, whether by beasts or by human beings, are given by the emission of tonal sounds, it follows that words, or formal sounds, are by no means necessary for giving expression to emotions.

All the domestic animals with whose voices we are familiar by the variation of the tones of their voices are able to communicate with those of their kind in a manner sufficiently intelligible to those to which they wish to express themselves, and so distinctive are these notes that there is no difficulty to men, even, in understanding when the voice of a beast is giving out notes of anger or of friendship. Everything is in the variation of the tone. It is just the same with the human voice, which is capable of signifying almost every variation of feeling without uttering a syllable of speech.

Music, which is an emotional language entirely apart from speech, is a conspicuous example of the expressiveness of tone. Music can only speak to the heart, for it can only declare emotions. In order to complete the narration of an incident or story in music, speech is requisite, but for the delineation of passion or emotion the musical tones are all-sufficient.

Emotion is declared in the face as distinctly as in the voice. An angry frown, a countenance beaming with joy or shadowed by sorrow need no words to tell its meaning. Love, hate, tender interest, aversion, reverence and worship, incredulity and derision, and, indeed, all the active emotions are alike distinctly betrayed by the tones of the voice or by the facial expression.

It is evident that the beasts of the field do not need anything more elaborate than a tone language to convey all the expression they need to give, and it is doubtful if primeval men ever needed any other language than the facial expression and tones of the voice. It has been stated that in the very earliest times human beings were so devoid of evil and their thoughts were so perfectly pictured in their countenances that they did not need speech, but communicated with each other face to face and soul to soul. In the course of time, when they became corrupt and sensual, they found it necessary to conceal their thoughts, and so they

learned to harden their faces. Finally the urgency for such concealment and deception became so great that the art of lying was developed and speech grew to be the chief means of intercommunication.

These observations were suggested by an interesting article on "Voice, Song and Speech," in the January Popular Science Monthly, by Dr. Wm. Scheppegrell, of New Orleans, a well-known physician, who is devoted to the treatment of affections of the throat and vocal organs. The Doctor sets out with some rudimentary definitions. Sound is due to vibrations communicated to the surrounding air by some cause which disturbs its equilibrium. The disturbing cause produces vibrations which are communicated to the air, and by the air to the vibrating surfaces of the interior of the ear, and thence to the brain, where the sensation produced in all its characteristics is registered.

In sound we have three important qualities, pitch, loudness and timbre. The pitch depends upon the number of vibrations which the sounding body makes in a given time. When these vibrations are repeated less than eighteen times per second they produce no musical tone to the ear. The more rapid the vibrations the higher the tone, until the limit of human hearing is reached, which is about 48,000 vibrations to the second. The numbers of the vibrations are easily counted by means of a mechanism which sets in motion a small rotary fan, the mechanism registering the revolutions. If it is desired to determine the numbers of the vibrations of the string or the pipe of a musical instrument, the fan is made to revolve until it is exactly in tune with the string or pipe. Then the mechanism shows the number of revolutions in a second, the smaller the number the lower the note or tone, while the greater the number the higher the note. Necessarily the bass strings vibrate fewer times than do the treble or soprano strings. This instrument, which is known as the siren, can be tuned to the buzz of an insect's wings, and it is therefore possible to determine the numbers of their vibrations. Loudness merely depends on the force with which a string is struck or a pipe blown. So long as the number of vibrations remains the same the pitch of the note remains unchanged. There are instruments with metal strings and others with gut or membranous strings. There are tubes or horns made of metal, and there are other tubes made of wood, and although they may all sound the same note, each has its peculiarity or quality of tone, which is easily recognized by the ear. This is called its timbre. The human voice has its timbre, and each voice has its own peculiarities, as has also each pianoforte, or each violin, for instance.

But to return to our scientist, the human voice is a musical instrument, more complete, more varied in its capabilities and more adjustable to required conditions than any made by human hands. It possesses spir-

itual or sympathetic qualities that are given to nothing made of wood, metal or animal tissues.

It would be out of place here to go into any description of the human vocal organs. They are capable, like the other parts of the human body, of being improved and strengthened by care and exercise, and the great singer is above all the musicians that play upon mechanical contrivances. As singing is made up primarily of tones, words are not necessary, and therefore singing is independent of speech, but in order that it may exert its full power of expression it is wedded, as Milton put it, to immortal verse, and therefore speech is a much more complicated affair, bringing into use not only the vocal cords, but also the tongue, the teeth, the lips, the palate and the nose.

What is known as the service pension bill, introduced in both houses of Congress, proposes to give \$12 a month to every soldier who served 90 days in the union army during the civil war and who was honorably discharged and who has now reached the age of 62 years. Statistics show that the average age of all the survivors of those who served in the union army during the civil war is 63 years, so that practically all the old soldiers are included. It is also proposed to give a like pension to the widows of soldiers, but for the widows to be eligible the marriage must have taken place prior to June 27, 1890. Pension Commissioner Ware estimates that the veterans now living who are not on the pension rolls number about 200,000, nearly all of whom will at once become eligible to receive the pension. There are also a great many on the pension rolls already who receive less than \$12 a month. They at once become eligible to the larger sum, and, of course, would take it. Under the act of June 27, 1890, there are 430,000 pensioners getting from \$6 to \$12 a month and 150,000 widows who under the same act are getting \$8 a month. It is estimated that if this bill becomes a law it will cost the United States between forty and fifty millions additional annually. This is a pretty big item to be added to the already large sum paid for the same purpose. Under the existing laws about 14,000 names are added every year to the pension roll.

The promotion of the antitoxin treatment of diphtheria has resulted in a reduction of the death rate of that scourge of the nursery from 35 per cent. to less than 7 per cent. in the thousands of cases treated by the medical inspectors of the Health Department of Chicago.

An advantage of the steam turbine engine over the reciprocating type has developed after a year's test in Switzerland. The turbine ran 7,000 hours, with only 5½ hours spent in repairs.

London women have taken up the new fad of wearing nightcaps. The taking of nightcaps has been a chronic habit with the men from time immemorial.

UNION GOODS UNSALABLE.

While there is still a limited demand for union made goods in the cities—to satisfy the arrogant clamor of the walking delegate—country merchants generally agree that manufactured goods which bear the union label are practically unsalable, because the steadygoing farmers and mechanics who read the papers and note the infamous acts constantly committed in the name of unionism refuse to wear goods bearing the insignia of law breakers and murderers.

It is very generally conceded that union made goods cost more than non-union goods, because they are produced under artificial conditions established and arbitrarily maintained by union domination. The employment of apprentices is restricted and frequently prohibited altogether. The amount of work each employe is permitted to do is limited to such an extent that there is no margin left for the employer, whose only avenue of escape from loss is to use cheaper materials.

Furthermore, union labor, as a class, is inferior to non-union labor, because it relies solely on the union card for employment—not on the merit of its workmanship, as in the case of non-union labor. No good workman enters a union voluntarily and will not consent to place himself on an even basis with union workmen unless he is coerced into doing so by fear of losing his position or suffering bodily injury at the hands of the union slugging.

The strike, the boycott, the bludgeon and the union label—twin infamies of unionism—all having failed to accomplish their object, it will be interesting to note what weapon the cohorts of anarchy and unrest will resort to next to enforce their propagation of intimidation and murder.

One of the most encouraging features of the situation is the persistent refusal of the great mass of the common people to countenance the reign of the shirk and sneak by purchasing goods bearing the trade-mark of incompetence, tyranny and defiance of the law.

In parting company with the *Mancelona Herald*, after having been identified with the publication twenty-four years, L. E. Slussar leaves a record of which any man may well be proud. His publication has always been well conducted and excellently printed, and the fact that he has succeeded in making so good a paper that there has never been any competition worth mentioning in his field speaks well for his diplomacy, his enterprise as a business man and his reputation as a good citizen.

Professor Karl Pearson, the English anthropologist, has undertaken to remove the stigma placed on the red-headed by Aristotle when he wrote that "he that has red hair is proud, envious and deceitful," by compiling a character census of red-headed pupils, based upon the records of the schoolmasters of the country.

TEXAS OIL.

Rise and Fall of the Beaumont Boom.

It was a little over ten years ago—in 1892—that Patillo Higgins, the East Texas school teacher, became convinced that petroleum existed in the section of the State where he lived, and succeeded in interesting several friends in the Gladys City Gas and Development Co. People in the vicinity, however, had so little faith in the scheme of Mr. Higgins and his company that it was not until an oil man from Pennsylvania chanced into this part of the Southwest that actual operations were begun, and the company existed in name only for nearly ten years. With the aid of the Northern oil man, it secured sufficient capital to begin boring a well a little less than four miles from Beaumont, which finally reached a deposit of petroleum, causing it to flow at a rate of over fifty thousand barrels daily, according to the estimate of experts. The Lucas "gusher," as it was named after the Pennsylvania, marked an epoch not only in the industrial history of the Southwest, but in the oil industry of the world, for never before nor since has such a quantity of liquid issued from a single opening in the earth in a day.

It is somewhat singular that the Lucas was among the first wells as well as the greatest in the Southeast Texas field, but the news of the "strike" spread with such rapidity that other prospectors, who had also begun operations, redoubled their efforts, and fortune-seekers flocked to this portion of the United States from all parts of America. Land in the vicinity of the gusher which, before the discovery, had sold for \$40 an acre was divided into lots and disposed of in some instances as high as \$40,000 for an acre. Probably the most notable increase in the value of real estate was in a portion of what is now known as the Spindle Top district, where a tract which had been valued at \$8 an acre was sold at \$35,000.

The land with the prospects of oil was far more valuable than the oil itself at the beginning of the "boom," as was indicated by the rise in the values of property. In addition to the sales already referred to, when the "Beatty gusher" came in the company which owned it sold the well, with thirty acres of land adjoining, to a syndicate for \$350,000 in cash and \$2,000,000 in shares of a company formed by the new purchasers. This well, which was perhaps next in size to the Lucas, reached the oil-bearing sand on March 26, 1901. In July following the stock of the company which purchased the well, although capitalized at \$5,000,000, was selling rapidly at 75 cents a share, showing an actual valuation in the market of \$3,750,000, an increase of 1,000 per cent. in three months. Within two months after the Lucas well began producing the records of Texas show that no less than four hundred companies had been organized to bore for oil, to sell land, to build refineries and

pipe lines, or to deal in oil machinery, claiming to have a capital of \$175,000,000. Oil began issuing from the well in question on January 10, 1901. Within thirty days seven more wells in the same district had begun producing at a rate estimated at from 10,000 to 25,000 barrels each daily.

Beaumont became the metropolis of the field, increasing its population from 10,000 to 30,000 in three months, yet in eighteen months from the time of the first discovery the apparent supply had diminished to such an extent in the Beaumont district that pumping machinery had been installed at nearly every boring, while 750 derricks, planted over "dry holes," had been abandoned. It was calculated in July, 1902, that about 100,000 barrels were being secured, principally by pumping, every twenty-four hours. This was all the operators had to show for an investment of no less than \$10,000,000, of which over \$1,000,000 had been expended in borings which were valueless, \$1,750,000 in producing wells, the balance of the outlay being for pipe lines, reservoirs, the purchase of land, and to construct five oil refineries.

With the district literally saturated with the fluid, it was not strange that it should have suffered from some of the most disastrous fires in the history of the petroleum industry. They not only consumed the oil, but destroyed a large amount of property in the form of derricks, machinery and tanks. Probably the entire district was only saved from destruction by throwing up banks of earth about the fire and confining the burning oil in this manner. Some of the smaller fires were extinguished by the application of powerful steam jets obtained by connecting several boilers with pipe lines and allowing the steam to play upon the flames continuously.

This brief history of the unfortunate experiences in the Southwestern field has much significance, as it indicates how the industry has survived not only the many financial reverses, but the disasters from fire. While experience has been a bitter teacher it has been a good one, and the present development of the territory is being carried out on an economical and conservative basis. The principal properties in the Beaumont district, as well as in Louisiana, have been concentrated, and are owned by comparatively few corporations and individuals, who have ample capital to develop them, as well as to conserve the supply. No longer are wells bored to the deposits before storage has been provided for the possible product. In addition to the facilities provided by the transportation companies, pipe lines have been laid, to be extended to all new territory exploited. Up to 1902, it is estimated that the total number of covered reservoirs erected in the Beaumont district had a capacity of less than 500,000 barrels. At present the tank capacity of the State is fully 20,000,000 barrels, the majority of these receptacles being of metal, and

some of the single ones holding 10,000 barrels each.

While a beginning has been made in the shipment of oil from the Southwest for export, the permanent demand for domestic consumption from the sources indicated has increased so rapidly that a strong incentive is given to continue the development of the fields and to open up new ones. This doubtless accounts partly for the changed conditions about Beaumont. It may be said that the industry hereabouts has taken on new life, but the operators are depending upon the actual value of the product for their returns, not upon the sale of securities of companies floated to promote speculative schemes as in the past.—Day Allen Willey in Review of Reviews.

Opposed to the Employment of Women Clerks.

Written for the Tradesman.

The world would be much better if there were no female clerks in stores. The female clerk works for one-half the salary that the male clerk receives, and ninety-nine out of one hundred female clerks of to-day do not need the money to support their families. They work in a store for a small salary, because they like to be a clerk and see different people every two or three minutes and to spend their salary foolishly, while the male clerk would use his salary to the best of advantage as to his future commercial life. Another thing: So long as the female clerk exists she will keep bright, intelligent young men from getting positions. As I said before, they work for almost nothing and do not need the money for support, while some of these same females have big brothers who could fill their positions to better advantage for the employers. But the brothers can not get these positions because the girls work for one-half as much as they could afford to work for. It would be a great deal better for the men to be in these places.

The place for a woman is not in commercial life. It is in the home, where she is made to be. This is her place, where she can attend to household duties and learn to cook, sew and keep house for the oncoming of the future life.

Seventy-five per cent. of the female clerks who get married do not even know how to keep house, sew or cook. So they at once must engage a cook and thus put their husbands to a great deal more unnecessary expense than had they attended to their house duties and learned all this before they were married. A young girl should attend her house duties before marriage, as well as after marriage.

I think the readers of this article will find that I am correct in every way. Let the men and boys attend to the commercial business life and not the women folks. It is no place for them. If this could be done and there were no female clerks the employers would soon feel this and they would be compelled to engage male clerks and pay them their salary, and that would be twice as much

as the female clerks get, and in many cases three or four times as much. Imagine how much more money would be circulated. It certainly would make the nation better. I wish I had the ruling of such a law. I assure you there would be no female clerks in stores inside of thirty days—the bright, smart, intelligent young men would get these positions, which they could not get before, and then these young men would be in their right places and the females would be in their right places, at home, learning to wash dishes and cook and sew and attend to the other necessary household duties which are required of them, and which will be required of them in the future. Meyer M. Cohen.

Charlevoix, Mich.

Our Orange Crop Constantly Increasing.

California, during the past few years, has completely distanced Florida as an orange-producing State. The destruction of the Florida groves by the famous freeze of Feb. 7, 8 and 9, 1895, practically removed Florida from the market as a producer of importance. The demands of the country for a greater supply of oranges were met by California, so that now the California crop is greater than the Florida crop at the height of its production, and this year will amount to about 30,000 cars. The mind is a little staggered at 30,000 cars. Resorting to the familiar statistical trick for illustrating magnitudes, it is easily shown that if the California crop of oranges of the present season was boxed, and the boxes placed end to end, they would make three continuous trails clear across the continent, from San Francisco to the Atlantic seaboard.

The crop experts estimate that the present crop—that is, for the winter and spring of 1903-04—will be the largest in the history of the country if weather conditions do not become untoward during the next month or two. It is estimated that California and Florida will together produce in the neighborhood of 12,400,000 boxes, of which Florida's share will be about 1,000,000, the greatest since the calamitous freeze of 1895. The Florida figure indicates a regaining of about one-third of the crop production that existed just previous to 1895. With the exception of two unimportant centers of orange culture, one in Arizona and the other in Louisiana, the entire orange crop of the country is raised in California and Florida. The remarkable progress that California has made during the past few years in increasing her citrus crop renders it doubtful whether Florida will ever again occupy first position as an orange-producing State. The country, however, appears to be able to absorb all the oranges produced, the total crop now being fully three times as great as it was in 1890, so that even should Florida eventually regain her production of 6,000,000 boxes there would be no difficulty in disposing of the crop.

When a man speaks the language of hell he proclaims his nativity.

TIME IS MONEY

WE have no time to give away, but will make no charge for explaining how you, as a retail merchant, can increase your cash sales all the way from 25 per cent. to 100 per cent. and at the same time place a lasting advertisement in every home in your locality. Would you be willing to give us, say \$20 00, if we could get your competitors' customers to buy goods to the amount of \$1,000.00 from you and pay you spot cash for them and you make your regular profits on all your goods?

We believe any enterprising merchant will admit this would be a splendid investment for him. We will guarantee to put your business on a strictly cash basis, bring you cash for every sale you make, and bring cash customers to your store that have previously spent their cash with your competitors.


**Suppose we can increase your cash sales
50 per cent.**

or even 25 per cent. you would be willing to pay us 2 per cent. for doing it, wouldn't you? If you are not familiar with our plan and are sufficiently interested in your own success to go to the trouble of mailing us a postal asking for particulars, we will spend our time and money sending you samples of our hand painted china, circular letters, placards, coupons, booklets, etc., etc. We prepay the charges and if you are not convinced our plan will benefit you, send the whole thing back at our expense.


5c CASH COUPON
SAVE THIS
It is worth Money.
Redeemable in
China-ware on
exhibition at our
Store.



50c CASH COUPON
SAVE THIS
It is worth Money.
Redeemable in
China-ware on
exhibition at our
Store.




10c CASH COUPON
SAVE THIS
It is worth Money.
Redeemable in
China-ware on
exhibition at our
Store.



\$1 CASH COUPON
SAVE THIS
It is worth Money.
Redeemable in
China-ware on
exhibition at our
Store.



25c CASH COUPON
SAVE THIS
It is worth Money.
Redeemable in
China-ware on
exhibition at our
Store.



\$5 CASH COUPON
SAVE THIS
It is worth Money.
Redeemable in
China-ware on
exhibition at our
Store.



Geo. E. Seaman,
Dealer in
General Merchandise.
Also Cedar Shingles and Hemlock Lath.
*Buyer and Shipper of
Farm Produce.*

Robt Johns
Chicago
Jan 5 1904

Dear Sir
About May 1st 1903
I began using your
Porcelain Premium Plan
to increase my cash
trade & will say I have
been well pleased with
the result my cash sales
have increased more
than 25% & are getting
better all the while
Respy
Geo E Seaman

Can anything be fairer? You will be at no expense investigating this plan and we are so certain you will adopt it, that we are willing to put up our money against your time. We only explain our method to one dealer in a town—the first responsible dealer who says: "Tell me all about it." Will it be you or your competitor?

Ask for
Sample No. 81

ROBERT JOHNS

106-200 Monroe St.

CHICAGO, ILL.



Handsome Show Window Shown on Canal Street.

The other night, as I was lighting from a Canal street car, my attention was suddenly and forcibly drawn to the figure of a most charming young lady silhouetted against the wine-colored satin background of a brilliantly illuminated shoe store window half a block south of Lyon street.

Could it be possible 'twas a real "woman in the case"—rather, woman in the window—or only "make-believe?" But it could not, by any manner of means, be the latter, because the dear sex never, by so much as the turn of an eyelash, would do such a naughty thing as to "make believe!"

"Oh, look at the pretty girl in that window—let's go see her!" I exclaimed, urgently, to the young matron who had been my shopping companion of the afternoon.

But the aforesaid young matron lives on Easy street, consequently goes through life with her eyes shut, and was averse to going a step out of her way to accommodate one who keeps his wide open for business. When I glance in a show window, I can no more help taking a mental inventory of its contents than the weathervane on the housetop can help turning around when Old Bo-

reas is abroad in the land making his presence felt by friend and foe alike.

It was no wonder, therefore, when the apparition or the reality of a pretty demoiselle standing in a store window burst upon my astonished gaze—no wonder, I say, that my naturally investigating turn of mind should seek to unravel the mystery, should seek to ascertain if the girl in question were a "really and truly" flesh and blood young lady or only some other kind of a damsel!

As I say, my young matron waived the privilege of accompanying me on my "rubbering expedition," so while I skipped back to the middle of the block she said she would "watch out" for our transfer car up Lyon street hill.

Say! she was false! False as ever woman proved! So handsome to look at, standing in front of a table composed of the same material as her anatomy, and as also the shoes on the table, the girl in question stood convicted, a hollow mockery, an unblushing sham! She was worse than hollow—she wasn't even empty—she was flat!

Sad that one so bewitching at a distance should, at closer range, fail to carry out the enthusiasm created by a glimpse of her beauty from afar! But such is life. "Woman is deceitful ever." She leads us into all sorts of imaginings as to her inherent loveliness of personality and then, when we would "bind her to our soul with hoops of steel," she upsets all our plans and desires by

inadvertently disclosing the fact that beauty and a false heart may belong to a girl simultaneously, and so down goes another of our idols, just smashed to smithereens!

However, I suppose we shall go on believing in Lovely Woman till the end of time, and if we get our wings scorched in the flame it is our own fault that we didn't fold 'em up or else keep beyond burning distance.

Her name? Man always wants to know "her name." Well, this deceptive young woman's name is "Dorothy Dodd." You knew, because it was richly embroidered on the great red satin curtain behind her in big gilt letters, the two capital "D.'s" being at least eight inches high. 'Tis a pretty name, and the girl liked it, for she told it to every passer-by.

All around her were shoes bearing her cognomen—shoes that will one day grace the feet (or will it be the opposite?) of charming young ladies, in all probability.

Dorothy stood on a carpet of yellow canton flannel, with the fuzzy side up. Directly in front of Miss Dodd was as handsome a window fixture as I have ever seen anywhere in Grand Rapids. There may be others, but, if so, they haven't fallen under my notice. (Good thing they didn't, if "there are others," because, being composed of mirrors, they might have broken and that would be decidedly unlucky!). The fixture in question was very simple in design, but its very simplicity made it stand out more prominently than if it had been more elaborate. And then

the materials in its make-up were elegant, and you know there is nothing that is quite so effective—so striking—as "elegant simplicity." This fixture was just two shelves of very heavy beveled edge mirrors made in the form of a broad V, with the apex toward the in-gazer. They slanted towards the front and were supported by plain heavy nickel standards. On leather were disposed near the window eight different styles of Dorothy's shoes, also a few more resting on individual standards, and others still were distributed evenly around on the floor of the window. Two handsome pieces of ragged edge black leather were displayed near the window glass. These were some two feet or so across, and were evidently intended to show the material of which the finished goods in the exhibit were made.

My car came along in about seven minutes and a quarter, so I had no time to step inside the store and verify my impressions. I merely give the window as it appeared to the pedestrian who might pause to admire the luxurious display.

There is no more striking contrast or combination of colors than orange and black (although, properly speaking, the latter can not be designated a color) and the designer of the Rindge, Krekel & Co. window evidently had this fact in mind when he selected a bright yellow as the color on which to rest his goods. If he had employed a richer material—velvet, for instance—the effect would have been magnificent. Perhaps its

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absence was due to motives of economy, or it may be that its use would have had a deleterious effect on the dear public—have frightened away possible buyers as indicating that the goods shown on the velvet were of a like expensive quality. Be that as it may, the window dresser probably had some good reason for using the cheaper material.

The different shoes were displayed as to contrast in shape of the heel, or as to whether they were buttoned or laced, a French heel being placed opposite to one of the Cuban variety—which latter, by the way, is about evenly divided as to its adherents, some ladies entertaining an admiration profound for them, some others simply abominating the style—give me a trim little French heel on a woman every time!

I am not well enough acquainted with Miss Dorothy (I hope she'll excuse my calling her by her given name so often!) to know whether or not she ever is the happy possessor of slippers. If she is so fortunate as to include in her wardrobe the darling conceits of St. Crispin's art exhibited in that window she is, indeed, a remarkably lucky girl. They were certainly dainty enough to tempt a maiden to forswear athletics and remain in her boudoir forever and a day.

Two of the many attractive models displayed appealed to me especially. They were both made of a black leather with a dull finish, and the toe of one around the lacing, had eleven small oval holes, about half

or three-eighths of an inch the long way, which was up and down. These oval openings were each surrounded with an embroidered design in small dull black beads. The toes had an additional embellishment of the black beads, in a fancy pattern, and the slipper might well have that highest meed of feminine praise—"too sweet for any use."

In saying Goodbye to this window I must not forget to mention the three placards that were placed prominently and at the same time unobtrusively (if you can imagine such a paradox) in the two front corners of the window and in the one nearest the door. They each represented some special use of different styles of the Dorothy Dodd shoe. The pictures were in black and white and were extremely fetching. They all represented outdoor life. One showed a stylishly dressed girl walking on a city thoroughfare and in the background was a fine equipage with all the accompaniments of wealth. In another picture, at the back, was a beautiful colonial mansion and in the middle distance and foreground were handsomely dressed women talking in groups and walking along, as if they had just attended—or were about to do so—a reception at the Great House. In the third picture one's heart went out to the central figure in spite of one's self. Even a confirmed woman-hater could not but think there was a bare possibility he had been too rash in acquiring his reputation, and he would wish that Time might "backward, turn back-

ward" in its flight, for the laughing eyes and the tempting mouth of the girl on the ice were sure to bring to the crusty old bachelor the memory of another girl with just as sweet eyes and just as kissable lips—the "one girl" of his dead, long-buried past.

A Question of Judgment.

When the hatter produces for inspection a new line of straw hats, in the month of January (if he would do such a foolish thing), he attracts plenty of attention from passersby, but business does not result. In the retail shoe trade there are instances of unseasonable window displays, not as bad, perhaps, as that of the hatter, but unbusinesslike, nevertheless. The greatest care, and the greatest judgment, should be exercised in this matter. The retail shoe dealer who allows a display of Christmas slippers in March or April, or a display of summer styles in tan shoes, when he should be pushing the sale of shiny leather shoes, has evidently not given proper attention to a most important part of his business. The right display at just the right time means much to the shoe merchant. Are there any shoes in your windows that would be better out than in? Don't say "No"—but take a look—and then answer.

Armies Must Carry Power Houses.

Perhaps the most scientific study that has yet been made of the laws which govern the application of the automobile to war purposes has been made by Captain Douhet of the Ital-

ian army, and the result of his work was published by the Electro-Technical Association of Turin nearly two years ago. After examining every solution of the question of tractors, steam, air, gasoline, storage battery, engines with trains and self-propelling lorries, Captain Douhet arrives at what seems at first sight the remarkable conclusion that the most efficient, if not the only, system, of automobile transport for military purposes will consist of tractors, each propelled by an electric motor, but deriving their current from a traveling dynamo mounted on a truck propelled by electricity. In other words, he advocates for this particular work, the hauling of supplies in war, a trolley line carrying its own power house about with it.—Outing.

A selling system which demands the cutting of prices as its chief trade-pulling factor is a weak system, according to the best opinions of leading up-to-date merchants. If people want the goods they are willing to pay a fair price for them. To have what is good value, to show it well, to talk of it interestingly and understandingly, and to have won public confidence—these are the things which bring to a store a steady stream of custom which can not be more than momentarily deflected by cut-price methods of the cheaper stores.

One of the blessings of being a humorist is that all your mistakes pass off as jokes.



1904 "Nationals" are now ready. Prices from \$25 to \$650

Cut off this coupon and mail it to us today. You cannot afford not to investigate. Our agent will call and explain the register best adapted to your business. His call will put you under no obligation whatever to buy. Saw ad in MICHIGAN TRADESMAN.

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For twenty years the National Cash Register Company has furnished a system for taking care of cash sales, credit sales, money received on account, money paid out and money changed, in all kinds of retail stores.

By our long experience we are enabled to furnish a practical system for any retail merchant.

The first "National" was invented by a retailer. Following the suggestions which have been freely given by hundreds of storekeepers, we have been able to develop our machines along practical lines. Today we can furnish a practical system for any retail merchant.

By our improved and practical methods, we guarantee to furnish a better cash register for less money than any other concern.

We have \$5,000,000 invested in this business. We have just invested \$750,000 more in new buildings and equipment to take care of the increase of our business.

We cannot afford to lose the confidence of a single merchant. We have too much at stake to guarantee anything we cannot do. We have increased the profits for 365,000 retail merchants.

We know we can increase your profits.

National Cash Register Company
Dayton, Ohio, U. S. A.



Weekly Market Review of the Principal Staples.

Staple Cottons—Buyers are looking around the staple end of the cotton goods market and where they can are placing orders for delivery before February 1. Failing in that, they make contracts for the earliest possible date. The size of the orders is not very important, but this is due to the sellers rather than to the buyers. The latter appear to be willing to pay asking prices but the mills are not willing to promise too much. There is no sign of speculation in the market, even although it is evident that stocks are greatly depleted in many directions, furthermore than that early trading is expected. Sheetings and drills remain practically unchanged but without any lessening of the firmness. Standard drills are in small demand for home use and still less for export. Four-yard sheetings are well conditioned and firm. Denims have sold moderately and buyers do not hesitate to pay full prices where they can get the goods. Nearly all lines of ticks are well sold ahead. Bleached goods are being bought in moderate quantities but buyers experience great difficulty in securing spot goods. Exporters of cotton goods are looking forward to the Chinese New Year, which occurs the second week of February, when it is expected that buying will begin again for shipments abroad.

Wool Dress Goods—The initial dress goods market is gaining in interest, both in connection with spring reorder business and advance business for the 1904 fall season. The reorder demand for spring fabrics can hardly be said to have reached large dimensions, but there has been an unmistakable increase in the business coming to hand, nevertheless, and within the next few weeks, according to the confident expectations of many sellers, a good many orders of a supplementary nature, calling for a good yardage of various classes and grades of fabrics, will be received. The jobbers' campaign for spring trade has not been carried on to a sufficient extent to bring home to him with any force the necessity of supplementing initial purchases. In a number of cases jobbers report that the progress of the spring season is slow, the retailer not having reached the point where he is ready to make anything like a comprehensive provision against his spring trade requirements. Two or three weeks, however, are expected to work a change of considerable importance in the attitude of the retailer in connection with spring goods. No one believes that either the jobber or the cutter-up has bought anything like the full quota of spring needs, and the evidence of increased buying during the past week or so is taken to mean a good supplementary movement in due season.

Underwear—The buyer who is in the underwear end of the market today is, no doubt, somewhat surprised to note that prices are considerably different on many lines made up of cotton or principally of cotton to what they were three weeks or a month ago. Many lines have shown a readjustment of prices since the opening and some of them are very marked. There were a number of lines that opened at either a very moderate advance or none at all over the year before that were very quietly withdrawn during December; these include both fleeced lines and ribbed goods. Some of these have again made their appearance in the market at new prices. The whole matter has hinged on the market for raw cotton, as we have stated before, and the manufacturers of knit goods could not anticipate the future. In ordinary years they can make some guesses at what the future holds in store for them and at least they can be sure of the cost of making up goods from cotton which they have in stock, but in a year like the present, where they have little if any stock to base their figures on, and very few thought that cotton was going up to its present level, they are at the mercy of cotton. Most of them, when the possibility of higher-priced cotton was suggested, laughed and stated that speculators would get tired of fooling with it before very long and some of them would get badly beaten. When this would occur it would mean that cotton would come down with a thud and they would be getting a bigger profit than they would at that time or be able to reduce their prices. In a speculative market, however, all signs go astray, as many of the manufacturers have found to their cost. There has been considerable trouble over deliveries of spring goods, but in many cases the goods are coming forward in fair shape. Nevertheless, there is fully the usual amount of growling over this feature. The jobbers report the promise of a good season. They say that they have already received inquiries from their customers for prices on early orders and there is little doubt that the stocks are in fair shape for the opening of the selling season. In other words, the retailers have not carried over any very large lines and will be in position to order with considerable freedom. This certainly will tend to clear up jobbers' stocks and will reflect to the manufacturers in the way of reorders.

Hosiery—There have been a good many buyers arriving in New York during the week or ten days past but up to the present writing the business which they have transacted has been small. They are looking about and biding their time. The real effect of the matter is that buyers are a little bit more anxious about spring business than the fall, although the latter would interest the trade here much more. In many cases deliveries of the spring goods were called for on January first, but comparatively few were made by that time. In fact, deliveries are considerably behind. This appears to be

the all-important matter now. The prospects for deliveries for spring are not very bright and every day sees a greater delay.

There seems to be no doubt that there is a good deal of business yet to be done in fall lines and where many of the mills are in fair position in regard to their fall products, there are very few that can say they are sold up. It is true that agents have in many cases booked as much as their mills would allow, but the mills do not allow their whole product to be sold up. They prefer to wait for further developments in regard to prices.

Carpets—The large and constantly increasing demand for three-quarter carpets this season is a source of satisfaction to both the jobbers and the manufacturers. The demand for some grades, notably the tapestry carpets, has been very large, especially for what are called the middle or medium grades. On this latter line the scarcity is more noticeable as compared with the better grades.

The fact that several of the large carpet mills have advanced prices on the average from 2½¢@5¢ per yard, and even more on some grades of three-quarter goods, shows the healthy condition of business and the outlook is favorable for a good season's trade.

Rugs—The Wilton rug weavers are also exceedingly active, especially the makers of the Ventnor and Windsor Wilton rugs, which are running well, especially in the carpet sizes, 9x12 feet, and 8 feet three in-

ches by 10 feet eight inches. The tapestry rugs are also increasing in demand and manufacturers of this latter grade are well employed with orders enough booked to last them for some months. This class has gradually supplanted the Smyrna rugs to quite a large extent and jobbers anticipate a good demand. The 9x12 sizes sell at \$12 each, wholesale, for the average grade, which is sold more than any other tapestry rug. There is also a cheaper grade made at \$9 in 9x12 feet size; also a better grade of tapestry rug, 9x12 feet, sold at \$14. Velvet rugs, also carpets, are in good demand. The scarcity is the most noticeable in the medium grades.

What is it that if a man hasn't he does not want, but if he had it, he would not take ten thousand dollars for it?—A bald head.

Inhaling fumes of burning camphor will often cure a cold in the head.

GET A COPY OF THE FIFTH ANNIVERSARY NUMBER OF THE DRYGOODSMAN

It contains descriptions of all the big stores in America. Shows over forty views of the interiors and exteriors of the finest stores in the world, and gives nearly a thousand definitions of the usual and unusual terms used in the dry goods and kindred trades. The price is 25 cents. It is given with a three months' trial subscription to the DRYGOODSMAN for 50 cents. Address

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715 Locust St., ST. LOUIS

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

UNNECESSARY RUDENESS

Responsible for Loss of Future Customer.

Written for the Tradesman.

In the Tradesman of January 20 I noticed an article signed "Josephine Thurber," in which the writer extolled the tactful virtues of three young Holland girls employed as clerks in a particular Grand Rapids dry goods store—girls who, from an humble capacity, have risen to positions of trust and prominence in the establishment and changed the whole atmosphere of the place by their obliging attitude towards the buying public.

Those three young ladies, says the writer above referred to—not in so many words, perhaps, but that's the "gist" of the article—are shining examples of the fact that clerks may make themselves of inestimable value to the men who pay their salary, and a delight to those so fortunate as to fall into their hands to be waited upon.

If they are invariably polite—treat all comers with equal courtesy—they do not need to emphasize their initial services to customers. These latter are bound to receive a pleasant first impression of the place through them. But, I am sorry to observe, "There are others."

Of course, it goes without saying that all customers do not present their most charming mood to clerks, and that all clerks do not present their most agreeable aspect to patrons of the store. There are glaring faults on both sides of the counter which will have to be corrected before the trading millennium shall be an accomplished fact.

I was forcibly reminded of the truth of this last statement, the other day, when I entered a local store, "just to shop," in regard to the purchase of some long black plumes of a good quality. "Fine feeders make fine birds," and, remembering this old familiar adage in regard to this important adjunct to the toilet feminine, I thought, as I had a little spare time on my hands, I could not spend it to better advantage, as to my clothes, than to "look around," as the saying is, and find where I could "do the best."

At the cheapest, a good plume is an expensive investment, that is, as to its first cost, although it is like anything else in the line of wearing apparel in this: "The best is cheapest in the end." True, very pretty feathers, as to mere looks, are purchasable now, since the art of the feather maker has made possible the redyeing and refurbishing of stock, so that a feather that has seen its best day may, by the proper processes, be made to present "a respectable appearance in society." Fresh parts are added at the end and the accession of a split quill on top of the old feather makes really a presentable article of an erstwhile shabby piece of finery. Time was when a plume that was composed of more than one layer of fibers was considered in the light of a sham, a pretense, but "things have changed since Hanner died," and now one seldom finds in the stores—you might

say never—a feather that does not have from two to four thicknesses.

But, even as they are made now, there are feathers and feathers. The same length may range in price, as to top quill and quality of fiber, all the way from two or three dollars "up."

By the way, how cheerless and how deceptive is that little word "up," as applied to a sliding scale of prices of clothing or articles of vertu! It sends a chill to the stoutest heart of the purchaser of extravagant tastes but one who, nevertheless, if not actually obliged to "count the pennies," must at least "count the cost." It means so much to the one of flattened pocketbook, although to the wealthy it hath no terrors.

But, to "go back to our mutton," a feather is a feather, and, like a fine quality of fur, is good for a long time—"as long as any of it is left," as the saying is. So in getting a plume it pays to buy as good a one as the purse will allow, for while capricious Dame Fashion smiles on the wearing of these lovely flumadiddles they may be used over and over again—winter and summer alike, "es macht nicht aus." If one can compass the purchase of a good feather in the beginning it is really an economy in the end.

There was a time, that lasted for many years, that plumes "went out." And they stayed "out," with a vengeance. Ladies laid away their handsome feathers carefully and with a sigh, for there is no one thing in all their precious belongings that quite so appeals to their love of the beautiful as these come-to-day-and-go-to-morrow bits of luxury. Becoming to old and young alike, they add charm to the prettiest face and soften the outlines of the plainest visage; and sinks the heart of the fair sex when Fortune says Nay. Just now she saith Yea, and right gladly do women obey her mandate, they need no urging.

I have a half dozen of the "pitty sings," as the little girl says, but they are like an additional closet—"one can always use one more." So, seeing in the window of a certain millinery store I rarely enter, as it is out of my usual walks, an alluring long specimen of the article under discussion, I lifted the latch to enquire its price. Madame of the Place was busy near the entrance with a couple of Jew girls, who were, evidently from their actions and hers, regular patrons, and so I walked past the group down towards the rear of the store where a tall pretty blond girl was dusting off showcases and touching deftly the various hats and bonnets perched on the "fixtures."

Her blue eye fell on me and she left her work and came forward with the pleasant enquiry, Did I wish something?

I frankly said at once that I hadn't come in to buy, but would she kindly tell me the price of the long black plume in the window on the side next the door?

Certainly, and, with the statement that she "had more back here," the

accommodating girl pulled down a big box that was almost too much for her to handle and, making a place for it on the counter, she proceeded to take off the cover. This she tossed on the floor behind the showcase, so as to leave me as much room as possible in which to see the many feathers that she took out of the box and handed me to enjoy "seeing with my hands," like the children.

We say to a child, "Don't touch, don't touch," and yet who among us grown-ups that is satisfied with a mere visual inspection of an object! If we may not "take it in our hands" it spoils half the pleasure of looking at a pretty article.

The milliner's attractive assistant went on to hand me out feather after feather, telling me the price of every one, without my having to ask once even, and explaining the different qualities, with a lot of bright little chit-chat thrown in that didn't directly bear on the case. The girl was so agreeable, and so engaging in her manner, that I really was sorry when the interview was ended.

Now what I said in the beginning about cantankerous clerks doesn't apply to this one at all, but rather to Madame of the Place herself.

She had seen me lingering at the counter with her employe. Now, as it happened, I had on my "glad rags" that afternoon, and when she saw me sweeping out in the confidence that one's good clothes inspire, she evidently thought I was a "shining mark."

The Jew girls had just gone out and she turned to me, as I reached her, with the most suave smile you could imagine and in a kissed-the-blarney-stone tone of voice asked me Did I find what I wanted?

I told her the truth. You should have seen the look of disgust—that's not too strong a term to describe it. It was nothing milder—that Madame of the Place allowed to steal over her countenance! I never saw a more complete transition.

She uttered not a word. She still had hold of the door latch, from letting the Jew girls out, and she could do no less for me now. But the slam that hastened my footsteps, as I grabbed my skirts outside the portal, was quite unnecessary to indicate the condition of mind on the opposite side of the door.

As I walked down the street I registered a solemn vow that Madame of the Place should never again have the chance to slam her door on me, but that, if ever her courteous little clerk should go into business for herself, she it was who should have a big share of my custom. Jennie Alcott.

New Fields of Usefulness.

Miss Angles—This new gown of mine doesn't give me the graceful figure the tailor claimed it would. I'll have to have it altered.

Miss Plumpleigh—Why don't you take it to Padden & Co.?

Miss Angles—Are they your tailors?

Miss Plumpleigh—Oh, no; they're upholsterers.



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.
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DRESS GOODS

DRESS GOODS

Our line of Dress Goods is now complete and we are in a position to show you one of the best lines ever offered in the following brands:

Danish Cloth, Poplar Cloth, Fancy Novelties from 10 1/2c to \$1.25 the yard, Full Line of Cashmeres, Black Brocades, Tricot Flannels, full line of colors at 20c; Full line of 30 and 36 inch Flannels

Ask our agents to show you their line

P. Steketee & Sons

Wholesale Dry Goods Grand Rapids, Mich.



The Reason Some Sales Do Not Succeed.

If a sale, whether special or otherwise, is to have force, it must have a goodly reason for existing. Any trumped-up, patched-up reason will not do. There must be genuineness back of it or it can not expect the patronage of thinking people. Evidently some merchants think to the contrary, if we are to take some of their "special sales" for evidence, because many of them are built upon the flimsiest of foundations.

Some will have a new counter put in, or a part of the floor renewed and at once there is a "remodeling sale." I know a merchant who tells his customers every season that he has bought too many goods and must therefore sacrifice prices to get rid of them. What a poor business man he must be to be overbuying all the time? Another will hold his goods over from season to season until there is absolutely no sale for them, and then cut prices without avail. Need not enumerate the thousand and two other sorts of "sales" which are trumped up; every merchant knows them.

Now, there can be genuine sales; genuine remodeling sales, when there is anything like remodeling going on, and not simply a "bluff" at it. A merchant can overbuy once in a long while, but he is a fool if he does it all the time. A merchant can have a genuine reduction sale, but he must be timely with his reductions, or he will fail. Any of these reasons, all of them, and more—many more—may be good. The chief point to be considered is not their goodness, but their timeliness. Unless a sale is well-timed, it can not expect to be successful, and a merchant who would expect it to be so is either a fool himself, or thinks his customers are fools.

You can not fool folks constantly; they won't have it; they know better. At the same time, it is seldom that a well-timed sale lags in interest. Buyers will respond, as a rule, to genuine bargains offered for good and sufficient reasons. They won't respond if they don't want the goods or can not use them.

For instance: Some time ago I knew a shoe merchant who made up his mind that he would have a cut price sale of the best sort—his standard of best was the deep cutting. Sounded well to hear him talk of it, and you expected something unusually good. But when folks who had been invited to the sale, through the store's advertising, came to see the stock, they found the shoes so old fashioned, so completely out of date that nobody who cared a rap for personal appearance would dream of wearing any of the shoes offered at reduced prices. The merchant was disappointed and he used the old-style argument that "advertising did not pay," or surely folks would give

him 98c for shoes which cost him \$2 or \$3 to buy.

Of course they would give him 98c for shoes which they could wear, but who under the sun wants to wear toothpick shoes when broad toes are prevailing? His sale was ill-timed. The time to have reduced toothpick shoes was when some of them, at least, were being worn. Then somebody would jump at the chance for saving money, and toothpick shoes would not appear oddities on one's feet. No use expecting folks to buy goods which are unwearable, no matter how little the price asked. They had rather pay more at the right time than have them for a gift at the wrong time.

So, besides having a good reason for one's sales, special sales must be timed correctly, or they can not be expected to succeed. And if a merchant proceeds upon the hypothesis that "there's a sucker born every minute," he is likely to find out, sooner or later, that he himself is one of the "suckers."—Advertising World.

Refund the Money.

A question that comes up with persistent regularity is as to whether money should be returned to customers dissatisfied with their purchases. The most progressive of modern retail establishments are those that make a prominent feature of the returning of goods if the customers so desire. People are differently and peculiarly constituted. Some customers can decide what they require in five minutes, when others could not in two hours. It is a great help to a salesman to be able to say to a customer, "Well, take the article home and if you do not like it bring it back any time within ten days and exchange for another, or have your money refunded." This is all that is required in hundreds of cases to clinch a sale, for invariably when the doubtful customer has the article at home away from the confusion of the store it proves eminently satisfactory. By all means make it a policy of the store to refund the money if the customer desires. Only it must be done as cheerfully and willingly as the sale was made. This is one of the most effective means a merchant can devise to secure the confidence of the people. It shows that the dealer himself has confidence in his goods and the people will, too.

Prof. O. C. Marsh, of Yale College, once met a negro driving an old horse which had a curiously malformed hoof. "When your horse dies," said the professor to the old ducky, "I will give you three dollars for that hoof if you will cut it off and bring it to me." "Very well, sah," was the reply, and horse and driver disappeared. Two hours later, when the professor reached home, he found the negro, who had been impatiently awaiting him for an hour. Handing a carefully wrapped package to the professor, the ducky said, "De hoss is daid, sah."

Conservatism and laziness are hard to distinguish.



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
Browmie 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.

Retailers Pleased With the Season's Styles in Neckwear.

Buyers are beginning to arrive, although their number is as yet few compared with what is expected next week. Their appearance in market, and the fact that road men are sending in some pretty fair orders indicate that the dull period is about over and that the market is in a fair way to take on its wonted activity. The purchasing done so far has been conservative, the orders not being large, but sufficiently numerous to show, to the satisfaction of wholesalers, that retailers are in need of merchandise and are pleased with the season's styles.

Although it is early, too early, in fact, to base any definite predictions as to what the season will bring forth, a sufficient number of orders have been taken to indicate buyers' preferences, so far as they go. From these it is gathered that for spring medium shapes will be preferred by the general trade, with four-in-hands in French seaming and reversibles in the lead. The widths selected are 1 3/4, 2 1/4, 2 1/2 and 3 inches. It is only the high-class trade, however, that is taking the three-inch extremes, the bulk of the selections being on the first two. Estimates based on orders taken, according to reliable authorities and the leaning toward medium shapes this early in the season are sufficient to indicate that narrow neckwear will again prevail for summer, the present widths remaining good up to Easter.

Squares have also been ordered and are wanted for early trade, and they are likewise considered good merchandise for selling from now until the actual opening of the summer trade at Easter time.

One feature, very welcome to the neckwear people, is the noticeable breakaway from staples in favor of brilliant novelties. The new gray, or mixtures of black and white, cravatting possessing considerable sheen are selected in preference to the dull mixtures of white on black that give forth no iridescence. Grays are now used with backgrounds of color. These gray cravatting on grounds made up of an equal distribution of black and white are illuminated with unit effects in bright colors, and also stripes.

There is considerable variety in the new color schemes of the season, entering into which orientals form a considerable part, and the patterning of these multi-colored combinations is as unique in its treatment as the blending of the colors, the latter often running to three and four tones. Even plaids are included, both Tartan and French. In fine grades coffee browns are well thought of. Of course the usual light and delicate colors selected for Easter trade are receiving attention, and hardly an order placed does not include a sprinkling of light colors. In the brown class there are cafe au lait and the beiges and delicate color effects produced by a black warp shot with white, Nile with white, sky blue with white, champagne and other pastel shades.

In strings the graded club tie is ordered, preference being about equally divided between squares and points, scallops being strictly out, even in medium and fine goods.

Handkerchief ties with open handkerchief ends in stripes have been ordered and are undoubtedly taken in place of windsors, although the folded windsors are also selling.

In regard to orders placed and selections made by retailers, a very sensible conservatism is being adhered to, buyers appearing to be actuated by the desire not to overbuy or accumulate any merchandise that they have no confidence in. Besides, the period between now and Easter is a short one, and as retailers either expect to be in the market again or to buy from traveling men for Easter business, this conservatism is well placed and fully warranted by conditions.

So far as a canvass of the market reveals, there is a conspicuous absence of novelties, manufacturers preferring to put out only what they are certain will find favor with buyers, and thus reduce the possibilities of speculation at this time. The fact of the matter is that in the several seasons past those who had the temerity to bring out novelties found it was a big, and oftentimes unprofitable, venture, and it is believed that only those who have failed to profit by the mistakes of others will attempt anything strikingly new on top of a season such as the past has been, with strongly marked prejudice against anything in neckwear not in good taste.

As to the summer season, there appears to be no well-defined idea in any particular direction, and in the absence of definite information it is likely many of the things brought out last summer will be repeated.

There will shortly be placed upon the market, so that neckwear manufacturers can have it worked up into neckwear in time for Easter trade, a new jacquard effect in cravatting silk, which the maker has named "Asbestos."—Apparel Gazette.

A Feat of Strength.

It was a most peculiar case, so the insurance adjuster said, with wags of the head that meant much more that they might easily be induced to say, with a little more provocation.

The building had been destroyed by fire, and its occupant, one Theodore Titewad, testified that he had held the office safe suspended from a window until the firemen had come to his relief.

The attorney for the insurance companies who were contesting the claim on the building looked scornfully at Theodore, and the following cross-examination took place:

"Mr. Titewad, will you kindly tell the jury what your approximate weight is?"

"About 110 pounds."

"Have you ever been known as an athlete?"

"No, sir."

"Have you ever before performed any noteworthy feats of strength?"

"No, sir."

"Very well, sir."

"Now, what is the weight of the safe you claim to have held suspended from the second-story window for five minutes, with one hand and unassisted?"

"One ton."

"That will do. The witness may step aside, and Fireman O'Rourke will take the stand. Ah, Mr. O'Rourke, will you tell the jury whether Mr. Titewad performed this feat of strength he has just sworn to?"

"Sure, sor, it weren't in his fate, but in his hands thot th' stringth were, sor."

"I mean did he hold this safe as he says he did?"

"Yis, sir."

"What!"

"Yis, sor. Yez see, sor, yez don't know Misther Titewad loike th' rist av us does, or yez wuddent be surprised. Yez see, th' sa-afe had money in it, an' Titewad was niver knowed t' lit go av annything thot had money in it, sor."

Seeing that they were defeated by overwhelming evidence, the insurance companies at once arranged for the payment of the claim in full.

Advertising is salesmanship multiplied. Good advertising and bad salesmen won't mix. Get rid of every clerk with a long face. Fire out all people who feel sore. A store full of good, cheerful public servants, backed by good, honest principles, and all reflected in sensible advertising, is invincible. It will always be busy.

Made on Honor

and

Sold on Merit

Buy Direct from the Maker



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

Ellsworth & Thayer Mfg. Co.

MILWAUKEE, WIS.

B. B. DOWNARD, General Salesman

THE WILLIAM CONNOR CO.

WHOLESALE READY-MADE CLOTHING MANUFACTURERS

28 and 30 South Ionia Street, Grand Rapids, Michigan

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

Mail Orders Shipped Quick.

Phones, Bell, 1282; Citz, 1957

M. I. SCHLOSS

MANUFACTURER OF

MEN'S AND BOYS' CLOTHING

143 JEFFERSON AVE. DETROIT, MICHIGAN

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

Style Tendencies in Little Folks' Wearables.

Buyers from near-by and far-away points are now in market and their number is daily increasing. Up to this time they have been busy in their own stocks, taking inventory and getting the machinery of their annual clearance sales running smoothly.

Those coming from Eastern points report that the season's business has not been up to the volume of last year, but as more sales of higher grades were effected profits were better and enabled them to make a fair showing, although not altogether a satisfactory one. Merchants from the West say that they have nothing to complain of, since business was all that they had expected and they did not set any higher standard for their expectations than the standard of last fall. All speak encouragingly about the spring season, although the near-by and Eastern merchants are playing it rather conservatively, while Western and Southern people are placing full orders. Both the latter say that crops have been very good, money plentiful and people disposed, as usual, to spend it as fast as it was earned.

Manufacturing wholesalers say that buyers are coming in tardily, while buyers think that they are early, that is, early enough for them, and many of them say that they would much rather defer their trips until February, as they would then have a better understanding of the way things are going. This is particularly true of Eastern visitors, who report that business in their towns has been greatly unsettled by labor troubles and many more people are idle than last year at this time. The mill and manufacturing towns are hardest hit and especially those towns where the textile industry is the chief means of support.

Among the earliest operators for spring were city buyers, and when a number of leading ones were interrogated as to why they got into the market this season so much sooner than last, they said that they learned there was not such good picking when they go in late, the choicest goods having been selected by the out-of-town people, and that city buyers would stand a better chance on good things by getting in ahead of the other fellows. Last season some of the late buyers found that they were obliged to take substitutes of a number of the choicest fabrics and did not at all like it, hence this season they are getting in with the advance guard.

In juvenile wear buyers are making a choice of Russian blouse and Cossack suits. The latter is a long garment, similar to the Russian blouse, with a belt of the same material as the garment, and buttons down the side; fly front, perfectly plain front and back, and double breasted, with metal or covered buttons. The collar is plain, buttoning up to the neck, bloomer trousers. As previously noted in these reports, bloomer trousers are supplanting the straight knee pants. The bloomers are made very full at the bottoms. Russian blouse

suits are also ordered with Eton collars. This is the style of suit now generally known throughout the trade as the "Buster Brown" model. The assortments are about equal proportions of plain and fancy mixed fabrics, the plain being serges and the latter goods of a cheviot character, with plenty of color mixtures.

The sailor blouse, single and double breasted, with detachable Eton linen collar, is also ordered in plain and fancy fabrics. It is plainly tailored, without much external adornment, the fancy materials entering into its make-up giving attractiveness. These suits are also taken with full bloomer pants.

In boys' wear the Norfolk occupies a prominent place in the good opinions of buyers. It is very much smarter in style than the Norfolk of previous seasons, and is made with a long roll collar and lapels. Some manufacturers have brought out Norfolks of this style with a shield with a fancy embroidered center. Others, again, have an Eton Norfolk or Norfolk jacket, with which a white linen Eton collar is worn. While a choice of trousers is given, the bloomers are preferred to the straight knee pants.

As to the Norfolk and double-breasted sack, preference is at present about nip and tuck, both styles selling equally well.

A new model double-breasted coat has been introduced for the season like the regular double-breasted sack, but has in addition a belt of the same material, sewed onto the garment and buckling in front. The garment is made up with both long roll collar and lapels of medium width.

In youths' styles the double-breasted, three-button sack is selling in three styles of lapels—long, narrow roll, medium width and the single-breasted lapel models. These garments are cut collegiate, or semi-military, with a center vent in the back, and are selling in serges, unfinished worsted, black and blue, fancy, plaided, mixed weave cheviots, and Scotch plaids with plenty of color. The long trousers accompanying the suits are cut fairly full over the hip, conforming with the semi-military style of former seasons.

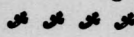
Youths' single-breasted sack coats are called for in two styles, the cutaway front, modified from last year's style, and the full straight front with moderately rounded curves and long roll, narrow collar and lapels, and also in medium widths, the lapels being broader than they were last season.

Rain coats in sizes for boys and youths are being brought out in the plain fly front and belted back, as well as in the paddock models. The fancy rough-faced goods, cheviot-like in character, are doing very well in all grades, although with the fine trade the smooth-faced coverts have not lost any of their former prestige. In youths' and young men's sizes the short top coat is meeting with a fair reception, although of course nothing like what it had in former seasons, prior to the rain coat craze.

Buyers are placing their orders

early for wash suits and express confidence in the coming season, in fact, they look forward to a better one than they had last summer and, notwithstanding that more stock was carried over than for the season of 1902, are preparing for a big season. Assortments are being made up of Russian suits and Cossack styles, also with Eton and sailor collars, sailor suits in Cossack and some in Eton styles, the latter, of course, applying to the collar. The variety of fabrics in wash suits shown this season by makers is much greater than last, including mercerized mixtures of a fancy character, chambrays, cotton and silk, in solid colors; end-and-end madras, plain, corded, jacquarded and with parti-colored woven stripes. Also, drills, Galatea, Holland and linen fabrics. Wash suits are selling best with bloomer pants, although some buyers are including a sprinkling of straight knee pants in their orders.

The suit described in our last issue under the head of "The New Golf Jacket" has been named "The

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.

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.

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

"The Clothing that makes Rochester Famous"
REGISTERED BY Solomon Bros. & Lempert, 1900.

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

Sonny Jim" suit by the creators and manufacturers. The jacket of this suit is somewhat similar to a Norfolk, having a yoke and pleats. The latter, however, only run down to the belt, which is made of the suit material, and the skirt or lower part of the jacket below the belt is plain. The jacket is form-fitting in the back, something like the semi-military coat. It is a very smart creation and is well thought of by buyers who do a fine class business.

Although the wholesale manufacturers are busy taking spring orders they are also planning for the fall and winter season of 1904-5, and getting the opinions of buyers on what to make for the heavyweight season. These opinions are divided on the belted-back overcoat, and, notwithstanding the doubts expressed by some very well informed buyers, manufacturers will make them. Several styles are talked of, but whatever the style decided upon, the belts will be detachable. Some are planning to make their coats with a slit in the back of belt width, so that when it is desired to take the belt off the outside of the garment it can be worn buttoned to the inside, without showing or drawing the garment together, leaving a plain loose back. The belted coat, according to the preferences of some buyers, whose ideas will be carried out, will be made full double-breasted in front and single-breasted fly front.

In boys' and youths' sizes the paddock will be brought out with a full double-breasted ulster front and paddock back. There will also be a full, wide-skirted, double-breasted ulster-length overcoat for youths.

The double-breasted sack coat for boys and youths will be cut on similar lines to the present model, with a trifle wider collar and lapels, and some houses will continue their present styles of semi-military shape, with long roll and medium wide collars and lapels, the coats a trifle longer than for spring.

The Norfolk and double-breasted jackets will be continued as at present, the former with pleats running back and front, collar and lapels about the same.

Juvenile overcoats will continue to be modeled on the Russian style, single and double-breasted, buttoning to the neck, on the side, also down the front. Some will make them with Eton collars of velvet and also of the coat material, the collars being detachable and sewed on. Where detachable the neckband of the coat is military in style. They will also be made plain and with pleats, the pleat effects varying according to the ideas of the manufacturer.

A sack suit for boys will be brought out in double-breasted jacket, flap hip pockets, no pleats, the garment being designed on the model of the French soldiers' jacket, with bloomer trousers very full in the knees.

Two-piece suits for boys and youths are selling almost to the exclusion of three-piece suits, and this preference on the part of buyers has been quite a surprise to the sellers.—Apparel Gazette.

The Lantern of the Sea.

Most persons who have seen lighthouses only from a distance imagine that the machinery necessary for the mighty rays of light is extremely complicated and powerful. The fact is just the opposite.

All that is to be seen in the top of even the biggest lighthouses, those known as "first-class," and "second-class," is a big glass lens, a lamp with an argand burner fed by ordinary oil, and a simple piece of clock-work to revolve the lens.

The clock-work is wound up with a crank that a child can operate, and the power that moves it is merely a heavy weight, which is suspended through a hole in the floor. This weight is so adjusted that it falls only very slowly, so that it will keep the clock-work going for twelve hours with one winding.

The lamp is strong, but otherwise not vastly different from common lamps.

From a little distance the lens presents the appearance of a great fruit jar, made out of cut glass, that flashes from hundreds of facets. It is a big fruit jar, though, for a lens in a lighthouse of the second-class is as big as a fourteen-year-old boy.

When one approaches it more closely, it is discovered that this "fruit jar" has no bottom. And the cut glass effect is due to the fact that the great thing is composed of hundreds of pieces of fine glass, each forming a lens of its own. All these lenses are so cunningly put together that the various rays that go through them are combined to make one blinding beam of light.

The "fruit jar" is supported by steel balls, which in turn run on a circular track. So delicately is it adjusted that, although it may weigh a ton, the touch of a finger will set it revolving. The clock-work moves it with ease.

The lamp is set inside and is stationary. So you see, the light itself never moves, whether the lighthouse is a "stationary" or "fixed" one, or a "revolving" or "flash" one. The movement of the beams of light is produced entirely by the movement of the big lens.

If the light is to be an "occluding" one—that is, one where the beam of light shows only in certain directions or at certain intervals—the glass windows of the upper room, or "lantern" in which the lens stands, are covered at the proper places with curtains. These stop the beam as the lens turns in their direction, and thus its light disappears for a second or a fraction of a second, to reappear again as soon as the beam passes the curtain.

Restaurant Keepers Know a Check Beater by Instinct.

"That young fellow who had trouble up at Sherry's the other night about a check for his meal, and made it necessary for Herr Sherry himself to eject him from the place, must have acted in a mighty suspicious way," said the New Yorker. "Otherwise, it seems to me, he would have had no trouble in making a peace-

able settlement, even if he did have no money with him.

"For instance, I was in a Broadway restaurant one day with my wife and another lady. I had met them up town by accident—they were shopping—and invited them to lunch. We had the lunch, and I asked for the check. Then I dug for my wallet, but it was not there. I asked my wife for some money, telling her I had left my pocketbook at home, I guessed, but, to my surprise, she had not enough, and I did not want to let the other woman know my predicament. I was not known there at all, but I walked over to the desk and asked to see the manager of the restaurant. He came and I told him my situation. I said I would come back in an hour or so with the money if that would do.

"Don't let the matter distress you, sir," said he. "I'll just put your name on this check, and when you come in next time you can make it good."

"I thanked him and we went out. Of course I paid the check that same day. But that only goes to show how easy it is, if a man is honest about such a thing. I suppose, if I had framed up a plan to go in and beat the restaurant there would have been something in my demeanor to give me away."

A favorite method of suicide in Japan lately has been to leap over certain waterfalls. So frequent have such occurrences become that police are now constantly stationed in their neighborhood and large notice

boards are erected bearing inscriptions in large letters, of which the following translation is an example: "Do not drown yourself here! Intended suicides are warned that heaven disapproves of the utilization of Kegen waterfall for the purpose. This is certified to on the best priestly authority and serious consequences in the hereafter are guaranteed. To drown here is also forbidden by the prefectural authorities."

Gas or Gasoline Mantles at 50c on the Dollar

GLOVER'S WHOLESALE MDSE. CO.
MANUFACTURERS, IMPORTERS AND JOBBERS
of GAS AND GASOLINE SUNDRIES
Grand Rapids, Mich.

JAVRIL

The charm of Coffee without the harm

Full particulars on application

JAVRIL CO., LTD., Battle Creek, Michigan

AUTOMOBILES

We have the largest line in Western Michigan and if you are thinking of buying you will serve your best interests by consulting us.

Michigan Automobile Co.
Grand Rapids, Mich.

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

YOUR BOYS

Wear Knee Pants

No doubt they wear them out in a hurry. Have you tried the Gladiator kind? They fit and wear.

Look for the Gladiator Ticket, that's sufficient guarantee.



Clapp Clothing Company

Manufacturers of Gladiator Clothing
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

INSURANCE PROBLEMS.**Practical Advice to the Holders of Policies.**

Written for the Tradesman.

This is a subject that all business men should be interested in. Having been local agent and solicitor for several years and traveling over the Southern peninsula of Michigan for over one year and coming in contact with leading agents and heavy insurers, I can, perhaps, interest the readers of the Tradesman by telling them about the conditions existing in Michigan, as I find them.

As many of the ideas I shall express will be diametrical to those advocated by your Inspection Bureau and local agent, I will here introduce a clipping from the Chicago Record-Herald of Sept. 30, 1903:

"President John H. Washburn, of the Home Insurance Company of New York, in the annual address before the thirty-fourth meeting of the Fire Underwriters' Association of the Northwest at the Auditorium yesterday, defended the centralization of power in the hands of one central authority and argued against rating bureaus, Western departments and stamping secretaries as institutions calculated to diffuse the power that should be centralized. In his line of argument Mr. Washburn strongly defended the policy of administration pursued by the Home. The address was taken as indicating that the Home in the future was to be no more conciliatory in the matters in which it differs from most of the other companies than in the past, and considerable significance was attached to Mr. Washburn's address on that account.

"The subject of the annual address was 'Underwriting Problems.' The speaker contended that stock companies were superior generally to mutuals, and that a company operating on a broad basis was superior to the one of local character. The subject of burdensome state legislation in insurance matters was dealt with. Schedule rating and classification bureaus were criticised severely, the speaker saying that they indicated a condition similar to children in the dark seeking to find the light. He held that the solution of the problems that confront underwriters is in a proper understanding of the relations of the business to the public and of the companies to the agents. Mr. Washburn's address was listened to with deep interest and as deep silence, the majority of the delegates being affiliated with companies operated on lines entirely at variance with the policies laid down by the speaker."

When a man holding the position of Mr. Washburn will go before a meeting of underwriters and assail present conditions, it gives any person who has a thought license to express same in print.

With the above as a broad introductory to the general subject of insurance, I will discuss as the first subdivision—the Assured.

Three things must be right, the Assured, the Contract and the Company. The most important of these three is the Assured. It is a fact that at least 95 per cent. of the

business men in Michigan are ignorant and big-headed in matters pertaining to their insurance. Instead of getting wisdom on the subject, they sit back and complain about excessive rates, unjust requirements, dishonest settlements and careless neighbors. "Cast out first the beam out of thine own eye and then shalt thou see clearly to pull out the mote that is in thy brother's eye."

The first thing to do in placing insurance is to fix values. If it is a building ascertain what it would cost to replace same, including all permanent fixtures such as lighting and heating apparatus, gas and water pipes, etc. From this amount deduct depreciation. When you have this result you can determine how much insurance to place on buildings. If it is personal property make an inventory and place after each item not what it cost you, but what the actual spot cash value is to-day. Every business which does not have a system which tells every night what its personal property consists of should take inventory at least every six months. More firms fail in this country by the "poor book-keeping route" than any other. Do not think so or guess so, but know so. When you have inventoried you can determine how much insurance to place on personal property. When values are fixed the next thing is to clean up. Clean up from cellar to roof. Clean up the front yard, back yard and alleys. When you get cleaned up keep clean. A clean risk, the year around, goes a long way toward securing a low rate. Every time a State agent comes and finds you with a dirty risk you get a "black eye."

Above suggestions apply in a general way to all risks, but more particularly to merchants. Manufacturers must obtain the same results, but in a different manner. The services of an appraisal company should be secured and an appraisal made. The appraisal is of value in the following particulars: The placing of insurance and proof of loss in case of fire. It is an independent valuation of the property and, therefore, establishes the "sound value"—the securing of credit or loans based on the value of the plant; determination of the purchase price of plant in case of sale; determination of the value of the various interests in case of the dissolution of a partnership, of disputes between partners, and the settlement of estates. The maps, cross-sections and floor plans enable the exact reproduction of the buildings and machinery and have an important mechanical value in showing location of machinery, power transmission, partitions, etc. When the appraisal is completed the services of an audit company should be secured and a system of book-keeping incorporated which will show just where and how much there is of everything of value in the plant. You say this costs money. Of course it costs, but the value is far greater than the cost. Taking the manufacturing plants as they run in Michigan and it is worth not less than \$300 for the very smallest, up to

about \$4,500 for the very largest.

When the values are fixed the next step is to fix rate or price. Don't send for "my agent," "our agent" or "your agent," because it is impossible for one man to be agent for an insurance company and assured at the same time. Request an agent of some insurance company to call on you and bring with him the "schedule" applying to your risk. When he arrives make an inspection of the risk, applying the "schedule," and ascertain what improvements or changes you can make and thereby reduce the rate. When you decide on the various propositions that will be presented it will be easy to determine the cost. The agent may inform you that this procedure is useless, as the rate is already fixed by the inspection bureau and that he can not secure a "schedule." The best agents in Michigan know how to inspect risks and apply the "schedule" and are giving their customers the benefit of their knowledge. If the agent you go to won't or can't do this, go to one who will. You are paying a good price for your insurance and you have a right to demand this kind of service. By pursuing this course a satisfactory result is secured, from the fact that the assured and company become better acquainted.

After values and rates are fixed, the next step is to place your insurance. Most men merely say to an agent that they desire so many dollars of insurance placed on certain property and think that all there re-

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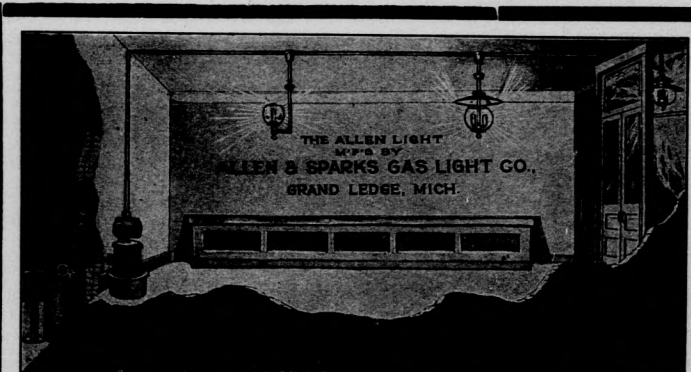
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mains for them to do is to pay the premium. If the agent goes to asking you all manner of questions you think he is too inquisitive and get offended and take your business to an agent who does not care to learn so much about your private affairs. Here is where the assured makes a "big headed" mistake. Be honest and frank with the company's agent. Tell him about the following facts and more if he asks you: If you hold a fee simple title to the land on which buildings are located. If there is a mortgage or trust deed on the property. If there is any blanket mortgage covering real estate and personal property given to secure a bonded indebtedness. If there is a chattel mortgage on any of the personal property. If you operate your manufacturing plant later than 10 o'clock p. m. What for and how you use electricity. How buildings are heated and lighted. If you or any tenant use or allow on the premises naphtha, benzine, benzole, gasoline, ether, Greek fire, fireworks, dynamite, nitro-glycerine, gun powder in excess of twenty-five pounds, phosphorus, more than five barrels of kerosene, explosives of any nature. If you want goods under sidewalks included. If you want foundations of buildings excluded. If you want property held on storage or for repairs covered. If you want awnings, bullion, casts, curios, drawings, dies, implements, jewels, manuscripts, medals, models, patterns, pictures, signs, tools, sculpture, scientific apparatus, store or office furniture or fixtures covered. If you want sidewalks covered. If you have signed away subrogation rights. If insurance is on contents of dwelling, do you desire to cover property belonging to members of your household? If you carry any other insurance on property being insured. And any other questions he may see fit to ask. With this information the agent should be able to write you a form that is right.

Now that policies are received, the next step is to examine them and see if they are correct. We will consider this phase under our article on Contracts. When a representative of a fire insurance company calls on you, show him every courtesy possible. Never allow him to go through the risk alone. The man who has charge of insurance should go with him and make a note of all suggestions and see that they are put in force. Don't try to inform him on the subject of insurance. Get him to tell you all that he knows about your risk and policy forms. If you meet with a loss, keep your mouth shut, let the company and your neighbors do the talking. The time to adjust the loss is before the fire. Don't rely too much on the company's local agent. Look after your own affairs and if you don't know about insurance, get someone who does know to tell you about your policies. Insurance companies are in the business to make money and they will never complain, so long as you have a poor contract. When it gets too good is when they will tell you about it.

W. H. Heath.

EDUCATIONAL ADVERTISING.

The Public Always Ready To Be Instructed.

To achieve popularity is the aim of most stores. There are many ways to do it, some of which have been pushed almost to the point of the ridiculous. Few, if any, better ideas, it seems to us, have been brought forward than the system pursued by at least one large house in Chicago, occasionally emphasized in the public prints, and followed sometimes by other houses. On a smaller scale retailers in the minor cities could use the idea, which, in essence, is to make the store an educational center in certain of the arts and crafts. Just how to do this is something that the merchant will have to work out for himself. It would not pay him to bring artisans at great expense to his store to show people how certain things are manufactured, yet that is what is done in more than one large establishment in metropolitan communities.

But the less wealthy merchants need not be discouraged. A little time and conscientious thought in almost all cases will discover ways in which the idea may be used to advantage at moderate expenditure of room and money. The public is always ready to be instructed when the instruction carries with it a modicum of amusement. We learn readily that which interests us. It seems to the writer that people in smaller communities, having to depend more upon themselves for their recreations, develop a greater desire for knowledge, and have, often, a wider horizon of interests, by reason of having to depend upon reading or upon home-conducted amusements, than the people of large cities, whose amusements and recreations are, to a considerable extent, made for them by professionals in the gentle art of making folks laugh. If this is the case, then we should expect to find a keener appreciation of the educational element in a store display in the smaller communities.

Behind this idea there lies a principle of unselfishness and community interest, which, if manifested in the right spirit, will bring popularity to the store. It is a liberal spirit which goes well with a reputation for honesty. You are genuinely pleased to see your fellow citizens, to contribute to their happiness, to give instruction in the way of your business to the young folks; you are, in short, a man devoted to a public service without being formally enrolled as a public servant; you have a liberal, alert spirit, not willing to be imposed upon, but feeling the impulse of generosity and knowing in a secondary way that the higher the intelligence and spirit of the community mounts the higher will mount your fortunes and good name.

Has the vicinity about your town natural resources? What have you done to develop them? Have you clay with which pottery may be made? Did you ever get a potter in your store to show people what can be done at home? Has coal been found in the neighboring hills? Do

you show people how it burns? Ever tell them what kind it is? Ever prove that it can be used to as good advantage as that which is shipped in? Have you a mine of plumbago in your neighborhood? Then show how lead pencils are made. Have you mica? Show how it is secured and for what used. Do your fields produce corn? Show the cellulose that is used in ships as packing, for making certain explosives, and many other by-products of the corn plant. The field is limitless and every step is interesting.—Apparel Gazette.

Trick With a Penny.

To pierce a penny with a fine sewing needle does not at first seem an easy thing to do. But it is really very simple when done in the following manner: Stick the needle lengthwise through a cork, allowing the point to project a little. If the needle is longer than the cork, cut off the head with nippers. Place the penny and the cork on a soft board and hit the cork sharply with a hammer. The needle is kept by this from slipping aside, and as it is harder than the copper of the penny the coin is easily perforated even by the finest point.

Walter Scott liked to tell the story of his meeting an Irish beggar in the street, who importuned him for a sixpence. Not having one, Scott gave him a shilling, adding, with a laugh, "Now, remember, you owe me sixpence." "Och, sure enough," said the beggar, "and God grant you may live till I pay you!"

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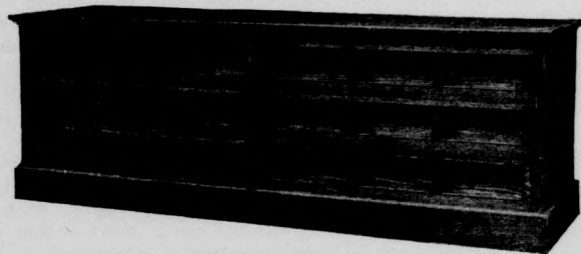


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Drawer back of each glass 6 3/4 x 13 3/4 x 20 1/2 inches.



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Asbestos Too High, Considering Its Abundance.

Nature never fails to furnish an antidote for every poison. Almost invariably the remedy is found alongside of the harmful agent.

Human lives and property are in constant danger from fire. Providence, therefore, has placed the antidote—*asbestos*—within the reach of all people.

Asbestos is found near Richmond, in Canada; in Vermont, California, in the Joaquin Valley and the Sierra Madre, at Black Lake, Toleraine, Thetford, Danville, etc. *Asbestos* exists in the Russian steppes, and in a hundred places in the United States and in South America; in the Swiss Alps, among the rock-bound fortresses of Silesia, the Saxon lowlands, the Norwegian fjords, Spain, Italy, Greece, the islands of the Mediterranean. The world is full of *asbestos*. A great trust domiciled in the United States, in conjunction with a similar association in London, controls it all. Although it is so amazingly abundant, no man gets *asbestos* without consulting one or the other of these two gigantic corporations. If they are willing, you can have the antidote which nature provides against fire; if they are not willing—well, how much *asbestos* is mined, anyway?

In 1879 the Canadian district, near Richmond, produced less than 300 tons of *asbestos*, valued at \$20,000. In 1895, at the same place, 8,700 tons of *asbestos* were mined, valued at \$368,000. Two years ago 40,000 tons were shipped from this point, and the industry is still growing. Forty thousand tons represent 85 per cent. of all the *asbestos* mined. In other words, this one Canadian locality is producing more than three-quarters of all the *asbestos* produced and used in the world. The rest of it comes from the United States and Europe—the former producing 5 per cent. and the rest of the world 10 per cent.

The danger from fire is everywhere present. It is a daily, an hourly menace. No man, no woman, would delay for an instant to make their homes fireproof, so far as humanly possible, if they could obtain the material with which to do so. That means they would use an enormous amount of *asbestos*, if they could get it—much more, in fact, than 50,000 tons per annum; yet 50,000 tons per annum is all that is mined. Why is this?

Asbestos to-day is for the rich. The price is high—too high for the average man's pocket-book. Yet the vast abundance in which the stuff exists everywhere leads to the hope that a day is not far off when this state of things will be corrected.

Let me indicate some of the uses to which *asbestos* is now put:

By the proper use of *asbestos* several great New York hotels, the stamping grounds of the millionaires

and would-be millionaires from all over the Union, are rendered fireproof, or nearly so, and if only "nearly so" it is the owner's fault, as the material to make them absolutely fireproof can be had for the money—big money, it must be admitted.

Some people have a notion that buildings can not be made entirely fireproof, even with iron, concrete and stone used throughout. This view is partially correct, for *asbestos* is needed—in fact, absolutely essential—to finish the business, and, as pointed out, the finishing *asbestos* touch has been applied in a few millionaire hotels.

It is not my business or purpose to go into the matter of the Iroquois *asbestos* curtain—whether it was the "real thing" or fake. Whether its lowering was possible or not is not my business; in fact, it matters little, for one curtain does not make a theater fireproof. In order to render a theater or any building fireproof, all iron parts—walls, decorations, etc., must be covered with *asbestos*. The New York hotel chamber recently set on fire on purpose was thus equipped. Its contents of inflammable material burned up, but its walls and wall decorations, ceiling, doors, mantels, panels, floors, etc., remained intact.

And this brings up the issue of the day: The possibilities of *asbestos* with respect to the preservation of life and limb of persons assembled in a place of public resort.

The overwhelming majority of American theaters and hotels throughout the States have walls very prettily hung with silk stuffs or paper material, calculated to cause a fire to spread all over a given surface with lightning rapidity. That such inflammable material is allowed to jeopardize life and limb of vast audiences is as scandalous as it is unnecessary, for every conceivable kind of wall paper and wall decoration can be made of *asbestos* fiber in endless variety. The decorations of our ocean greyhounds are certainly as artistic and lavish as those employed in any theater or hotel in the world, and they are *asbestos*. A few years ago the *Asbestos* Trust started to manufacture *asbestos* wall covering, and so great was the immediate catering to the wealthy classes that the works had to be doubled and trebled within the first twelve months. Strange to say, not a single theater manager sent in an order.

The architect of the ill-fated Iroquois was quoted to say, on the morning after the catastrophe, that never again would he allow a particle of wood to be used in the construction of a theater. It is doubtful whether so sweeping a promise can be kept, particularly regarding the stage and accessories, but all inflammable material can be rendered harmless by *asbestos* paint. *Asbestos* paint can be had in all shades; can be made to produce "veritable dreams" of decoration. As to *asbestos* wall paper, there is some able to withstand a temperature of 800 degrees. At a recent test, I wrote my name on a piece of the paper, and after the test my signature could be

as easily read as before. The ink I used was composed of ultramarine, a color formed of the mineral called lapis lazuli.

Well-to-do men in America and Europe have long used *asbestos* writing paper for important documents, because they are indestructible. Gaspard Meyer, of Paris, I believe, invented the first *asbestos* writing paper, so-called, placed on the market. It stood the fire test very well, but crumbled into dust as soon as touched. The *asbestos* writing paper now used is prepared according to the Ladenzig method, and is so perfect in every way as to allow its use in photography. If you want your photo admired by your great-great-grandchildren, have it done on platinum-*asbestos* paper.

Asbestos for building purposes is worked into forms like plaster of paris. Smooth as glass, hard as marble and withal beautiful to look upon, there is no reason, outside of the increased cost, why all buildings of public resort should not be constructed of this material within and without.

When dampened *asbestos* may be handled like felt and placed around pillars, cornices, staircases, etc., rendering them fireproof, as soon as the mass hardens.

The iron pillars supporting balconies in playhouses and stories in skyscrapers become, in case of fire, by their very nature, sources of grave danger if uncovered by *asbestos*. For the heat is liable to render them red hot, bend, and eventually melt them, so that one story after the other

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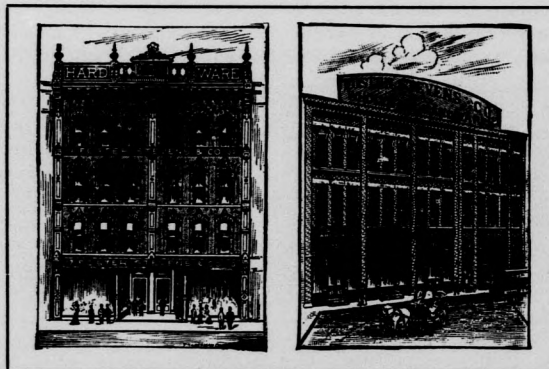
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Grand Rapids, Michigan

tumbles in. Asbestos can and does prevent this tremendous danger, as fire can not penetrate to the iron parts, and consequently their usefulness as pillars and braces remains unimpaired.

An old house was bought and divided into two equal halves by a partition reaching from attic to cellar. Then one-half was covered, partition, walls, floors and ceilings, doors, staircases, mantels and all, with asbestos. After inflammable material, dry wood, straw and paper, had been heaped up in all rooms on both sides of the house the whole was drenched with kerosene and fired. The pile burned for two hours, when the nonasbestos-clad half was wiped out, while the other was found intact, save that the wood, paper and straw in the different stories had been consumed. In one of the rooms an inscription, placed on the wall with fireproof paint, had remained readable, although blackened by smoke.

After this, it is hardly necessary to point out that theaters, including scenery, draperies and wooden stage floors, can be made absolutely fireproof. The cost, of course, will be considerable, but that is the lookout of the great American people favoring the absorption of natural resources by combinations and financiers.

Considering that Count D'Aldini, in Paris, advocated asbestos uniforms for firemen at the beginning of the last century, under Napoleon the First, are we not moving ahead rather slowly?

Our boasted progressiveness notwithstanding, hundreds of brave firemen are annually roasted alive, or frightfully injured, because we neglect to provide them with the asbestos covering advocated a hundred and more years ago.

I have seen men armed with asbestos gloves take up an exploding kerosene lamp and hurl it out of harm's way without suffering a scratch. I have seen them handle live wires with asbestos gloves and without damage to themselves. I guarantee that an asbestos glove, impregnated with rubber, will withstand the strongest dynamo.

Asbestos has been successfully introduced in the household. Asbestos wicks outlive the best and most expensive lamps; asbestos covers save the finely polished mahogany table from injury by hot plates; the ironer will not be burned if she protects her hand with an asbestos rag.

The great European peoples are too poor to afford their subjects free education, but of course money for war purposes is always available. The Asbestos Trust profited considerably by this state of affairs, furthering the cause of humanity at the same time by introducing portable asbestos lazzarettos to be used in case of war. These emergency "barracks," so-called, are waterproof as well as fireproof, besides offering abundant protection against the ravages of the sun and penetrating cold, for asbestos allows neither heat nor frost to pass. Hence, it is equally successful in keeping warmth in incubators

and preventing the ice from melting in refrigerators.

Asbestos carpets would be a God-send in the sick-room, as they prevent noises of any kind. Indeed, if Carlyle had lined his "cell" inside and out with asbestos, he need not have gone into fits of despair on account of a crowing cock or tolling church bell.

Asbestos varies much in quality, but all kinds, no matter where found, stand the crucial test; in quantity, asbestos is invariably fireproof. I have seen tests up to and above 3,000 degrees Fahrenheit. The heat made the water in the strains evaporate, but the fabric itself did not suffer. The contention of the Iroquois managers that their curtain, although asbestos, was destroyed by the fire, may, therefore, be dismissed without argument. If the curtain had been asbestos it would be there to tell the story.

This being the age of electricity, asbestos's resistance to the electricity fluid can not be too highly appreciated, particularly with respect to hotels, theaters and, above all, the stage.

"If" the curtain had been asbestos—there is the rub. The market is full of fake asbestos articles, and the sooner the Government takes action, preferably in conjunction with other governments, against dealers in "fire protectors" that fail to protect, the more lives will be saved. If it is wrong to adulterate whisky and criminal to forestall the price of food, it is unspeakably iniquitous and vicious to sell a shield against fire that may cause the purchaser to be devoured by fire. It is like filling supposed cork life preservers with sawdust; by the way, how many sawdust—cork—life preservers do you suppose are carried by excursion steamers and ferry-boats in all parts of the world?

I have seen asbestos cardboard, so-called, that contained less than 3 per cent. asbestos, while the real article contains at least 90 to 95 per cent. pure asbestos fiber. Just now, as the dispatches tell us, a lot of investigating and still more talking are going on in all big cities of the States, but if the authorities, or legislature, makes it a criminal offense to sell asbestos, the burning up of people in gilded fire traps called theaters and hotels will continue as before.

Those having the welfare of the public at heart should insist upon the criminal offense clause; the mere imposition of a fine would be quite useless to frighten off persons determined to make money, even at the cost of jeopardizing people's lives.

In conclusion, let me set down here a few widely unknown facts regarding asbestos.

Writes Pliny in his natural history (first century, A. D.):

"In the fiery deserts of India, the land that knows not rain, and where the sun breeds poisonous snakes, there grows a grass that develops in the flame of fire. It is utilized to weave precious white fabrics, which, if thrown into the fire, emerge only whiter and more beautiful."

Herodotos, the "Father of History" (born 484 B. C.), tells of "living linen used by the peoples of Asia to

wrap up the bodies of their kings when they are burned after death. The "living linen," he says, "prevented the ashes of the dead from mixing with those of the pyre."

Herodotos first used the name that gained such awful significance since the Iroquois fire. He calls the living linen "asbestos," i. e., indestructible.

Asbestos garments have been found in Egyptian graves that existed 5,000 years before Christ.

Marco Polo, the globe-trotter of the thirteenth century, brought back asbestos from the land of the Tartars, and Charlemagne once amused a dinner party by throwing a tablecloth into the fire and drawing it forth uninjured. John L. Scibbo.

The Tenant Did His Best.

A well-known Brooklyn politician owns a dizzy old frame building in one of the Jewish quarters of Manhattan. Not long ago his tenant, a small clothing merchant, summoned him hastily by telephone, telling him that the place was on fire. When the owner reached the ground he found that the fire department had extinguished the flames before they had done much of any damage. Somewhat annoyed at having been called from important business for so trivial a matter, he said rather sharply to his tenant:

"It's a pity the whole building didn't burn."

"Vell," said the tenant, with a deprecating gesture, "you can't plame me. It wasn't my fault. I didn't send in de alarm."

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With best wishes for a Prosperous New Year

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Detroit, Michigan

WON BY A SCRATCH.

Inception of the Cement Plant at Apple Siding.

Stoner dropped off at Apple Siding, because his last inch of mileage ran out there. He was a tall young man with snappy black eyes. He had no money, but a determination to put the past behind and take a man's grip on something. He could give singing lessons or cut timber. Anyway, he was through giving away dollars because certain cards did not turn—absolutely through! From the train he had seen a lake, curving about the town like a battered moon quarter. He circled the village for a bath before beginning operations. Reaching the margin of the lake, he found calcareous mud. It was not in spots, but everywhere along the shore and deep in the water as he could see bottom. He was familiar with marl beds. Here was the finest he had ever seen. A little distance off, on a wabby float, sat a little lad with a long cane fishing pole.

"Who owns this fishing pool?" Stoner called.

"It lays on Zera Patton's big farm. Ye kin see the cupolow of his barns over yonder," answered the tad-pole combination.

"Is this Patton a good sort of chap?"

"D'ye mean 'bout goin' to meet-in'?"

"No. How is he out of meeting?" Stoner asked severely, controlling his mirth.

"Kind o' cruddy, but he's got a dandy lady stoppin' at his house. She's my Sunday school teacher. She come from the city. Her folks is all dead, 'ceptin' ole Patton. Say, hol' this here pole fur a minnut 'n' I'll go 'n' snag a few of his apples."

Stoner was occupied with thoughts and bites. He manipulated both with success, landing three pounds of cool, silvery green pickerel in one package and a definite plan of action.

On the second night afterward he learned that Crooked Lake was his—body, bottom, and shore—if he assumed the taxes which were due. Moreover, if he placed \$50 in Zera Patton's hand within three days he would obtain a thirty days' option on twenty acres of property at the edge of the lake; also a strip 100 yards wide and a quarter of a mile long, stretching from the lake to the railroad. The price demanded for the twenty acres and the strip was \$2,000. Stoner was told this in Zera Patton's kitchen. A meal was thrown in—the first since he had left the city. He experienced three distinct thrills—one from the farmer's announcement, one from the marvelous taste of tea, salt pork, salt rising bread and butter, and a third from the blue eyes, soft brown hair, and general delightfulness of the young woman, the Sunday school teacher, who poured the tea. Stoner's speech was stricken with commonplaces, but mysterious talents shone in his eyes. The fact that he couldn't pay taxes on an anthill at the present moment was derailed.

Fouled and fagged from a night

on a freight, he reached the city. His only baggage was a large, rusty tin pail filled with handfuls of earth from many points on the margin of Crooked Lake. It was Sunday. The directory contained the name he desired, "Rodney Halleck, clerk, bds.," etc. Two hours were required to reach the place where Halleck boarded. The latter was a quiet, sad eyed young man with a passion for chemistry, whom Stoner had met and liked during various school periods.

"Yes, I've kept up the blessed old fad, but it hasn't been good to me," Halleck said. "I spent months looking for a job, but I couldn't get on as assistant chemist at a soda fountain. I'm blotting and brutalizing a ledger eight hours a day. What have you got in your pail?"

"That's what I want to know. I have an idea."

At the end of two hours Halleck turned with nervous quickness from his scales. Stoner was asleep in a chair, his head thrown far back. The chemist began to understand many things from the shabby, mud-stained clothing, broken shoes—from the white, throbbing throat and abnormal breathing. He touched the sleeping man's shoulder.

"Hello!" Stoner exclaimed, starting up. "Excuse me for cluttering your lab. O, yes; what do you think of my marl outfit?"

"Ninety-two and one-half per cent. calcium carbonate—that's all! Are you hungry? I'm going to eat. Come on"

"Ninety-two and one-half per cent.!" Stoner repeated. "By the eternal pyramids, that's marl land! Yes, I'm hungry—always hungry!"

They had drank and dined. The richer joy devolved upon the chemist, who could watch the other. "I've got \$50 put away, Stoner," he was saying, "but the other for the taxes—looks as big as the city hall to me. Hold on. I've got some platinum crucibles"—his voice assumed a more melancholy tone—"you see I'm not allowed the luxury of pottering with chemistry much these days—and I'll show you a jeweler's shop where you can get quite a figure for them!"

"Halleck!" said Stoner, rising with flushed face and shining eyes, "I won't tell you what I'll do to get even. I won't promise a thing, but that money will give me the deeds of 400 acres of land bottom the same as that I brought you in the tin pail, and the fifty will give me an option on land to build a plant and run a siding to it! I see a portland cement mill smoking at the edge of that lake of mine before long, a brick and iron mill, Halleck, with a dozen great, white hot rotaries, slurring pits as big as a barnyard, a dredge squeaking and groaning out in the lake, and a lab, Halleck, facing the lake, a lab filled with monster bottles and glass tubes, and booming little furnaces and platinum crucibles, and cement pies—and say, Halleck, you bloomin' white man—I'll need a chemist!"

"I wonder what else I can sell," Halleck panted.

The following Tuesday morning Stoner hopped off the coal freight a mile south of Apple Siding. This

was a concession to society. He could not hope to promote a lake bottom into a cement plant and travel to and fro in bituminous concealment. He reached town by a round-about way, leaving the coal dust of travel in his wake. *** Three hours later he stood at the office door of the register of deeds. The papers were in his pocket. Zera Patton gave him a peculiar glance and questioned:

"Now, honest, young man, what be you a-goin' t' do with that lake?"

"I'll take up that whole matter with you, Mr. Patton, if I may call?" He had the audacity to think of working capital in connection with the old man, and mingled with this were a teapot and a salt rising loaf and other memories.

"Come over to-morrer evenin'. That's a church social to-night."

"All right. I'll be there," Stoner said.

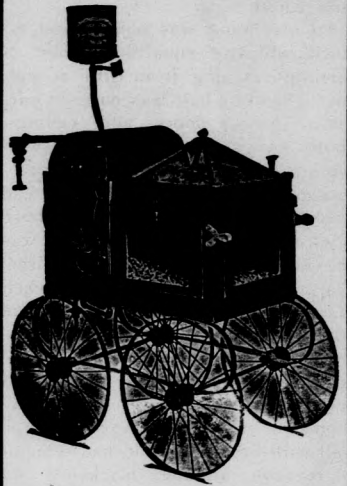
"I presume ye're stayin' at the hotel?" the farmer persisted.

It was a heavy moment. If a sheeted bed were coming it would be gratis. "I may go on a station or two to-night," Stoner answered after a pause.

In the obscurity of the maples, across the street from the "church social," he stood during the early evening. The lady who had wielded the teapot of ineffable remembrance was entering.

"I don't know why not," he muttered. "Most anything's possible. * * * Kid-days, cad-days, callow-days—they don't count eternally when a chap once wakes up and bucks first

Little Gem Peanut Roaster



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

Catalogue mailed free describes steam, spring and hand power Peanut and Coffee Roasters, power and hand rotary Corn Poppers, Roasters and Poppers Combined from \$8.75 to \$300. Most complete line on the market. Also Crystal Flake (the celebrated Ice Cream Improver, ¼ lb. sample and recipe free), Flavoring Extracts, power and hand Ice Cream Freezers; Ice Cream Cabinets, Ice Breakers, Porcelain, Iron and Steel Cans, Tubs, Ice Cream Dishes, Ice Shavers, Milk Shakers, etc., etc.

Kingery Manufacturing Co.,
131 E. Pearl Street,
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Now is the time

Ye Olde Fashion



Horehound Drops

are in great demand.

Manufactured only by

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Every Cake



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YELLOW LABEL COMPRESSED
YEAST you sell not only increases
your profits, but also gives complete
satisfaction to your patrons.

Fleischmann & Co.,

Detroit Office, 111 W. Larned St.

Grand Rapids Office, 29 Crescent Ave.

principles. * * * Suppose I am a little late? Didn't I get the lake?"

There was a tragedy that night. He had found an open barn door and a ladder to the loft. Groping upward in the blackness, he reached with one hand for the planking, and his fingers closed heavily upon the rim of a basket half filled with potato seedlings. The contents rumbled leisurely down upon the top of a buggy—then to the floor. An instant later the premises contained an outraged cowdog, and the owner arrived in the manner of one summoned to a deathbed.

The next day it was known in all the prim, white houses, in all the just-so brick stores of Apple Siding, that the stranger who had bought old Patton's lake had been turned out Chet Hatfield's barn in the dead of night. All that afternoon Stoner fished and thought. Once he muttered aloud: "I might build about me a wall of cement thick as a fortress and high as a castle in Spain, but I couldn't shut out the fact that I had been ejected from a barn like a thief or a tramp."

He was ill, shivery. The lake was fluttered by chill and gusty winds. The gray of the day deadened the mature radiance of the forest. He found that apples satisfy thirst better than hunger. Thoughts winged about his brain airily, like swallows in the morning light. The laugh was gone from him. There were moments of clear, high logic, in which he perceived the why of the present moment which found him chilled, hungering—at the edge of the lake.

"It couldn't be any other way," he thought, "but I'm going to win at that."

The far shore was dimmed with twilight. In one hour more he would meet the farmer. * * * Stoner sang. Something would have broken had he not. The words were old and dear. * * * He sang them all, holding fast to his hands. When he was silent the voices of the wood commented. * * * He thought he heard a step behind. He turned slowly, brushed his eyes. The lady stood there.

"You have been here all day," she said quickly, "and I know you are hungry, so I have brought you this—" She held toward him a small basket daintily napkined.

He drew near her.

"I must hurry back now," she said nervously, drawing away.

She entered the wood. Stoner watched until her figure was lost in the trees and twilight. * * * There was something warm in the basket. He lifted the napkin and held the rim close to his face. Once more his eyes followed the path until it darkened. He was motionless for a full minute. His hat lay forgotten at his feet. He aroused himself suddenly, brushed his eyes again, and snapped his fingers.

Marvelously restored, Stoner explained in Zera Patton's parlor that this was not the age of steel alone—that steel had a huge sister, an Amazon sister, whose name was CEMENT—that the making of cement was a process of hustling nature

that Crooked Lake was lined with inexhaustible tons of the stuff which cement is made of—that the land covered by option would be used for the plant and siding—that the wide world held no better investment for a man of Zera Patton's wealth than that which was to be found in the midst of his own farm.

Zera Patton was a rich and pious man, possessed of pride and tongue. For seventy years he had rubbed and smoothed and saved. Saving had been first an aim; then a habit. In late years it had become a passion, and the witness of it was his acres. Saving had now undone him, caused him to part with a strange and most exalted treasure—the lake. The realization was brutal, unHINGING. He could scarcely exist with the first agony of it. Stoner's comings and goings since he reached Apple Siding, even to the adventure of the potato seedlings, were hurled back to him by a strong, fierce, white-haired creature. And behind the sitting room partition, with a closed book clutched in her fingers and fright in her eyes, the woman listened.

"Yes," Stoner said quietly, "I have been without a penny, but I have not stolen. I have been hungry, but I have not begged. I have made little of my years and talents, but I have been born again. I was found in a man's barn, but I was there for shelter. I am not a drunkard that I flee from myself, nor a criminal that I flee from the law. I am not a pauper since Crooked Lake is mine."

He would not have troubled himself toward the end of vindication had it not been for a shadow on the sitting room wall.

The mention of Crooked Lake plunged the old man into a sort of delirium. His shaking fingers closed upon the other's buttoned coat and clawed toward the papers within. Stoner swung away. A photograph that he carried, the photograph of a woman, dropped to the floor and was trampled. Violence would have been unharnessed by this action from a younger man, but violence could not have lived in the presence of that white, imploring face in the doorway. Zera Patton sank exhausted in his chair.

"Twenty-eight days left," he cried, hoarsely. "Ye can't raise the money in the terms of the option, ye pauper! Then build yer cursed plant out on the lake, will ye, and balloon yer product t' the main line! Ye won't set foot on my land goin' 'r comin'!"

The woman followed Stoner to the door. "O, I thank you so much for restraining—" she whispered.

"You don't believe I'm the character he paints, do you?" he pleaded.

"O, no!"

"Sometime I'm going to show you how right you are," he murmured, leaning forward for a last look in her eyes.

The next twenty-five days were the hardest of his life. He placed naked values before capital, but in the main was not believed. Individuals would not listen; he sought

companies. Crude Oil Consolidated gave him slight hope. He had been ill, desperate—had almost forced his way into the meeting of directors. What he told them was gone from his mind, but he remembered that he was to have a letter at Apple Siding on or before the twenty-eighth day of the option. The bitterness of following disappointments destroyed this hope of splendid inception. In his weaker hours Stoner scarcely retained faith in himself.

Five days remained. He reached Apple Siding in the old, hateful way, manfully grappled with his chin, scraped his fingernails and entered. He had a dream that the town which mastered the lake might furnish wedge capital. The reception which he met with from the fathers of local enterprise, the retired agriculturists residing, the abounding farmers surrounding, is a part of the county's history. Two days were enough. Had he known better the genius small town, he might have relied upon failure where existed the memory of his midnight encounter with Chet Hatfield's barn.

The morning of the twenty-eighth day! The glances of the town harried, sickened him. As he stumbled back to his old place at the edge of the lake, Zera Patton drove past. The old man was whiter, thinner, but triumph was growing like a storm-cloud in his horizon. The countryside knew Stoner's mission—was prepared to witness his defeat, not that Zera Patton was loved, but that the stranger of tramp beginnings was

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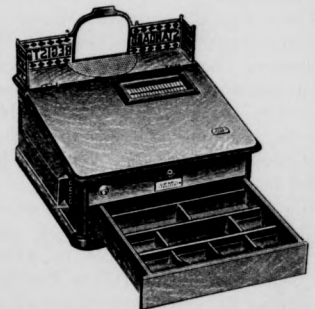
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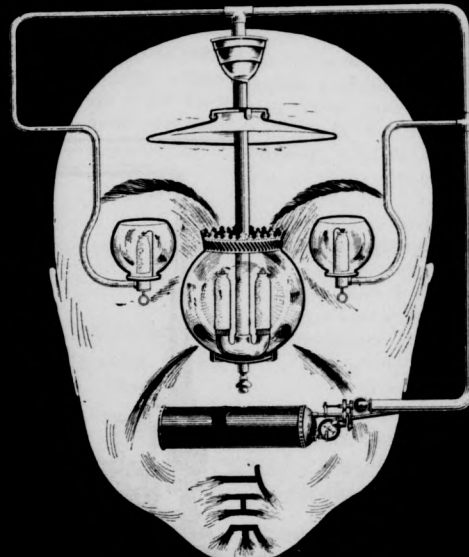


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FOR STORE AND STREET LIGHTING



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ACORN BRASS MANUFACTURING CO., 214 Fulton St., Chicago

despised. The little tad toiled on the far shore of the lake.

"Say," he yelled, "they war a feller out here two days las' week fool-in' aroun' like you did."

"Blessings on the little pal," Stoner muttered. He was too weary to care or comprehend. How long he sat there on the stone, his head burning, his eyelids closed—perhaps the woman knows. It was she who found him, touched his shoulder.

"I have brought you something to eat," she said, huskily. "I am sorry. You are ill. I have heard of your troubles."

Stoner arose, hat in hand. "I wanted to come back here and show you that I had won," he said, unsteadily, "show you that I am not—characterless—but I guess I've failed. The options expire—"

"Mr. Stoner," she faltered, her eyes turned downward, "I have—my father left me—may I subscribe \$2,000?"

There was a wondrous softness in Stoner's expression, a beaming of happiness, courage. "I know you trust me now!" he exclaimed, "but, but—why, I wouldn't for worlds. Maybe, sometime, I'll win the riches of Crooked Lake for you—but I must do it"

She drew at length into the woodland path, fearing, disappointed; and yet, there were distances in which she almost ran toward Zera Patton's house, her lips parted—her eyes glowing with pride and joy.

The postoffice clerk shook his head when Stoner presented himself at the window that afternoon, but the station agent handed him a telegram as he stumbled past the depot. The wire was as follows:

"Our agent examined Crooked Lake marl lands and your deeds to same. For controlling interest, 51 per cent., we will pay \$17,050. The Crude Oil Consolidated Co."

In reply to the telegram, Stoner stood before the directors at 10 the next morning. His eyes were dulled, his face haggard. Each word that he spoke caused an individual effort like the bows of a sledge. "Gentlemen," he said, "\$17,050 is all the money my horizon can hold, but giving you the big half of Crooked Lake for that amount is like passing up the gold of Ophir for a bottle of pop. No matter, I'm on, but I want \$3,000 at this session, the rest within ten days, and there's another condition—another paper I must have."

He was told to specify.

"That a man named Rodney Halleck be given a five years' contract as chief chemist of the Crooked Lake Cement Company at a salary of \$3,000 a year."

In exchange for the deeds to the lake, he received a check for the desired amount, a ten days' note for the balance, and the Halleck agreement.

An hour before closing time Halleck was struggling with many ledgers when he heard an unsteady step in the hall and a fumbling at the knob of the office door. He looked up hurriedly. Stoner stood in the aperture smiling in a ghastly fashion

like a mask. His fingertips were bloodless from gripping the case-ment. His eyes were wrong—dead wrong.

"Halleck, old pal," he said, stickily, "there's a town fifty-one miles out yonder where I've got to give a music lesson right off. Help me out there, will you?"

The chemist saw him to bed and summoned a doctor. The next dawn Stoner's brain reached back, recovered its grip for a space upon the old battle. He enquired the day and the hour. Halleck told him. The patient whipped his way out of bed. Halleck, powerless to withhold, sustained. They rushed to the depot and were informed the next passenger for Apple Siding would not reach there until 2:15 p. m. A special was hired. In an hour and three-quarters—10:15—it would reach Apple Siding. Halleck, heartily miserable, believed that he was still following the fevered man's vagary of the music lesson. His arm was gripped viciously.

"Halleck," the other said hoarsely, "no matter what happens to me, to the train, or to the universe, you place this two thousand dollars in the graveled fists of one Zera Patton, at Apple Siding, before 12 today. An option dies then, if you don't, and with it future hopes of you and me."

"Hush, Stoner, old man."

"My God, you don't believe me! Say, old friend of mine, look at this—" He fumbled in his pockets and drew out the company's agreement in regard to the chemist.

And so it came about that the option became a purchase while Stoner lay for the first time in the hotel at Apple Siding.

Hunger, exposure, careless years, a solid month of sleepless, incessant warfare—all these reacted for an inning and tried to kill their man, but Stoner would not die. A brain, the tithe of a body, and the old-time laugh—little else clung to the framework when the patient arose for the first time in nine weeks. He grew

soft and huge in the days that followed and boyishness grinned about his eyes. He helped himself around town, bought things recklessly, like a youngster on the eve of the Fourth. His illness, his work which scores of men were completing out at the edge of Crooked Lake, his laugh, the freshened activity of the town, and the money thereof—these put a gaudy raiment upon that deathless memory of Chet Hatfield's barn. * * * He stood at the postoffice door, learning to smoke all over again. The lady was approaching, and the little tad passed by with the old greeting:

"Come on an' go fishin'!"

"I'll follow you out presently," Stoner chuckled. He never could contain himself in the presence of that tadpole outfit.

It was a golden morning in late fall. He persuaded the lady to walk with him to the old place by the lake where the path from the wood breaks into the shore. They paused by the big stone where he had fought first principles indeed. Fifty yards down the beach the little chap was concentrating the best of his brain and hand; and in the reeds Mr. Pick-erel was all but persuaded. Beyond him in the big clearing scores of men toiled, preparers for the builders. Far to the left in the all but ice bound swamps there was a noisy discussion of mallards. Stoner faced the woman.

"I love this spot by the path," he said slowly and in a hushed tone. "Right here, June Wightman, I began to live. I might have—I might have—but you came. Blessed little tad out yonder told me about you that marvelous first morning; then I went to your house twice; and you came here twice with little cozies and things. Why, do you suppose for a minute I could have bluffed down the fever if I hadn't had those four beatitudes behind? And now this is five, and they told me you came when I didn't know. Miss Wightman, I have led you to this place where I began, to the edge of

this lake whose romance is ended in betrothal to commerce—to learn the ending of my love story."

She raised her eyes quickly.

"Tell me," she whispered. "That picture—it dropped to the floor from your pocket in the parlor—you were so furious—"

There was a trace of sorrow in his eyes as he placed the photograph in her hands.

"O, please forgive me" she murmured. "Your mother—"

Stoner bowed his head.

"Whee, got 'im! Got 'im!" yelled little tad, waving a long, slim, flashing beauty.

His exuberance was annihilated. He looked first in amazement, then in mingled scorn and pity, at the unsportsmanlike pair, standing together at the edge of the wood where the path enters. Will L. Comfort.

Low Prices Count.

During what are known as the dull seasons of the year, but which should not be so dull after all, the merchant should keep himself well fortified on low priced merchandise.

It is always well to have more high quality goods in the store than the other kind. But there is a certain class of goods at low figures which the trade demands, and which will do much to bring customers to the store during January and February.

This touches the subject of buying.

Maybe you think you have solved all such problems. You buy of reliable houses and that ends it.

Buying of reliable houses is a large part of it, but when you want leaders you must hunt for them.

To know that you have the item at the lowest market price is worth a great deal to you. You can offer it to your trade with more confidence.

That knowledge is obtained only after thorough investigation.

For January and February you can afford to invest a little money in good leaders.—Commercial Bulletin.

A Barber

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

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

Now he is laughing at them.

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

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

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

How Radium Was Discovered.

The investigations that resulted in the detection of Becquerel rays began soon after the discovery of the X-rays, and were intimately connected with it. In the early days of Roentgen rays there were many facts which suggested that phosphorescence had something to do with the production of these rays. It occurred to several French physicists that X-rays might be produced if phosphorescent substances were exposed to sunlight instead of to the electrical action of a Crookes tube.

Professor Henri Becquerel, of the University of Paris, undertook experiments to test this supposition as early as 1896, only a few months after X-rays had been discovered. Among the substances used in these experiments was one containing the metal uranium. This was placed upon a photographic plate, which had first been wrapped in black paper in order to protect it from the light. After the plate had stood in bright sunlight for several hours, it was removed from its paper covering and developed. A slight trace of photographic action was found at those parts of the plate directly beneath the uranium, just as Becquerel had expected. It was clear that rays of some kind were being produced that were capable of passing through black paper. Since the X-rays were the only ones then known to possess this power, it seemed as though the problem of producing X-rays by sunlight was solved.

Then came the fortunate accident. After several plates had been prepared for exposure to sunlight, a storm came up, and the experiments had to be postponed for several days. When the work was resumed, the plates had been lying in the dark room so long that they might easily have deteriorated in some way, so that it seemed hardly safe to use them. But, instead of simply throwing the plates away, Becquerel fortunately developed them, thinking that some action might possibly have taken place in the dark. The result was that he obtained better pictures than ever before. The exposure to sunlight, which had been regarded as essential to the success of the former experiments, had really had nothing to do with the matter. The essential thing was the presence of uranium; and the photographic effects were not due to X-rays, but to Becquerel rays. There were many long and difficult steps to take before even our present incomplete knowledge of the subject could be reached; but this fortunate accident was the beginning of the long series of experiments which have already led to the discovery of the new element radium, and which bid fair to revolutionize some of the most fundamental conceptions of physics and chemistry.

Changes Which Have Taken Place in California.

That was an interesting—nay, epoch-marking—item of news buried in the treasury department budget this week, to wit, that heavy and unprecedented shipments of copper cents have recently been made to

San Francisco and other Pacific coast cities. These shipments, coming as they do on the heels of a bill introduced into Congress by a California member for the coinage of 1-cent pieces at the San Francisco mint, leave but one opinion possible, an end has come to that fine largeness of pecuniary view which so long forbade any son, or even resident, of "the coast" seeing any coin smaller than 5 cents.

An irresistible force for conformity is ironing out the peculiarities which one time pleasingly differentiated regions and peoples. Everywhere, even in the remote islands of the sea, women are wearing hats and dresses fashioned according to Parisian models; the tall hat and the frock coat encircle the globe; mankind, except where China has successfully fenced out progress, eats alike, drinks alike, thinks alike; journey around the earth and you will find no port where you can not use your golf sticks, no retreat where the prevailing mode has not penetrated, no land which has not been touched by the hand of uniformity. A new commandment has been given to the sons of Adam and it is that all men shall approximate to pealike similarity and repose in ordered rows in the same kind of pods.

California, which started out with the theory that there should be no money of account smaller than the "two-bit" piece, persisted therein during the brave days of the argonauts, but grudgingly granted admission to the nickel and vowed this was the limit of concession. For more than a generation it stood its ground nobly and barred the intrusive penny with concerted opposition. With what fine sarcasm did Californians ask, "What's that?" when tourists ventured to lay a copper coin on a counter. "We make only even change," was the answer when alien thrift, even when it bought a postage stamp, sought to give or receive its copper due. It passed into a tradition that it was disloyalty but little above anarchy to recognize the existence of the coin which bears the visage and carries the color of the Indian.

But the tides of change have beaten on California and its resistance has crumbled under the insidious advances. The women, it appears, have betrayed the State. When the department store came their virtue was not proof against the allurements of placards such as: "This size for \$2.99." The disintegration of the once robust custom once begun, it soon crumbled, with the unhappy result noted above, that all the coast is now clamoring for copper, while the present day San Franciscian demands his penny change with all the energy of a New Yorker who splits a nickel to buy a penny paper.

The Union Way.

"What are the men striking for?"
 "They haven't decided yet."
 "Haven't decided?"
 "No. The union way is to strike first and decide what it's all about afterward."

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

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

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

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

The Computing Scale Co.,
 Dayton, Ohio
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Newspapers as Conservators of Peace in the Home.

In no matter does the woman of to-day differ from the woman of the past more radically than in what she reads, and the subjects in which she is interested. Sickly, sentimental novels in which a dark-browed hero did impossible deeds of daring, and a wan and anemic maiden fainted on every page, sufficed for the mental pabulum of our grandmothers, but this is not enough for their energetic and progressive descendants.

The woman of to-day reads novels, too, but she reads other things as well—history, science, psychology and, above all else, she reads the daily papers.

And let no man think that she reads them solely for the fashion columns or the society notes. It is true that she may take a first glance at the vital statistics, just to see if anybody she knows has been born or died, but her reading does not stop with that. She takes an intelligent and catholic interest in the affairs of the whole world. If a woman in the past had been up on politics, if she had had the Panama affair at her fingers' ends and knew just why little Japan was swaggering about with a chip on his shoulder and what the odds were on the favorite at the race track, she would have gone through life with the unjust aspersion on her character of being strong-minded. Now if she fails to know these things, and if she is not able to discuss the matters of current news, we do not attribute her ignorance to her sex, but to a lack of brains. So far have we traveled, my brethren and sisters, in a generation, and so mighty is the power of the daily press.

A forcible illustration of the importance in which women hold newspapers and newspaper reading has recently been afforded by a club of women in a Middle West State. This organization, which is said to be composed of the prettiest and brightest and most eligible young women in the community, is called "The Marriageable Ladies' League," but while, like Barkis, they "are willin'" to enter into the holy estate, they are not the kind of young women who are out on a still hunt for a husband and who are ready to take any kind of a dead one that comes along. On the contrary, "The Marriageable Ladies' League" is perfectly aware that it takes a great many desirable qualifications to make a man an agreeable husband, and that the chief of these is intelligence. Hence, one of the first provisions of their charter calls for a man who is a newspaper reader, and last week, in full session, the Club unanimously passed the following resolution:

"Be it resolved, That we, the members of 'The Marriageable Ladies' League,' do hereby agree not to marry any man who is not a patron

of his home newspaper, for it is a strong evidence of his want of intelligence, and that he will be too stingy to provide for his family, educate his children or support institutions of learning in the community."

Is that not level-headed common sense for you? Don't those girls know what they are about? Was there ever before as beautifully simple and conclusive a test applied to the matrimonial problem? Those young women do not beat about the bush. They go right at it, and strip it of all the fine-spun, sentimental fancies and idiotic dreams and face the naked fact that the man who does not read the daily papers is a bore and that he who is too unprogressive to advertise in his youth is going to be a pauper in his old age, and so they pass him up.

It is the condition of matrimony, and not the theory, on which they erect their platform, and propose to elect their candidate. A man who does not read the newspapers! There you have a dolt who gets taken in by confidence men, who invests the family savings in wild-cat stocks and gold bricks and comes whining home to his wife to be comforted because the world is full of sharpers he is not smart enough to outwit. He is a man to be avoided by every girl who does not feel that she has a call to run an asylum for incurable idiots, and this is the kind of a husband that "The Marriageable Ladies' League" proposes, in the words of Chimmy Fadden, to "turn down."

Then fancy the unutterable stupidity of having to spend your life with a man who never reads anything, and who never has a new idea! During the blissful days of courtship of course this drawback cuts no ice. Nobody in love ever had a new idea or desired one. It is the old, old story, and the old, old idiocy, and the wise and the foolish stand on a common plane of imbecility, but the most sentimental creature who ever lived must now and then have gleams of reason when she foresees a time when she will get tired of answering the conundrum, "Opos ducky daddle is oo?" and long for a discussion of the Steel Trust or the stock market, or something sane and commonplace. Unfortunately, we can not live on lovemaking, but what are Darby and Joan to do if, when they have settled down to three meals a day together, they have no newspapers to furnish topics for discussion? If Darby is too stingy to take a paper and too stupid to read it, they are bound to quarrel. There is no other way in which they can amuse themselves, and save themselves from being bored to death.

Another reason why women should be the staunchest advocates of the newspaper is that there is no other such conservator of peace in a house. There are times in the best regulated families when the cook gets late and dinner hangs fire instead of going off at the proper moment. There is no use in trying to argue with a hungry man, under such circumstances, and a wise wife never attempts it. On the contrary, she ignores the clock and presents her

lord and master with his favorite paper, in which is some article in which he is interested. Presto, the miracle is wrought. The august brow unfolds and the irate John is launched into a story which peacefully bridges over the awful quarter of an hour before the meal is ready. Is he disposed to be irritable? Again the newspaper is a life-saving station for the wife. It is the scapegoat par excellence. It creates far less disturbance in the domestic atmosphere for a fault-finding man to devote his attention to the Government's extravagance than it does for him to give minute inspection to his wife's bargain-counter bills, and it is much safer to criticise the President than it is to criticise the cook. The man who reads his daily paper with snorts of disapproval and dissent is, in reality, as harmless as a suckling dove. He is merely blowing off the steam that would otherwise be devoted to blowing up the family.

There are women so foolish as to fancy the daily paper their rival and to object because John reads the head lines at breakfast instead of conversing. Rather should women welcome the daily paper as their greatest ally towards domesticating a man and keeping him in the straight and narrow path. No man who finds pleasure, amusement, excitement and instruction in sitting by his own fire-side of an evening and reading the paper in slippers is going to force his wife to haul him into the divorce court. It is the man who does not read the papers, and who

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

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President
Grand Rapids, Mich. The Leading Agency

Saves Oil, Time, Labor, Money
By using a
Bowser Self Measuring Oil Outfit
Full particulars free.
Ask for Catalogue "M".
S. F. Bowser & Co. Ft. Wayne, Ind.

We carry the most complete line
—of—

Blankets
Fur and Plush Robes
Fur Coats, Etc.

in the state. Our prices are reasonable. We want your orders.

Sherwood Hall Co.,
(Limited)
Grand Rapids, Mich.

GOOD MERCHANTS

Can recommend to their customers and friends

MEYER'S Red Seal Luncheon Cheese

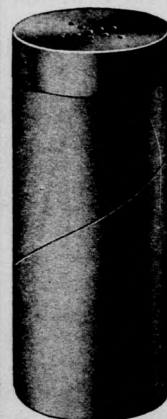
A specially prepared Cheese with just enough spice to make it delicious. It sells on sight and every sale makes a regular customer. It is all ready for a rarebit without addition, and for sandwiches it is just the thing.

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

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

Manufacturer of
Red Seal Brand Saratoga Potato Chips

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



Make Anything That Sifts?

We make you your first profit by saving you money.

Gem Fibre Package Co., Detroit, Mich.

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

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

has to go to the club or the corner saloon to hear what is going on, who comes home in the early hours of the morning loaded down with news and a jag.

Consider also the lack of sympathy and the callousness a man who never reads the papers would show his wife in the matter of bargains. Every woman knows the exquisite thrill with which she sees that Chiffon & Co. will sell for to-morrow only a sample line of shirt waists that have been marked down to 97 cents from one dollar, and that on account of moving Jones & Co. are selling their splendid stock of tin pans at cost. Fancy reading that aloud to a man who never had been taken in by an advertisement. "Better stay at home," he would cry. "All humbug." But the man who was reading himself the dope sheet of the paper would look up with a sympathetic smile. "Better go and see about it; it's a great chance," he would say, and then he would murmur something about some horse that was simply a cinch and a new bond of sympathy would be stretched between you. You are interested in the same topics. You read the same things. No man and woman can be wholly one until they learn how to split the morning paper between them.

There is an old aphorism that sets forth the advisability of making the most of life on the ground that when we are dead, we are dead a very long time. Something similar to that may be said of matrimony. When we are married it is apt to be a permanent job, and it gives us plenty of time to think of desirable qualities in our life partners. Hence the importance of choosing wisely and well, and of remembering in time that we can forgive anything else easier than being bored. When love yawns the death rattle is in the throat. The man or woman who undertakes to entertain another fellow-creature for forty or fifty years at a stretch will need some outside aid, and they could go farther and do worse than adopt the suggestion of the "Marriageable Ladies' League," and gently but firmly decline to unite their fortunes with a person who does not read the daily papers. He or she is a chump, and they can make a bright, progressive person very, very tired. Dorothy Dix.

They Work for Pin Money.

There are many thousands of women, the daughters and even the miss of well-to-do parents, who are crowding into the offices, factories and stores of the large cities and driving from employment their fellow-women who are compelled by necessity to work for a livelihood. This deplorable state of things comes about because, while all men are united on insisting on a living wage, women have no scruples about working for anything they can get. The woman bread-winner wants the living wage, too, and, left to herself, she might get it. But she has the women to compete with who live in families where a father or brother pays the rent and provides the food.

Such women do not need a living wage. On the contrary, they can afford to work for an exceedingly low wage, and yet get plenty of spending money out of it. Because of these pin-money workers, manufacturers offer what is practically a starvation wage. Men will not accept it, no self-supporting woman can live on it, the only class who will take it is the class of supported and protected girls who have created it. The living wage is lost to that special industry forever. The pin-money worker has destroyed all other chances but her own, driven women out of that branch partially or entirely, and cheapened her own labor. But she is quite satisfied, for her \$3.50 a week buys her all the feathers she needs.

The writer recalls the case of a shop girl as one illustration of the fatal influence of the pin-money worker and that of the garment-maker as another. In large cities the shop girl has driven out the male clerk and destroyed the living wage, except in a few first-class houses. As for the girl who has to live on her own wages, the big stores will not take her any more, and if they would, she could not live on her pay. That line of industry has practically been closed to her by the worker for pin money.

In the garment-workers' line the situation is quite as bad or worse. What renders the tremendous bargains in "white sales" possible is the fact that country girls, with homes and food, make these garments for wages so small that the city sweat shop is driven into yet fiercer competition to hold any part of the trade at all. Every woman in a big city who makes her living by sewing on white goods is pushed down. The women who stitch in cellars, in at-

tics, fifteen hours a day, with only bread and tea to keep soul and body together, are paying for the country girl's feather or ribbon. They need a living wage; she makes it impossible for them to get it.

His Pew.

An Atchison man tells the Globe about his uncle, an Irishman, who suddenly became rich. The first thing he did was to buy the best pew in the church. When Sunday rolled around the Irishman walked grandly down the aisle, carrying a silk hat and elegant overcoat. He found two strange women occupying his pew. "Come out," he said, imperiously. The women were very much shocked, and walked out, their heads hanging in shame. "Now, then, ladies," the Irishman said, "oblige me by walking back. I just wanted to show you who owned this pew."

Goose quill pens and drying powders are still used in English law courts and the house of lords and in the French chamber of deputies.

Silence is the eloquence of sympathy.

Want to Sell Your Store



Or any other kind of business or real Estate? I can sell it for you at the highest price and on the best terms. Send description and price. IF YOU WANT TO BUY any kind of business or real estate anywhere, at any price, write me your requirements. I can save you time and money. Bank references. Write to day. Established 1881.

Frank P. Cleveland, Real Estate Expert, 1254 Adams Express Building, Chicago, Ill.



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

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



You have had calls for

HAND SAPOLIO

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

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

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



Faults in Buying and Selling Peculiar To Shoe Stores.

It is safe to say that in towns of 10,000 inhabitants or under the average merchant is carrying a stock from two to four times as large as the requirements of his business warrant. This is due to several faults in both buying and selling and for the correction of which suggestions will be given later on.

In this, as in every other department of the store, location is important. Shoes should be given as much prominence as possible. The man who has charge of this department will want to get as near the front of the store as possible and if there is more than one selling floor in the store will want first floor space.

Shoes are bulky and require much shelf room. Because of this it is usually necessary to extend the shelving to the ceiling and use rolling step-ladders to reach the stock. This shelving should never be built more than twelve feet high, however, as a greater height is inconvenient and often dangerous. The base shelf should be 32 inches deep and from 28 to 30 inches from the floor. The shelves above this base shelf should be uniformly 14 inches deep, thus leaving 18 inches on the base for showing goods. This base shelf can be covered with carpet or finished with natural wood as preferred. Carpet is objectionable because of its accumulation of dust, but the exposed wood is very apt to become marred if the clerks form the habit of stepping on or walking along the base shelf to obtain goods during rush hours.

If the business is large enough to warrant uniform stock cartons these can be made of a standard size and the shelving made to fit. They are expensive, however, and are usually out of the question except for the larger city store. For the present we can only consider the smaller stock where goods are shelved and shown from the cartons furnished by the manufacturer.

To accommodate all kinds of stock and all sizes of cartons, and provide for the shifting of lines due to the change in demand from season to season, it is usually advisable to have movable shelves. In case these are employed it will be necessary to divide this shelving into sections of preferably six feet in length, using pilasters or pillars to mark the divisions. The principle of the movable shelf is too well known to require description here.

Drawers are frequently constructed beneath the base shelf to accommodate odd stocks like rubbers, brogans, etc., and are advisable when one is crowded for room. The modern manufacturers, however, put up all goods in cartons, even rubbers and the cheaper grades of plow shoes, as goods packed in this shape are received in much better condi-

tion and are much more easily kept fresh and clean. The universal use of the carton is strongly advocated.

The best step-ladder to use is one which has its steps running parallel with the shelving. There are several styles of these, one using a steel track along the outer edge of the base itself, another which is suspended from the rail over the top of the shelving. We prefer the latter style. In buying shoe furniture do not make the error of thinking that any old thing will do. Buy the best you can afford for in all matters of fixtures the best invariably proves the cheapest in the end.

If the arrangement of the store will permit a division of the department it is best to have women's and children's shoes in one section and men's and boys' in another, as it is well known that men, as a rule, do not like to come in contact with women when making purchases. If the department, however, must be located in one continuous line of shelving the preferred arrangement is to have women's shoes first, children's shoes next and men's and boys' in the rear sections.

The finish of the shelving must naturally conform to the general finish of the fixtures throughout the store. There should be rugs in the department and settees or chairs. In the modern store settees to a large extent are being eliminated, and upholstered or leather chairs used instead.

In shoes, as in every other line of goods, buying is the most important point to be considered. If the merchandise is right, the fixtures and the arrangement of the department are of secondary importance. In buying we strongly advise confining the purchases to the greatest possible extent to one line. We know there are strong objections to this method, but we believe it is best to stick to quality.

Under no consideration should a buyer stock any but solid shoes. Cheap shoes are desirable frequently to attract trade, but under no conditions should they be so cheap as to prevent the use of good leather and fair workmanship in their manufacture. Whenever an order is placed it should be understood with the salesman that if any of the shoes are not solid they will be returned at the expense of the manufacturer.

Confine the line to as few styles as possible and keep as fully stocked up on sizes and widths as the capital invested will warrant. It is much easier to sell shoes from sizes than from kinds.

It is usually best to have all goods numbered in French sizes. This avoids conflict with the customer who will insist on wearing a shoe of a given size whether it fits or not.

In all cases fit the shoe in the store if possible when the sale is made. We know that throughout the Southwest more than one-half, and perhaps five-sixths, of the shoes are sold without fitting and there are some merchants who claim that they do not want to get the customers in the habit of trying on shoes. Selling shoes by number only has the great

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 maximum values in Men's, Boys' and Youths' Shoes.

Hirth, Krause & Co.,

Shoe Manufacturers

Grand Rapids, Mich.

WOMEN'S SHOES at
\$1.50

Carried in Stock

Stock Number 104--the acknowledged leader of the World

WALDEN SHOE CO., 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.

advantage of rapidity during rush hours, but it has the great disadvantage of frequent returns, much damaged stock, soiled shoes, broken cartons and in many cases dissatisfied customers.

The customers should be encouraged to wear narrower lasts and longer shoes than perhaps they have been accustomed to. Naturally there is a limit to this as in everything. There are extremes in all cases and the extremely narrow last, of course, is to be avoided. Many feet, however, are much more comfortably and attractively fitted in C width than in E, when the wider last is the one most commonly called for.

The dealer can always expect drummer's samples to show up better than the stock. Leather does not run absolutely uniform and it would be foolish to suppose that a manufacturer would select an inferior sample to represent his line on the road. The dealer will find, however, that when he sticks as closely as possible to one line and buys this throughout from season to season, he will have practically no trouble from this much disputed cause and will have very little or no trouble from returned goods.—Dry Goodsman.

The Shoe Portion of Department Stores.

A bright and observing wholesale shoe salesman recently remarked:

"Many department stores are finding difficulty in making their shoe trade pay, and probably would be glad to quit, if they could do so without much loss. Department store proprietors are largely in the hands of their managers, on whom they naturally rely a good deal. I know of two or three department stores that are selling for \$3 shoes which cost them \$2.50, and doing little even at that. People are so accustomed to extravagant claims of department stores in regard to real or alleged bargains that straightforward statements are regarded with good-natured suspicion.

"Then, again, some managers of shoe departments often take unfair advantage of their opportunities. Too frequently these managers are poorly paid, thus leaving them open to temptation. I know of one instance where a manager took hold of a shoe department and at once persuaded his employers that they had better get rid of all the stock on hand, which meant a sacrifice of profits. The stock was all right, but the new man wanted to buy a lot of new goods and after he had held his position for a year, he was let go, and his successor followed the same routine. Some managers, I am sorry to say, are purchasable and there are shoe manufacturers to be found who are willing to virtually bribe the head of a shoe department that can dispose of a pile of goods. Our people have never yet bought buyers, preferring to get business in a legitimate manner or else lose it.

"Shoe retailers making a specialty of the shoe business and nothing else do their own buying. They are so well posted all the time, however,

that they are not afraid to let a bright and intelligent assistant buy on his own responsibility, but this is not often done.

"It is not as easy as it looks to make a success of retailing shoes. It is one thing to order shoes, but it is quite another matter to have the stock so well selected as to attract and hold patronage and show profits. Possibly the difficulty of making all departments pay in stores that sell a variety of goods may solve the problem of discouraging the growth of department stores.

"I am not casting reflections on any one, but I feel sure that other wholesale shoe salesmen will confirm the statements I have made. A shrewd and clever man well supplied with money may start a department house, but it is absolutely impossible for him to be well posted and as alert on each line as the specialist whose capital is probably invested in the one store.

"Anyhow, I can not see why a good live shoe retailer paying close attention to his business, can not advertise as successfully and push as energetically as the department concerns. In fact, some retailers in cities I have visited are making a point of impressing on the public that stores devoted entirely to shoe retailing can do better by customers than stores where shoes are only a side line, as it were. There are, of course, numbers of large department stores where they have made a success of shoe selling, but I believe there are many such stores which find their shoe business discouraging and unsatisfactory."—Shoe Trade Journal.

Why Advertise?

The modern merchant who never advertises escapes a lot of trouble. He may keep out of some of it without intending to do anything of the sort, but he escapes it just the same. He gets rid of the trouble of preparing advertisements and of course has no worry about changing them and keeping them fresh and up to date. He is not bothered about the way his advertisements are printed, nor the position they occupy. He can say, with much truthfulness, that it is no trouble to show goods, for he is seldom asked to show any.

But his greatest saving of trouble is in not having to sell goods to people who stay away, but who would come to his store if he advertised. Then, as he sells few goods, he has few goods to buy, and there is more trouble saved. He never has the trouble of selecting and paying a large staff of assistants. He gets rid of the trouble of having to pay for advertising. Finally, he never has the trouble of enlarging his store, or of removing to a bigger one, and it is very little trouble to count his money. Strange, what a lot of trouble a merchant makes himself by advertising!—Retailer and Advertiser.

The revival that does not stir the sheep will never win the wolves.

No man can be fattened on the feast that spells famine to another.

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.

Idle Stock



Is a bad thing to have around. It lessens your income by tying up your capital. The longer you keep it the more you lose.

We have often told you, and if you are a customer proved it, that the shoes we make are the kind you have to re-order constantly.

Every pair sold not only means a profit but also a satisfied customer; the best advertisement for building up a paying business.

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

PELOUZE SCALES

ARE THE STANDARD FOR

ACCURACY, DURABILITY & SUPERIOR WORKMANSHIP

BUY OF YOUR JOBBER. INSIST UPON GETTING THE PELOUZE MAKE

NO. E 90 AS SHOWN 24 LBS.

NO. T 90 WITH TIN SCOOP

NO. 92 1/2 BRASS DIAL TILE TOP.

PELOUZE SCALE & MFG. CO.

CATALOGUE, 35 STYLES CHICAGO.



MEAT MARKET

Practical Methods of Advertising a Retail Meat Market.

Location should be considered as of the greatest importance. To have results from advertising, a good location is most essential. A place of business should be attractive, as cleanliness is next to godliness, and no business should be conducted without either one. We should never lose sight of the fact that appearance and the first impression is considered a very good advertisement. Hence the arrangement of the stock, the interior and exterior of our place of business, should always appear fresh and clean. Our patrons should receive polite attention and courteous treatment from everyone connected with our business. The Good Book saith, "A man that hath friends must show himself friendly; and there is a friend that sticketh closer than a brother." This latter friend is a good one to have as your senior partner. We should be strictly honest in all our dealings. Our word should always be as good as our bond. It is highly important to be truthful to the very letter in all your advertisements in whatever form they may appear before the public; they should be written with confidence in what you are writing about, and as though you were speaking face to face with your patrons and friends and prospective buyers, for all these you are trying to reach through the advertisements written. See to it that the exact article advertised can be produced when called for. Avoid the oft-used pretext, "We had it, but sorry to say we are just out." When meat is returned as unsatisfactory, refund the money. While we may regret it, we should do it cheerfully in order to show the customer that we consider the article worth all we charged for it, at the same time secure any future trade they may have to give.

Customers should be greeted with a smile and a hearty welcome, and dismissed with "Come again." Plain, neat wrapping paper (from close observation) is preferable, as printed paper is often objectionable; to some it appears as though they were obliged to carry the dealer's sign-board with them. Newspapers should be avoided and never used as wrapping paper. A personal letter to your friends and patrons about any article that is on sale, or a descriptive circular to the lady of the house, inviting them to your place of business, are advertisements that will bring good results. It is very important to endeavor to gain the friendship of the children, so as to gain the friendship of the parents. I will enumerate a few of the many articles that the writer used, and through close observation and experience found elegant drawing advertisements. Of course every article given out had the impress of the business, thus a great many homes were en-

tered, drawing therefrom a great many dollars—a book-cover during school days, a nice, neatly printed calendar for the holiday season, an Easter card, a bag of marbles, and kites for the boys and girls during school vacation. During outing and picnic seasons, empty cartons with neat paper napkins, with business card thereon, are all right. Cash coupons redeemable in chinaware for ladies, a patent shoe polisher or a shop cap for the gentlemen. All these experience will class as judicious advertising which pays. Expenditures for such should increase in proportion to the increase of your business.

Be an aggressive, always-at-it advertiser; let your name become so familiar in every household that whenever any article in your line is needed your name suggests itself as being the best place to get it. You will have a great variety of places offered. Experience, which many beside myself have found to be the best teacher, although many times expensive, is my guide and tells me that a space in the right place (which does not apply to the cheapest), large enough not to crowd the matter, with proper care as to the arrangement and style of type, and often changed, taken in any of the home newspapers, having a large or even fair-sized circulation, is the very best medium through which to reach the vast majority of people. I call from memory one particular advertisement of said kind that brought 122 direct answers. All advertisements need to be clean, fresh and to the point, full of vigor and vim. You may hear merchants say, "We derive no benefits in the way of increased sales from the space we have in the newspaper." May we not locate the cause?

Two years ago the writer noticed the advertisement of a certain baker, offering his wares as suitable for a Thanksgiving dinner, six weeks after said period was passed. Further comment is unnecessary. Besides this regular space, occasional locals will bring good results. The friendship and good-will of the reporters will be found very beneficial. Any event, be it ever so small, happening in our store is very often recorded by them, which is not only a good advertisement, but a free one. Where the newspaper is not available other means and ways may be resorted to. Opera house programmes, business directories, hotel registers, fence signs and the promiscuous distribution of handbills are ways to bring the name and business before the public, but much depends upon the class of trade you wish to reach. The writer's experience is that the cost of such advertising is greater than the profits resulting therefrom. However, others may try it and find it beneficial.

Be at it, always at it. Spring and summer, fall and winter; six days in the week, never on the seventh. When the dull season comes around persistent, aggressive house-to-house advertising is necessary, if at any time. Do not drop the oars of energy and allow the craft Perseverance to drift down the stream of Indiffer-

ence during such periods. If we sow well we may expect to reap well. In conclusion, always bear in mind that advertising is only an auxiliary to a business, mainly useful in increasing the sales and thus increase the profits of the business. Therefore, in order to do this how, where and when to advertise, carefully studied, will help you to solve the great mystery of advertising well and the rules to be observed to properly do it.—Butchers' Advocate.

"Put Yourself In His Place."

You like square dealing. You appreciate courteous treatment. When a man tells you a thing is so and you find it to be so, your faith in him begins to grow. If he tells you time after time that things are so and you always find the measure of his promises filled right up to the rim, in time you take his word for its face value—100 cents on the dollar—without a question. Now then that's the secret of advertising that makes business. Exaggeration and deception in advertising are just as bad for a business as the same mistakes practiced behind the counters.
Jed Scarboro.

The port of Galveston now stands first in the export of wheat as well as in the export of cotton.



Get our prices and try our work when you need

Rubber and Steel Stamps Seals, Etc.

Send for Catalogue and see what we offer.

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

The BRILLIANT Gas Lamp

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

WHOLESALE

OYSTERS

CAN OR BULK

DETMENTHALER MARKET, Grand Rapids, Mich.

DO IT NOW

Investigate the

Kirkwood Short Credit System of Accounts

It earns you 525 per cent. on your investment. We will prove it previous to purchase. It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in book-keeping. It systematizes credits. It establishes confidence between you and your customer. One writing does it all. For full particulars write or call on

A. H. Morrill & Co.
105 Ottawa-St., Grand Rapids, Mich.
Both Phones 87.

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

JOHN T. BEADLE WHOLESALE MANUFACTURER

BEADLE'S CUSTOM-MADE HARNESS

HARNESS

TRAVERSE CITY, MICHIGAN

FULL LINE OF HORSE BLANKETS AT LOWEST PRICES

A BETTER YEAR.

Why We Do Not Persevere in Good Resolutions.

"About this time," in the phrase of the old-time almanacs, look for a blighting frost spoiling the crop of New Year's resolutions. It is the same old story, the ever-recurring experience of the promise of the blossom time poorly fulfilled in the fruit. We make our good resolutions, year by year, and sometimes month by month, but most of us find ourselves after a while going on in pretty much the same old way as before. One year is a good deal like another, so far as our character is concerned, and so little by little as we grow in experience and wisdom we become more skeptical about this New Year's resolution business, and perhaps even resolve not to resolve any more.

Let us look at the matter more closely; for certainly it is a pretty serious matter if we are unable to change and modify our characters—if we must always continue to be just what we are, and can not improve and rise a little nearer our ideals. The fact is there is a good deal of misunderstanding here, and to this misunderstanding is due much of the discouragement that comes over us all at times. An unreasoning, shallow optimism is about as bad as rank pessimism.

Now we may as well face the truth early as late, the truth that we can not by any amount of good resolutions suddenly change fundamentally from bad to good. Last year will have something to say as to how we live this year, and so will the year before that and so away back down the centuries. Our ancestors shall have something to say about it, and the cave men, and the wolf and the bear and the tiger that are still sometimes evident in man. We can not then begin all afresh and change altogether what we are. But, and this is the important thing, we can do something, and having done that little, we may start in so much the better off next year. We have it in our power to improve a little at a time, and after a while to change fundamentally our way of life.

We are all of us here on a voyage; we are all running a race; and we are all of us interested in the achievements of other men and in the question whether we ourselves are to succeed in reaching the things after which we strive. We ought to be. No sane and healthy man is ever satisfied, no matter what he has become, or what he has achieved, or what he has in the world. There is always a something higher that leads and lures and incites. Probably we shall never find any time in this world or in any other when we shall be ready to sit down and say the voyage is finished—the race is run—henceforth there is for us only rest, sitting still.

The discouragement and failure of many people come in large part from failing to understand that they have no right or reason to expect to do everything all at once, and also from attempting to govern conditions that are entirely beyond their control. We spend a good deal of our time in ef-

fort and worry over things over which we have no control. Other people, conditions, circumstances are mightier than we; and we often fail because of other people. Let us learn a little more of the sense of brotherhood and mutual interdependence, and lose a little of the conceit of our own mastery and ability to control the world.

We can not control the matter of money-making, because we are linked in with thousands of others all around the globe, and we are touched by general conditions that we can not master because they are stronger than we.

Another thing we can not succeed in getting is satisfaction. We all strive after it, but no man ever yet gained it, and in that we should all rejoice. The idea of our ever reaching a moment when we can say we have enough, we have done enough, we know enough, we are enough, is something we ought to put aside. It is an illusion we shall never be able to grasp, and if we could grasp it, it would be fatal to all that is best in us.

It would seem to be a good plan to recognize, then, that there are things we can not attain, and to remember that these are of secondary importance always; while the things that are supreme, the great high things are those about which there need never be a failure.

Take the intellectual life. We are men, we have gained our supremacy over the animal world by virtue of the intelligence that is seated in the brain. And yet, is it not true that the great majority of business men do not lead anything that can properly be called an intellectual life? The brain is busied about the practical affairs of business, and they live for business. They devote themselves to this one pursuit in life—to becoming rich, and that is the great end. And so when they get older and think of retiring from business, they can not; they must keep on and on, simply for the reason that there is nothing else on earth they can do or become interested in. But once in a while we find a man who is capable of retiring from business and being happy after it. This man has accustomed himself to read and study outside of business, and so he has a resource. The writer knows a business man who devotes one hour every day to reading and thinking concerning problems in which he is interested.

Most men say that is not practical, they have no time; and yet they waste more time than that in various ways every day. Any man who will can have by his side always a book that means something—a book that is good literature or science or philosophy, a book that touches life, a book that lifts a man above the level of his daily toil. There is not a man in Grand Rapids who could not give a half hour a day for reading in that way, and that would mean that in the course of twenty years he could make himself master of the best books of the world. He could read twenty books a year easily. He

could be master of the finest things that have been thought and said in Greece, in Rome, in Italy, in Germany, in England, in America. And that would be rest, a resource. Let a man be absorbed solely in his business, and if that goes wrong he broods over it. He lies awake nights and is sad. But if a man has his mind diverted in some other direction and then comes back fresh to the problem that is troubling him, he can frequently solve his difficulty very soon. Here is a resource, a place where one can go away from the turmoil and cares and anxieties of life and be alone with the best minds of the world. Here is the best society of the ages open to any man, and these great and wise ones ask only that we learn to understand what they have to say. They will speak when we wish, and when we are tired they will be silent.

There are many other matters over which we have control, other ways in which we can enlarge and deepen and enrich our lives and so make them of more meaning to ourselves and more helpful to the world about us. But this is one of the best. Here is something practical, something open to us all; here is a sort of New Year's resolution that need not disappoint us.

Frank Stowell.

Prayers, Five Cents.

An amusing story is told of Rev. H. S. Thrall, one of the pioneers of Methodism in Northern Michigan. In company with a number of itinerants who were on their way to conference, Dr. Thrall stopped to spend the night with an old farmer. It was the custom then to settle the bill at night, so that they might rise about 3 o'clock in the morning and ride a good way before breakfast and lie by in the heat of the day. Dr. Thrall, acting as spokesman of the party, said to the old farmer after supper: "We are a company of Methodist preachers going to conference. If you will get the family together we will have prayers with you." After prayers one by one settled his bill. Dr. Thrall's turn came, and he asked for his bill. The old farmer replied: "Well, pa'son, I charged the rest 25 cents, but, bein' as you prayed for us so good, I won't charge you but 20 cents." The brethren had the laugh on Dr. Thrall.

Erie a Dangerous Lake.

Lake Erie is the most dangerous of all the lakes, both for vessel property and human life. One hundred and nineteen disasters were charged to that lake in the last year, or nearly one-fourth of the entire list.

Confidence

Good paint begets confidence, both in the dealer and consumer, without which profitable results or permanent success is out of the question.

Forest City Paint

is good paint because it's made right from the best adapted materials. It's finely ground and thoroughly mixed. Every gallon is guaranteed absolutely uniform in color, consistency and quality. Every package is warranted full measure.

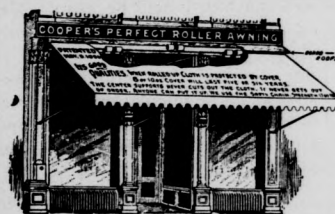
It's paint you can rely upon and offer your trade with the fullest confidence of its being everything we claim.

Assisted by the strong local advertising and numerous personal helps, which we furnish free to our agents, it's a proposition that's sure to stir up any paint department and increase a merchant's general business as well.

Write to-day for our Paint Proposition. It tells all. A postal will bring it

The Forest City Paint & Varnish Co.

Kirtland St.
Cleveland, Ohio



Don't Order an Awning

until you get our prices. Our 1904 Improved Roller Awning is way ahead of anything on the market, as we use all malleable fixtures and a sprocket chain that will not slip.

We make all styles of Awnings for stores and residences.

Send for blanks giving directions for measuring.

Catalogue of Tents, Flags, Covers, Etc., on application.

CHAS. A. COYE, 11 & 9 Pearl Street, Grand Rapids, Mich.

LUNAR SPECULATION.

Superstitions in Which the Moon Plays a Part.

Probably even in prehistoric times men have noticed the face of the "man in the moon." Plutarch noticed it and even wrote a whole book on the face. But besides this, many other objects are supposed to be visible. The dark markings on the surface are likened by the Chinese to a monkey pounding rice. In India they are said to resemble a rabbit. To the Persians, they seem like our own oceans and continents reflecting as in a mirror.

The size of the moon, as seen by different persons, varies from that of a cart wheel to a silver dollar. To many it seems about a foot in diameter, from which Prof. Young concludes that to the average man the distance of the surface of the sky is about 110 feet. It is certain that artists usually represent the moon much too large in size in their paintings. Occasionally they represent it in evening scenes with the horns turned downward instead of upward, whereas they must always point away from the sun. The true angular size of the moon is about half a degree, so that it can always be concealed behind a lead pencil held at arm's length.

From the earliest times it has been a source of speculation why it is that the sun and moon, when rising or setting, appear to most persons from two to three times the diameter that they have when near the meridian. As a matter of fact, the sun is slightly and the moon measurably smaller when near the horizon, because they are farther off than when overhead. The true explanation, according to good authorities, is twofold. Human estimates of angular dimensions are dependent not merely on the various dimensions themselves, but also on extraneous circumstances. The case is analogous to our estimates of weight, which are dependent primarily on the real weight of the object, but secondly upon its bulk. Thus a pound of lead feels much heavier than a pound of feathers. One circumstance affecting our estimates of angular dimensions is the linear dimension of the object itself. Alhazen, who died 900 years ago, showed that if we hold the hand at arm's length and notice what space it apparently covers on a distant wall, and then move the hand well to one side, so that it is in front of some very near object, we shall find that it will appear to us decidedly smaller than the part of the wall which it previously covered. An analogous effect causes the full moon, when rising or setting, to appear larger than when it is well up in the sky. On the horizon we can compare it with trees and houses and see how large it really is. Overhead we have no scale of comparison. The same optical illusion, however, is noticed at sea, so that we must cast about for some additional explanation. Clausius, about 300 years ago, showed that our estimates of size depend largely upon the altitude of the object under considera-

tion. When we pass under an archway or under the limb of a tree, we know that we are nearer the object than we are when we see it at a lower altitude. At the same time it appears just as large to the average person angularly as it does when we are several feet farther away. We are in fact all our lives, as we walk about, used to seeing objects rapidly lifting from their angular positions, yet not appearing as we pass them any larger than they do when we are slightly more distant from them. Thus we always unconsciously make some compensation in our minds for the real changes in angular size that actually occur. If now, the limb of the tree that we pass under, instead of really growing angularly smaller at the low altitude than it was when overhead, should remain of the same angular size in all positions, we should say that it looked larger at the low altitude. This is exactly what happens in the case of the heavenly bodies. Unlike all terrestrial objects, they are practically of the same real angular dimensions when on the horizon as they are in the zenith. Involuntarily we apply to them the same compensation that we are expected to apply to terrestrial objects, and are then naturally surprised to see that they appear larger at the lower altitude.

The majority of the superstitions relating to the moon relate to the weather. Besides, we have the superstition that sleeping in the moonlight, especially if the moon be full, induces insanity. Witness our word "lunacy," in which the belief is expressed. Farmers believe that the moon exercises a certain influence over vegetation, and that beans should be planted when the moon is light and potatoes when it is dark. Many believe that a change in the weather will come at about the time that there is a change in the moon. One astronomer points out that since the moon changes every seven and a half days, every change in the weather must come within four days of a change in the moon, and that changes will necessarily come within two days of a lunar change. This superstition must not be confused with the real, but ill-defined seven-day period of the weather, which is a genuine phenomenon and holds true to a certain extent. Thus if one Sunday is stormy there is a probability that the several Sundays following may also be stormy. This phenomenon is probably due to terrestrial causes and has nothing whatever to do with the moon.

Some people believe that if the horns of the new moon will hold water it will be a dry month; that if they are so tipped that the water will run out, it will be rainy. Nearly as many people hold the reverse view. Both views are wrong. The line joining the moon's horns is always perpendicular to the direction of the sun and, therefore, depends merely upon the place of the moon in its orbit.

It has been said that thunder storms are influenced by the moon. Nearly 12,000 observations collected by Hazen in the United States in

the year 1884 show a preponderance of 33 per cent. in the first half of the lunar month. The greatest number of thunder storms come between the new moon and the first quarter; the least number between full moon and the last quarter. This is, perhaps, the only satisfactory evidence that we have that the weather is at all influenced by the moon. Even in this case the effect is so slight that it has only a theoretical interest.

W. H. Pickering.

Some Reasons for Success.

"We all get our deserts; no more. If a merchant drops out some understudy is ready to step into his place and perhaps run the business better. A dry goods man must be many sided in his qualifications. He must have the right communication with his customer. To do this requires tact. Adapting one's self to the different classes of trade, particularly in smaller places, is important.

"The trade of a store must be protected. We advertise that above everything we protect our customers. Hardly two customers can be treated alike. It is not wise to talk economy to a rich customer.

"A merchant, especially in smaller towns, must be on the ground. He is the executive and must attend to his business in person. If he does not, the business will soon run the merchant. Developing a store is hard work, at least I have found it so. More than one day I have worked in the store until 1 and 2 a. m. I might say that I have often worked this late. One customer said: 'By golly, you work hard!'

"No one nationality need be the only successful people. If after a man has made \$500 he is just as eager to make another dollar as when he first started and regards it as just as valuable he will continue to accumulate.

"Most people can not endure success. The race would be seriously injured if all were equally successful. A merchant must be honest and above suspicion. I had a customer come into the store once and charge me with trickery in making change.

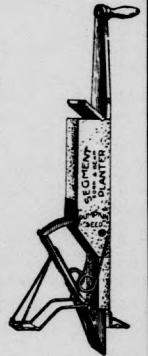
"I contended that he was incorrect in his accusations. Finally I agreed to correct the error if he could prove his charge that we had made a mistake. 'Well,' the customer replied, 'if you had not said that

you might have gotten into trouble. Here is \$5 which you overpaid me.'"
--Dry Goods Reporter.

A London physician testifies to the value of fresh air as a medicine to the sick. In a newspaper communication he admits that in the course of thirteen visits made to a patient suffering from grip the best things he did for the sick man's relief were to open a window in the bedroom to admit fresh air and strip off three of the six blankets under which he was sweltering. The fresh air remedy is being generally recognized now by the medical profession as the most promising which can be prescribed for many maladies, not excepting tuberculosis.

The Segment

one hand
Corn and Bean
Planter



The Handsomest,
Lightest, Most Accu-
rate, Strongest and
withal Cheapest and
most Up-To-Date
Planter on the Mar-
ket.

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.

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.



PREPARED MUSTARD WITH HORSERADISH

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

THOS. S. BEAUDOIN, Manufacturer

Write for prices

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

Clerks From a Commercial Traveler's Standpoint.

No clerk who expects to be a success will be lacking in self-respect. He is lacking in self-respect if he is one of those who are continually trying to work the traveling salesman for extra favors. While the traveling salesman may grant such concessions as a matter of business policy the opinion of that clerk which he carries away with him is not likely to be favorable.

In the many stores I visit I run across all types of clerks. I can count on my fingers the clerks who have the stamp of real business men and are developing fast. There are many indifferent clerks in those stores who seem to care little about the future. Then there is the big group which is always looking for the treat and seems to attend to business when it has nothing else to do.

It is always easy to pick the clerk who has the right idea. He is there to make money for the store and he shows it in his actions. He is the kind of a clerk the traveling salesman likes to treat, but he is not of the kind who do business on treats. He wants to know about your goods, why they are better values than others, what their strong points are, and the profit they pay.

It is a pleasure to converse with him because the traveling salesman gets a lot of information in that way. He will tell you what the consumer says about certain lines or certain classes of goods. He is meeting the consumer all of the time and hearing the verdict. He is finding out what the consumer wants and how to get it. The traveling salesman wants his information and he wants to learn all he can from the salesman.

I know a clerk whom some wholesale house will be glad to get some of these days. He has made a study of his lines now for several years, and is becoming better grounded in the business than many wholesalers' salesmen. He has read and studied until he is in a position to talk his lines such as few clerks reach. He talks business when he has time to talk. He prides himself on the fact that few opportunities for making sales are allowed to pass by him. He can interest the consumer, and that is a great accomplishment.

But he is an exception. In many of the stores I visit there is no such clerk. On the other hand there are a lot of young men whom the moment a traveling man strikes the door, begin to figure for cigars. The traveling man expects this. It is a part of the business. He "sets up" the cigars, but at the same time he forms his opinion of those clerks.

I have universally found that the clerk who is constantly suggesting free cigars is the poorest kind of a clerk. Instead of attending to business he is hanging around the visitors and "joshing" after his style. He completely loses sight of the fact that by showing a little more self-respect and dignity he could lift himself several notches above his present position. By endeavoring to

make himself more of a business man and a little less of a grafter he would make friends that might be of use to him where on his cheap grafting basis he actually damages his prospects.

Among the salesmen with whom I have a close acquaintance is one man who has considerable trouble with these grafting clerks. In a certain store which he visits regularly he was told not long ago that unless he "set up" the cigars his goods would be boycotted. In another store he was asked to contribute a certain amount of money for some "blowout" the clerks were giving and the gentle hint thrown out that failure to do so would put the clerks at work on another brand of goods.

Now, that is a fine thing, isn't it? Here are clerks to sell goods purchased by the proprietor. The proprietor buys them because he considers the quality is what he wants and the price right. But here is an outfit of clerks who propose to "knock" certain goods regardless of the proprietor's demands are not granted by the salesman.

In some cases the proprietors themselves are to blame. I have seen enough of the bad results from this "grafting" to convince me that I would allow none of it in a store of mine. The clerk who keeps away from it wins in the estimation of people who are in a position to do him good.—Traveling Salesman in Commercial Bulletin.

National Glass Co. Going to Pieces.

Pittsburg, Jan. 25—The National Glass Co. has decided to adopt a new method of doing business which is to go into effect at once, and as a result the offices and sample rooms in the Heeren building, Pittsburg, will be abandoned. The Jeannette plant has been leased by A. J. & E. G. Smith; the Cumberland, Md., factory by Frank Trieber; the Dunkirk, Ind., plant, by F. W. Merry, and the Ohio plant, at Lancaster, Ohio, by Lucien B. Martin. It is the intention of the company to operate all factories not leased on an individual basis similar to the plan under which the Cambridge, Ohio, factory has always been operated. New quarters will be secured in this city and the force will be cut down to two or three people. When the National was organized nineteen factories in as many different cities were absorbed, but since that time three have been dismantled, three have been destroyed by fire and were not rebuilt, and two or three have stood idle, and have been neglected to such an extent that it would cost nearly as much to put them in working condition as to build new factories. Two weeks ago the Indiana, Pa., factory was sold to the Dugan Glass Co., and those above referred to in conjunction with the concerns that have lately been leased do not leave much to go and come on.

There are lots of women who can't boast that they were ever loved to distraction.

Furs

Highest prices paid and quick remittances

CROHON & CO., LTD.

Hides, Furs, Tallow, Etc.

28 and 30 Market St., Grand Rapids



They Save Time

Trouble

Cash

Get our Latest Prices

MOORE & WYKES

MERCHANDISE BROKERS

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

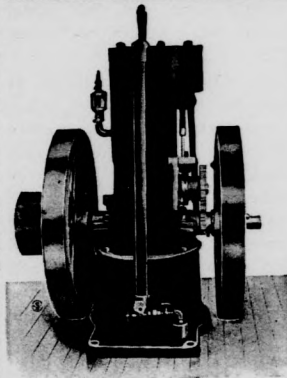
FOOTE & JENKS

Makers of PURE VANILLA EXTRACTS and of the Genuine, Original, Soluble,

TERPENELESS EXTRACT OF LEMON



FOOTE & Jenks JACKSON, MICH.



The "Ayres"

Gas and Gasoline ENGINES

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

Agents Wanted

Ayres Gasoline Engine and Automobile Works

Saginaw, W. S., Mich.

COUPON BOOKS

Are the simplest, safest, cheapest and best method of putting your business on a cash basis. ♣ ♣ ♣ Four kinds of coupon 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.

A CHRONIC SPONGER

Saved and Made Whole for Seven Cents.

Written for the Tradesman.

Hank Parker, the only blacksmith in the village, could turn a shoe and set it so neatly and quickly, and his general business was so meager and scattered that, in spite of the half acre garden at the back of his shop, he had a good portion of time at his disposal. Then, too, Doctor Fox's store was just around the corner and so handy that the muscular young smith's frequent visits to that store each day came to be looked upon as a sort of time indicator, telling the villagers that it was ten, or three, or five o'clock, as the case happened to be.

Doctor Fox, or "The Doc." as he was most frequently designated, was a physician first, postmaster next and proprietor of a combination drug and grocery store finally; not to mention a twenty-acre place just beyond the village limits, where he raised lop-eared rabbits, guinea pigs and poultry as a side issue. While he carried and enjoyed the responsibility and honor of representing the United States Postal Service, he left the work and the salary entirely to a plump and pretty spinster—Miss Jerusha Bennett—receiving the tiny annual rental for a corner in his store as the only emolument of office.

Of course the value of propinquity had weight, inasmuch as the major portion of the village population seemed compelled to visit the post-office—and so the store—once each day; but the constant, the most regular and most reliable visitor was Hank Parker. And there were people who gossiped and wondered and guessed as to the assistant postmistress being the potent attraction. A few suggested that the barrel of red liquor in the back room of "The Doc.'s" store was the magnet and when Doctor Fox asserted that he didn't believe Hank knew the taste of liquor, there were two or three wisecracks who clinched the matter with: "Well, pep'mint and sugar ain't all he comes here fer," or some other equally indefinite conclusion.

Not a soul, except, perhaps, "The Doc." and Miss Jerusha, had any correct notion as to the cause of Parker's frequent visits and even the doctor was not certain that his assistant was positive in her views on the subject, because she had not by word or action shown that she had any. "She might go farther and fare worse," mused the physician one day when Miss Jerusha had gone for dinner, and, as he busied himself near the loaf sugar drawer he continued: "an' Hank might hunt the country over without finding a better mate. But then—"

What he was about to say was not voiced because, with a "Mornin', Doc.," the young blacksmith entered the store and at once became interested in the doctor's work. A long shallow box lay upon the counter and in this box the doctor was placing cubes of sugar somewhat carefully, and as he observed that his caller was noticing the operation with interest he volunteered the informa-

tion: "I bought that barrel of loaf sugar over a year ago and there's so little call for it—just 'cause I've got it—I thought I'd fix up a tray of it to put in the window and see if people wouldn't want some, on being reminded that I keep it."

Hank reached forward and picked up a couple of the cubes with, "That's a good ide-e. Nothin' like advertisin', they say." And, as he concluded, he stepped to the passageway between the ends of two counters and reaching to the shelves before him took down the bottle marked "Ess-Menth Pip."

As the deliberate young visitor carefully poured a drop or two of the peppermint essence upon each one of the cubes the doctor picked up the tray and carried it behind the prescription case, saying as he went: "Yes, but they tell me that not over one man in a thousand knows how to advertise. An' I guess that is so, or you would have sold that barrel of sugar for me inside of three months."

"How so, Doc?" asked Hank as he reached his hand into the sugar drawer and extracted two more lumps, which he promptly doped with the essence, and he munched away on the others already fixed.

"'Cause you've sampled it half a dozen times a day for a year and know that it is the real thing and could tell others so—if you knew how to advertise," came from behind the case.

"By gum! That's so," responded Parker and he continued: "and do you know, Doc., boardin' as I hev fer so long, I believe I'd been dead long ago of dyspepsy if it hadn't been fer that sugar and peppermint."

"Why don't you marry Miss Bennett 'n' quit boardin'?" enquired the doctor, still busy back of the case.

"Who 'n thunder said I wanted to marry her?" quickly responded Hank with a show of indignant incredulity.

"She's a fine woman," was the doctor's only response.

"Blame fine gal!" Hank assented.

"And she thinks mighty well of you," continued the doctor. "And she's alone, no parents or brothers or sisters that she knows of. She likes you awfully well, Hank."

"Mebbe," admitted the blacksmith. "Mebbe, an' I like her powerful well; but likin' is one thing and lovin' 's 'nother."

Fortunately Parker's remark was concluded just before the front door of the store was opened and happily, also. Miss Bennett entered jauntily, a picture of good health and vigor, with: "Good morning, Mr. Parker," spoken in time to check a remark the "Doc." was about to make. And as the assistant postmistress passed back of the little case of letter boxes which served as her office, Parker left the store. At this juncture, also, Doctor Fox reappeared from behind the prescription counter carrying the shallow tray covered with cubes of sugar. Miss Bennett glanced at him just in time to see him open the sugar drawer and carefully set the loaded tray inside. The doctor, noticing that her curiosity was aroused, explained that he "didn't expect there

would be any call for loaf sugar to-day—there hadn't been any for nearly two months—but if such a customer should appear, will you please lift this tray out just as it is? Don't disturb it, please, any more than is necessary, as it is an advertising scheme of mine. And then you can serve your customer from the drawer."

Little Miss Bennett, puzzled as to what possible way a tray loaded with sugar could be utilized as an advertising medium and in a village, picked up the bead belt she was at work upon before leaving for dinner and, as she pondered, she was reminded of a hint the doctor had given her that Hank Parker had a cancer. Simultaneously came to her mind the possibility that perhaps sugar and essence of peppermint were the cause of the cancer. Then it was that the girl began to show nervousness, her color changed and a haunted look was shown in her eyes. Then it was that she confessed to herself that she loved the young blacksmith.

Then, also, it was that Doctor Fox with hat and gloves on and medicine case in hand walked toward the door and, suggesting that it was leap year, added: "You haven't asked for my opinion, Jerusha, but I have a fatherly interest in you and if I were you I wouldn't let Hank Parker go on boarding at the tavern until next Christmas." It was an unconscious utilization of the psychological moment for, with tears filling her eyes, the pretty spinster eagerly asked: "Do you really think he's got a cancer?"

The doctor replied that "it would be a wonder if he didn't have a cancer somewhere, cancer of the stomach probably, and all because of his boardin' and livin' on tavern cookin'. If Hank should drop in a heap or throw a fit in here some day when I'm out, you just souse him with water first and then give him a good drink of clear soda water."

Miss Jerusha protested that she would be too much frightened to be of use under such circumstances and the doctor answered: "No, you won't, if it's Hank, Jerusha. If it's Hank you'll have every wit in you, right on tap. And you'll save his life, too." With that the doctor passed out to make his afternoon calls in the village.

Evidently the blacksmith had been watching for the doctor's departure. At all events, Parker entered the "Doc.'s" place within five minutes after he left and as Miss Bennett worked away with beads he commented on the great advances going on in all departments of life. "Fer instance, you're makin' a bead belt; but I'll bet it's better'n the one my grandmother made sixty years ago—'n' I've got it up in my trunk—left to me by my mother." As he talked he opened the sugar drawer and taking a couple of lumps he loaded them with peppermint essence.

"Yes," responded Jerusha, "an' I s'pose the way you make things out of iron is different from the way my grandfather made 'em when he was blacksmithing fifty years ago—and better."

"Wuz your grandfather a blacksmith?" eagerly asked Parker as, munching the last lump of sugar that was flavored, he took a couple of fresh lumps from the drawer and soaked them with peppermint.

Jerusha saw the last movement and as though choking with embarrassment and fear she asked: "Do you know much—anything 'bout cancers, Hank?"

Somewhat surprised by the change of topic and impressed by the scared expression on her face, the man muttered something about having heard they were caused by eating too many tomatoes, at which Miss Bennett, relieved by his evident freedom from fear, observed: "Why, I love tomatoes, eat lots of 'em. And I haven't any fear of cancers."

'Course not. That's just an old yarn built on the fact that tomatoes are red and so are cancers. I like tomatoes, too, an' eat 'em whenever I can get 'em and the only thing about 'em 'at scares me is that they are love apples"—and the speaker's face beamed with an unmistakable expression of admiration and determination as he shuffled a step or two nearer the object of his adoration.

"Fraid they'll make you fall in love?" demurely asked the assistant postmistress.

Here it was that Hank gave vent to a deep and most woeful groan and pressing his hands tightly against his abdomen leaned heavily against the counter with eyes starting from their sockets in surprise and agony. Again he groaned, as he writhed in pain in an effort to prevent himself from falling to the floor. Miss Bennett threw her work upon a table and coming toward the blacksmith with terror showing in every feature, she said: "What is it, Hank? Can I do anything for you? Here, let me hold you up from falling," at the same time reaching out her hands toward him.

"Keep away, J'rushy, keep away! It isn't safe" answered Hank, as placing one hand over his mouth and holding the other against his abdomen he started toward the back room. But it was useless. Before he had gone ten feet he sank limp upon the floor and rolling and tumbling about in pain, cried "Keep away, J'rushy, er I'm liable to muss you all up."

The thought of the cancer and of what the doctor had directed came to the young woman and turning she ran for the soda fountain. At this, Parker regained his strength and senses sufficiently to arise and rush into the back room, closing the door and locking it just as Jerusha with her glass of simple soda water reached it. Barred in her progress she was forced to stop and listen and the sounds she heard convinced her that her friend was very much alive although very uncomfortable. "Do you feel any better?" she asked timidly during a pause in the series of retching, groaning noises.

"Wait a—minute—J'rushy—I'm all —" was the reply she heard and then came groans again.

"Do let me in, Henry, please! I can help you," she pleaded.

"I know you can—and I'll ask you to—in a few minutes," answered the now recovering blacksmith, at which Jerusha sat down upon a box of soap near the door and showed tears standing in her eyes. She wondered if the cancer had caused a hemorrhage or if it merely caused a convulsion and the next instant sounds issued from behind the door calculated to convince her that both results were manifest.

The door opened presently and Jerusha jumped to her feet just in time to catch and support the staggering, bedraggled and chalk white man whose legs refused to do their full duty. "You poor boy," soothingly observed the assistant postmistress as she eased him to a seat on the box. "What an awful attack," she added as, half stooping, she supported his wobbling head with her left hand and arm. "What was it, the cancer?"

"I dunno—what it was—" feebly responded the blacksmith, "an' I don't care. I'd go all over with it again—just—for this"—and he seized her right hand and kissed it fervently.

"Here, take this," she said quietly as, releasing her hand, she handed him the simple soda, "it will settle your stomach." And when he hesitated and looked suspiciously at the glass, she added: "Come, Henry, take it, it will do you good."

"I know that, anything you do for me does me good, but I need more than that glass of water—even though it is soda water. I need you. Will you become my wife?"

Jerusha whispered something, Hank drank the solution and then—

Doctor Fox entered the store just in time to see the assistant postmistress wiping her eyes with her handkerchief as she sat back of the case of letter boxes, while behind the counter, using the mirror in the show-case door, was Hank, the blacksmith, trying to part his disheveled hair with a pocket comb. "Excuse me, 'Doc,'" said Parker, "but I got awfully mussed up in here a minute ago."

"Is that all you got? Didn't you get any peppermint and sugar?" smilingly enquired the doctor.

"Yes, doggone you, 'Doc,' I did!" said Hank, as he stood erect. "I got the dose you fixed up fer me—an' it's all right! It's all right 'cause it won for me the sweetest girl livin', fer a wife. I guess we're about even with you, 'Doc.' Ain't we, J'rushy?"

"And it cost me two cents' worth of ipecac and five cents' worth of sugar," said the doctor as he opened the sugar drawer. "A chronic sponger saved and made whole fer seven cents," he added as he lifted the doctored tray from the drawer and started toward the back room.

"And a wife," added Parker, while from the seclusion behind the "post-office" echoed the addition—"And a husband." Chas. S. Hathaway.

Chas. H. Mooney, dealer in groceries, Carleton: Enclosed find \$1 in renewal of subscription. Would not like to be without the Tradesman.

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 Shotgun						
No.	Drs.	Powder	oz.	Shot	Gauge	Per
120	4	1 1/4	10	10	10	\$2 90
129	4	1 1/4	9	10	10	2 90
128	4	1 1/4	8	10	10	2 90
126	4	1 1/4	6	10	10	2 90
135	4 1/4	1 1/4	5	10	2	2 95
154	4 1/4	1 1/4	4	10	3	3 00
200	3	1	10	12	2	2 50
208	3	1	8	12	2	2 50
236	3 1/4	1 1/4	6	12	2	2 65
265	3 1/2	1 1/4	5	12	2	2 70
264	3 1/2	1 1/4	4	12	2	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					
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	7 00					
First Quality, S. B. S. 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					
Butts, Cast						
Cast Loose Pin, figured	70					
Wrought Narrow	60					
Chain						
Common	1/4 in.	5-16 in.	3/8 in.	1/2 in.		
BB	3/4 c.	7/8 c.	8/8 c.	6 c.	4 1/2 c.	
BBB	3/4 c.	7/8 c.	8/8 c.	6 c.	6 c.	
Crowbars						
Cast Steel, per lb.	5					
Chisels						
Socket Firmer	65					
Socket Framing	65					
Socket Corner	65					
Socket Slicks	65					
Elbows						
Com. 4 piece, 6 in., per doz.	net 75					
Corrugated, per doz.	1 25					
Adjustable	dis. 40&10					
Expansive Bits						
Clark's small, \$18; large, \$26	40					
Ives' 1, \$18; 2, \$24; 3, \$30	25					
Files—New List						
New American	70&10					
Nicholson's	70					
Heller's Horse Raps	70					
Galvanized Iron						
Nos. 16 to 20; 22 and 24; 25 and 26; 27.	28					
List 12 13 14 15 16 17	Discount, 70					
Gauges						
Stanley Rule and Level Co.'s	60&10					
Glass						
Single Strength, by box	dis. 90					
Double Strength, by box	dis. 90					
By the Light	dis. 90					
Hammers						
Maydole & Co.'s, new list	dis. 33 1/2					
Yerkes & Plumb's	dis. 40&10					
Mason's Solid Cast Steel	30c list 70					
Hinges						
Gate, Clark's 1, 2, 3.	dis. 60&10					
Hollow Ware						
Pots	50&10					
Kettles	50&10					
Spiders	50&10					
Horse Nails						
Au Sable	dis. 40&10					
House Furnishing Goods						
Stamped Tinware, new list	70					
Japanned Tinware	20&10					

Iron	
Bar Iron	2 25 c rates
Light Band	3 c rates
Nobs—New List	
Door, mineral, jap. trimmings	75
Door, porcelain, jap. trimmings	85
Levels	
Stanley Rule and Level Co.'s	dis
Metals—Zinc	
600 pound casks	7 1/2
Per pound	8
Miscellaneous	
Bird Cages	40
Pumps, Cistern	75
Screws, New List	85
Casters, Bed and Plate	50&10
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
Broken packages 1/2 c per lb. extra.	
Planes	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
Nails	
Advance over base, on both Steel & Wire	2 75
Steel nails, base	2 30
Wire nails, base	2 30
20 to 60 advance	Base
10 to 16 advance	5
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
Rivets	
Iron and Tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
Ropes	
Sisal, 1/2 inch and larger	10
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	30 00
Sheet Iron	
Nos. 10 to 14	\$3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz	6 00
Second Grade, Doz.	5 50
Soldier	
1/2 @ 1/2	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron	60-10-5
Tin—Melyn Grade	
10x14 IC, Charcoal	\$10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1.25.	
Tin—Allaway Grade	
10x14 IC, Charcoal	\$ 9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50.	
Boiler Size Tin Plate	
14x56 IX, for No. 8 & 9 boilers, per lb.	13
Traps	
Steel, Game	75
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	60
Coppered Market	50&10
Tinned Market	50&10
Coppered Spring Steel	40
Barbed Fence, Galvanized	3 00
Barbed Fence, Painted	2 70
Wire Goods	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
Wrenches	
Baxter's Adjustable, Nickeled	20
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	66
12 gal. each	78
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 60
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70
Churns	
2 to 6 gal., per gal.	6 1/2
Churn Dashers, per doz.	84
Milkpans	
1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6
Stewpans	
1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball, per doz.	1 10
Jugs	
1/2 gal. per doz.	60
1/4 gal. per doz.	45
1 to 5 gal., per gal.	7 1/2
Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun	35
No. 1 Sun	36
No. 2 Sun	48
No. 3 Sun	85
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Per Gross.	
Pints	4 25
Quarts	4 50
1/2 Gallon	6 50
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun	1 60
No. 1 Sun	1 72
No. 2 Sun	2 54
Anchor Carton Chimneys	
Each chimney in corrugated carton	
No. 0 Crimp	1 80
No. 1 Crimp	1 78
No. 2 Crimp	2 78
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	1 91
No. 1 Sun, crimp top, wrapped & lab.	2 00
No. 2 Sun, crimp top, wrapped & lab.	3 00
XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.	3 25
No. 2 Sun, crimp top, wrapped & lab.	4 10
No. 2 Sun, hinge, wrapped & labeled.	4 25
Pearl Top	
No. 1 Sun, wrapped and labeled	4 60
No. 2 Sun, wrapped and labeled	5 30
No. 2 hinge, wrapped and labeled	5 10
No. 2 Sun, "small bulb," globe lamps.	80
La Bastie	
No. 1 Sun, plain bulb, per doz.	1 00
No. 2 Sun, plain bulb, per doz.	1 25
No. 1 Crimp, per doz.	1 85
No. 2 Crimp, per doz.	1 60
Rochester	
No. 1 Lime (85c doz.)	3 50
No. 2 Lime (75c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
Electric	
No. 2 Lime (70c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
OIL CANS	
1 gal. tin cans with spout, per doz.	1 25
2 gal. galv. iron with spout, per doz.	1 40
3 gal. galv. iron with spout, per doz.	3 25
5 gal. galv. iron with spout, per doz.	4 20
3 gal. galv. iron with faucet, per doz.	3 70
5 gal. galv. iron with faucet, per doz.	4 60
5 gal. tilting cans	7 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, slide lift	4 65
No. 1 B Tubular	7 25
No. 15 Tubular, dash	6 50
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, slide lamp	13 50
No. 3 Street lamp, each	3 60
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx. 10c.	50
No. 0 Tub., cases 2 doz. each, bx. 15c.	50
No. 0 Tub., bbls. 5 doz. each, per bbl.	2 25
No. 0 Tub., Bull's eye, cases 1 dz. e'ch	1 25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0, 3/8 in. wide, per gross or roll.	24
No. 1, 1/2 in. wide, per gross or roll.	33
No. 2, 1 in. wide, per gross or roll.	46
No. 3, 1 1/2 in. wide, per gross or roll.	75
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00
Credit Checks	
500, any one denomination	3 00
1000, any one denomination	5 00
2000, any one denomination	8 00
Steel punch	75

BUTTER AND EGGS

Observations of a Gotham Egg Man.

The expectation, recently expressed in this column, that our refrigerator egg stock in New York and Jersey City would be practically exhausted by the end of the week—Jan. 16—was not fully verified by facts. We still had, at that time, about 13,000 cases remaining, although a considerable quantity of these are owned by dealers and others who are reserving them for their own needs; the quantity available for open trading is now quite small.

The decrease in net reduction of refrigerator stock last week, and part of the week previous, was due partly to some increase in our fresh receipts and partly to the fact that the demand in the wholesale market fell below the actual consumptive needs of our market. After the severe cold wave of January 1 to 5 disappeared the character of Southwestern advices made a general disposition among dealers and retailers to sell out almost every egg they had on hand before making fresh purchases, so that from about January 5 to 15 a part of the consumption was supplied from the working stocks lying between wholesale receivers and consumers. Thus, while it is not likely that the actual use of eggs this month has been very much less than it was at the close of December, the output from the wholesale market has been smaller.

Our calculation of December egg consumption in this market, based upon the receipts and storage reduction, showed an average for that month of 42,000 cases a week, against 54,000 in November and 62,500 cases a week in October. As the decrease was gradual we may suppose the rate of consumption early in December to have been about 46,000 cases a week and late in December about 38,000.

It is fair to suppose that with the extreme prices ruling at the opening of the month there has been some further reduction in consumption, but it would perhaps be fair to guess at the present rate of consumption as about 35,000 cases a week, on the basis of the previous calculations.

As the actual rate of consumption has an important bearing on the present situation it may be well to see how nearly the above estimate corresponds with the quantity of eggs actually moved since Jan. 1. Our receipts from January 1 to 18 inclusive were 54,500 cases, of which it is probable that about 4,500 cases remain unsold. This would show 50,000 cases moved into consumption, together with about 19,000 cases refrigerator eggs, which represents our net reduction of holdings during that period; then we have moved 1,000 120-doz. cases foreign eggs, equal to 4,000 of our cases, all of which would show an output from wholesale market of 73,000 cases from January 1 to 18.

But, as we before stated, a part of

the consumption has lately been supplied from the working stocks previously carried along by dealers and retailers, and while there is no means of estimating this quantity with any accuracy, it would seem fair to call it about 12,000 cases, when it is remembered that there are more than that number of retail stores in this city where eggs are sold. This basis of estimating would show a total consumption since January 1 of about 85,000 cases, or equal to about 33,000 cases a week—which is probably a conservative estimate.

It is to be supposed that there is now a very light working stock of eggs between receivers and consumers, and that from this time on the calls upon the wholesale market will, of necessity, be about equal to the quantity needed for consumption, plus what out of town demand may spring up.

As to the prospect of being able to supply a wholesale demand for about 33,000 cases a week, or a little more, it may be said that there were on hand at the beginning of this week somewhere near 5,000 cases of eggs that had accumulated under shippers' orders, but which are now being quite generally set free to be sold; there are also a few refrigerators available, and our natural expectation for current receipts for the week may be figured at close to 25,000 cases. (Last week we had a little over 26,000.)

If there proves to be nothing radically wrong with these estimates and guesses, the chances of any shortage of eggs this week, or early next, are remote provided the weather conditions in the principal producing sections continue favorable to production and shippers leave free to be sold the whole of the current receipts. But after this week we shall probably have to have an increase in receipts in order to supply even the present moderate rate of consumption, and we are now at a point where out of town markets to the east and north may become so bare as to compel them to call for some stock here. In the meantime the market is constantly liable to the effects of a return of heavy winter weather in the producing sections. Any serious interruption to the production now would soon develop the fact that all Northern and Eastern markets are very lightly stocked and practically dependent upon current production for a supply beyond a very few days' needs.—N. Y. Produce Review.

Recent Business Changes Among Indiana Merchants.

Indianapolis—J. W. Jackson, manufacturer of overalls, has incorporated his business under the style of J. W. Jackson & Sons.

Indianapolis—John W. Neuman, of the commission, fruit and produce house of John W. Neuman & Co., is dead.

Nashville—Barnhill & Son succeed H. C. Hopper in the sewing machine and building business.

Richmond—Mrs. M. C. Bradbury, engaged in the fancy goods business at this place, is dead.

South Bend—Mrs. Fannie G. Kritzer has removed her millinery stock to Decatur, Mich.

Wakarusa—Freed & Lehman, dealers in general merchandise, have dissolved partnership, A. C. Lehman succeeding.

Warren—F. E. Shultz has purchased the interest of his partner in the bakery business of Coles & Shultz.

Bloomington—Speer & Fisher, grocers, have filed a petition in bankruptcy.

The Italian postoffice is about to issue a series of new postage stamps. One of these bears a portrait of Marconi; electric waves traversing the world are represented, a telegraph pole with its wires hanging useless being in the foreground.

WE NEED YOUR Fresh Eggs

Prices Will Be Right

L. O. SNEDECOR & SON
Egg Receivers

36 Harrison Street, New York

Reference: N. Y. National Exchange Bank

Buyers and Shippers of

POTATOES

in carlots. Write or telephone us.

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

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

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

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

STRONG NAMES.

Their Value as the Foundation of Character.

What is your name? Do you like it? Does it convey a good impression to a stranger? Is it helpful to the reputation you desire? Does it suggest a substantial character? These questions require a serious answer.

Perhaps you will find that you have allowed your acquaintances to be careless in the use of your name. If so, you should have the fault corrected. The name in some indefinite way is often prophetic of the character of the man. The practice of carrying a nick-name through life is permitted only by ignorance, but it is common among those who have no appreciation of the manifold suggestions in a name. It may be uncertain whether a name, through some subtle power, has given character to a man, or a man through sterling merit has given value to the name. Be that as it may, a name should be chosen for its tone as well as for any possible association.

The name of Washington Irving, Henry Ward Beecher, Oliver Wendell Holmes, James Russell Lowell, William Cullen Bryant, John Greenleaf Whittier, Harriet Beecher Stowe, Robert Louis Stevenson and Edgar Allen Poe are not only strikingly rhythmical but are suggestive of the literary lights of America. This two-fold power of a name is characteristic of almost all noted men and women of the world. If you call your dog Sneak or your horse Satan, the frequent repetition of these names impresses on these animals the characteristic suggested not only in your mind, but in the mind of every one who hears the names uttered. Failure to use a full name surely can not be owing to a desire to economize time and effort in the pronunciation. It is hardly pardonable to use a single initial as J. Storm, C. Smith, S. Jones or L. Davis.

Some people carry a pet or nick-name through life, which creates an impression of weakness that is always detrimental. Advancement and reputation are difficult enough to secure under the most favorable conditions. No one should excuse himself on the ground that this notion partakes of high-headedness, affectation or conceit. Only development and support of character should be associated with the suggestion. A few illustrations may serve to present the argument more forcibly: Maggie Somebody and Margaret Somebody are two entirely different persons; so are Lizzie Somebody and Elizabeth Somebody. The practice of using the initials weakens the name. M. Field has not the character we find in Marshall Field. L. J. Gage is not so strong a name as Lyman J. Gage. The good old names of Smith and Jones are made less common when we speak of Edna Florence Smith or Jenkin Lloyd Jones. Sometimes names grow strong by association as expressed in the use of the first initial and the middle name, as J. Pierpont Morgan

or J. McGregor Adams. We admire the man who shows confidence in himself, who has improved the opportunities that gave him the right to feel that he is somebody, who aspires to live a useful and influential life, who shows self-respect and courtesy, from which spring respect and courtesy to others. The value of a strong name is worthy of attention in the homes and in our institutions of learning, the two places where the foundation of character is laid.

The plan should be to use it in the fixed way on all occasions and to establish the name in all its strength. Persons who observe the proprieties of life will address you as you sign yourself or as your name has been established. The name will act as a diplomatic agent in advance of your personal acquaintance and will give you a favorable introduction to strangers. It rests with you to sustain the good impression made. Among the many suggestions that might be offered young men and women it is doubtful if any one is more worthy of adoption. We should do away with such characterless names as Maggie, Birdie, Lizzie, Bill, Tom, Dick, Joe, Mike and Pat. They belong only to common-place people and rob the persons of the influence they might possess under stronger names. The abbreviation of names is also entirely too common and deprives the names of their real strength.

Although authorized, it is not according to the best taste to use Jas. for James, Geo. for George, Wm. for William, Chas. for Charles, Ed. for Edward, Robt. for Robert or Ben. for Benjamin. The custom is false economy of time and labor. We should not shirk the effort to make the best impressions. We can not afford to lose a legitimate opportunity to advance ourselves. A desire to be somebody in the useful walks of life must be supported by earnest, intelligent effort and a high regard for character. Let your name indicate the exercise of such desire and so win the advantage of having created, by sound or association, or both, the most favorable impression upon those with whom contact will verify all claims to which character alone entitles you.

Charles R. Barrett.

Strange Use for Skim Milk.

A use to which skim milk, butter-milk, or even whole sweet milk is not often put is paint-making, yet this product of the dairy makes possibly one of the most enduring, preservative, respectable, and inexpensive paints for barns and outbuildings. It costs little more than white-wash, provided no great value is attached to the milk, and it is a question whether for all kinds of rough work it does not serve all the purposes and more of the ready-mixed paint, or even prime lead and paint mixed in the best linseed oil. It is made as follows, and no more should be mixed than is to be used that day: Stir into a gallon of milk about three pounds of Portland cement and add sufficient Venetian red

paint powder (costing three cents per pound) to impart a good color. Any other colored paint powder may be as well used. The milk will hold the paint in suspension, but the cement, being very heavy, will sink to the bottom, so that it becomes necessary to keep the mixture well stirred with a paddle. This feature of the stirring is the only drawback to the paint, and as its efficiency depends upon administering a good coating of cement, it is not safe to leave its application to untrustworthy or careless help. Six hours after painting this paint will be as immovable and unaffected by water as month-old oil paint. I have heard of buildings twenty years old painted in this manner in which the wood was well preserved. My own experience dates back nine years, when I painted a small barn with this mixture, and the wood to-day—second growth Virginia yellow pine—shows no sign whatever of decay or dry-rot. The effect of such a coating seems to be to petrify the surface of the wood. Whole milk is better than buttermilk or skim milk, as it contains more oil, and this is the constituent which sets the cement. If

mixed with water instead of milk, the wash rubs and soaks off readily. This mixture, with a little extra of the cement from the bottom of the bucket daubed on, makes the best possible paint for trees where large limbs have been pruned or sawed off.
Guy E. Mitchell.

Some men can never look after their own affairs because they are so busy meddling with the affairs of their neighbors.

Some people are always finding fault who never seem to be able to find anything else.

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Advantages Possessed by the Upper Peninsula Farmer.

Written for the Tradesman.

Any person who has resided in an old-settled country for any length of time knows that a large number of the agricultural class long for the "good old times" when prices were high and the farmer made money in large quantities. It seems to be a trait inborn with a goodly number of people the world over to be dissatisfied, and as a result there is much grumbling over the conditions that exist in all lines of industrial pursuit. Where is the small-town merchant who has not listened day after day and night after night to these stories of discontent from the village wise men as they gathered round his stove to absorb its heat and, perhaps, smoke a pipeful of low grade tobacco procured from the "poor box," which is to be found in a large number of country stores? I will venture to say that very few merchants have served their time behind the counter without hearing something of this sort. The bucolic seer who holds down a soapbox at the corner grocery is generally a man whose memory runs back to "befo' the wah," or, perchance, if he is too young to remember back that far, he possesses a so-called knowledge concerning the good old days that was imparted to him by his father.

And so the little stores that dot the country here and there resound from day to day with wails of discontent, with lamentations from the lips of those who have grown old in the gentle art of grumbling.

Yet why do so many people long for the joys of a new country and still remain in an old-developed locality, when the opportunity for locating in a land similar to what the now developed country was in wartime is presented them? Michigan has thousands of acres of land in its northern sections that have yet to feel the touch of the plow and the harrow, and the high prices for which the farmer is longing are to be obtained if he but moves to the new country and begins life anew. The conditions in the northern part of the State are not dissimilar, I should judge, from those the patriarchs of the corner grocery tell about—those old times when everything was high. In fact, it is to be presumed the conditions are much better, because, while what the farmer has to sell is much higher than in the old-settled sections, the goods he has to buy are not materially more expensive than they are farther south. In olden

times the figures at which merchandise sold completely offset the large prices paid for farm produce. Well do I recollect perusing, time after time, the old books kept by my father years ago when he conducted a general store in a small settlement in Lower Michigan, in what was then an undeveloped section of country. How many times have I turned the pages of these old volumes to gratify my curiosity as to the mercantile prices then in existence. Oil was not far from a dollar a gallon in those days and calico was sold around the quarter mark—sometimes even higher. Everything was priced at proportionate figures, so that no matter how much the farmer got for his produce, he was held up for a goodly slice of the proceeds when he did his trading.

The new country of the present day is different. The railroad has penetrated the forest and converted settlements that were formerly behind the times into modern towns. Transportation figures are so reasonable in this day and age that merchandise can be sold as cheaply in a new country as in an old one. Consequently the farmer of Northern Michigan is in a position to make more money, and make it easier, than was his brother who tilled the soil in the southern counties forty and fifty years ago.

Let me illustrate a little: The man who comes into the Upper Peninsula to-day buys good farming land, containing much valuable timber, for \$5 per acre. (I am using the figures of some of the promoting companies.) The soil is rich and easily subdued, therefore, it is not long before he is raising good crops. If he is short of money he can find plenty of work at good wages in the woods in the wintertime. He has an advantage over his Southern brother from the fact that he is never troubled with excessively dry weather. The climatic condition is reflected in the care of the large Government parks at Sault Ste. Marie. Although the Government maintains at this place many acres of fine lawn, not a hydrant is to be seen anywhere, and the grass, without sprinkling, is green all the summer long. Any farmer can see at once that this must be a great hay country. The Upper Peninsula farmer can raise in good shape everything but corn, and even this cereal is grown to a limited extent in some quarters. Everything else does exceedingly well, and the county road system makes it possible for him to market his crops with ease. The prices of all products are much higher than they are farther south. The man with a flock of chickens has no fear of privation. I know of a woman who has a flock of sixty hens in the Soo, and she sells eggs for 50 cents a dozen; while ancient eggs that would not be looked at in some sections of the country bring 30 cents per dozen. Chickens bring as much live weight here as they do in Detroit when dressed. Potatoes yield well, are of good quality and high prices are got for them.

And yet when the farmer comes to town he buys goods just as cheap

here as in the southern part of the State. The versatile genius who sells a \$10 overcoat for \$3.98 is just as much in evidence and conditions in this line are not dissimilar to what they are in other sections. And the fact that the farmers, taken as a class, are making money, while not being so progressive as their Southern friends, tends to show that the conditions in the northern part of the State are all right, and that while the country is yet in its infancy the conditions are much more satisfactory than they were in the days the village seers love to talk about.

But a new country is no place for a lazy man. The man who settles in a new and, for the most part, undeveloped region must expect to fight his way against many obstacles that are not met with in older communities. He has many hard propositions to tackle that call for the best that is in him, and he will miss many of the things to which he has grown accustomed in older communities. When a man has been used to rural delivery and others of the benefits derived from life in old-settled localities he is liable to be somewhat lonesome when locating on wild land; but the fact that he can make more money from a given investment in the northern location than the southern is considerable compensation for the bad things he has to encounter. But, from the way land is being sold all over the country, it looks as if it will be but a few years before the Upper Peninsula will be almost as thickly settled as the Lower, which will bring to the farmer all the good things enjoyed by his Southern neighbor.

Raymond H. Merrill.

Horses Fond of Beer.

"Fully one-half of the horses used by the brewers of Washington," said a fat and ruddy driver of one of the big wagons, "are beer drinkers, and there are horses belonging to our company which will not leave the delivery yards until they have had their bucket of beer in the morning and at lunch time. They have acquired a taste for the beverage, and they refuse to do their work until they have been supplied.

"Now, I said the horses acquired a taste for beer, but I guess I am wrong about that, for it is my candid opinion that horses naturally love beer.

They seem to have the same taste for it that hogs have for 'mash' and 'beer' from the stillhouses.

"It is a well-known fact that in running down and locating illicit stills in the mountain districts the revenue officers are frequently aided in their work by watching the dogs, the razorbacks, sniffing the 'mash' for a distance of two miles.

"Our horses fatten on beer, and it is a noticeable fact that the ones drinking the most beer keep in the best physical condition, and can do the most hard driving.

"The horses draw the line on stale beer, and one of them will have to be powerful dry in the throat before he will drink it. But give him a bucket of fresh beer and it will soon disappear, and he will neigh for more. Drivers' helpers and horses are allowed a liberal supply of the fluid by the company, and I would do without my mugs before I would see my horses go thirsty."—Washington Post.

How To Be Popular.

Show a helpful spirit toward everybody and a willingness always to lend a hand. Every one despises a man or woman who is always thinking of self.

Be generous. The world loves a magnanimous soul. Large-heartedness is always popular.

Learn to say pleasant things of others. Always look for the good in others, but never for their faults. Try to see the man or woman that God made, not the distorted one which an unfortunate heredity and environment have made.

Do not remember injuries. Always manifest a forbearing, forgiving spirit.

Be cheerful. The sunny man is wanted everywhere. All doors fly open to him; he needs no introduction.

Be considerate of the rights of others. Never monopolize conversation. To listen well is as great an art as to talk well.—Success.

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COUNTING THE COST.

Disposition of Merchants To Invest in Snaps.

Written for the Tradesman.

There is an old adage which says, "Nothing is worth having that is not worth fighting for," and this is the axiom that characterizes the commercial travelers in this present age. They are a bright, intelligent, energetic lot of young men and what they don't know about the tricks of trade—hid from the unsuspecting buyer—isn't worth while. They are smooth of speech, gentlemanly in demeanor, polite to a degree. All are so confident that few are willing to take No for an answer. They are numerous, too—specialists in teas, coffees, cereals, spices, extracts and no less in generals. It is no unusual thing to encounter half a dozen of these Knights of the Grip each day, bringing with them a freshness and an exuberance that dispel the sense of fatigue in any overworked superintendent of a general store and make him say—under his breath—"I wish I were one of the boys." A "snap," a brief introduction, a little angling, a nibble, a little adjusting of the line to suit the case in hand, and the fish is caught. He hands you a copy of order with thanks, remarking as he closes his grip, "If they don't open up true to name let us hear from you—good bye!"

This is a brief outline of the experience of every buyer in a general store—and if he doesn't buy from 10 to 20 per cent. more goods than his demands require he's worth double his salary. And it's all done so quickly and adroitly that the average man forgets to give proper shipping directions, to say nothing of the essentials, terms and dating.

Now back to my text, "Whither are we drifting?" Putting a theological construction upon this word, it means, "To what or which place?" And this, applied to the present day commercial traveler—well, we do not like to guess. We know he cometh unto the land whither he hath been sent. He cometh in the morning, at noon, at evening tide. He cometh like the wind and we think—to ourselves—sometimes he has imbibed wind in his travels hither. He says, "How do you do, Mr. Blank? I have a 'snap.'"

Now, what is the import of this much-used word? What does it convey to you? How long will it serve its purpose? "Unneeded biscuit" conveys to my mind that I am hungry. You need a "snap" conveys nothing. What, then, is its charm? Something for little or nothing, or nothing for a little something—less 2 off 10 or net 30?

"Snaps?" How easily any merchant can cast his eye along his shelves and count his "snaps." They may be among his stale breakfast foods, a new brand of soap, a coffee with "an aroma" that will drive all his troubles from his mind the moment he takes it in; "snaps" in sweet and sour and everything between. Beyond a "snap" or "deal" in Spearhead or Standard Navy I know of nothing really safe—and yet a merchant can

get too much of this commodity under the guise of an embellished "snap."

We are in dead earnest about this matter and we predict that the force of this meaningless argument will at no distant day rebound and strike the snapper. It can not be otherwise. The variety of goods under the same name—as foods, coffees, canned goods, etc., etc.—is becoming too multitudinous for the health of the merchant, for no sooner has the new arrived and been introduced than that which remains of the former is forgotten, hence his stock fills up with a decided surplus.

What shall we do? The question is one demanding more than passing notice—it is vital to every merchant. It works a two-fold disadvantage to the storekeeper: First, it has a growing tendency to increase



John M. Hurst

his stock beyond legitimate demands; second, it educates people to demand a variety that is not profitable to maintain. Why is it necessary, in any store, to carry twenty different kinds of smoking tobaccos? Simply because of the "snap" system of buying. So with package coffee and many other lines we need not mention. Without doubt the suggestion is a timely one and should receive the careful attention of merchants. This is an age of invention. Men are vying with each other to produce the article of merchandise that will satisfy the greatest number of people. And the majority of people like to be humbugged.

But let us call a halt. Stick to well-established lines and use a little more persuasive power behind the counter. The prudent and energetic salesman can do much to remedy the existing evil. To these men we look for clean stocks. Let the back number be shoved to the front. Take on only that which is essential for the prosperity of the business. To this end there must be perfect cooperation on the part of all store help, perfect unanimity of mind. Let there be frequent interchange of ideas as to the articles most in need by the general public and those that are not moving, so that there will exist, constantly, a complete understanding between the salespeople and the management. These sug-

gestions, carefully observed and put into use, will at once raise an effective banner against the "snap" delusion so frequently presented.

John M. Hurst.

East Jordan, Mich.

Gripsack Brigade.

Lyons Herald: W. W. Lung has entered the employ of the Osborne implement people as traveling agent and will have his headquarters in Portland.

Mt. Pleasant Times: Emerson Milliken has gone on the road for the McCormick Reaper Co. of Chicago. Mr. Milliken has been here for some time as clerk in the hardware store of F. B. Clark, and was considered an excellent clerk.

Alma Record: S. G. Pierce left Monday to accept a position as traveling salesman for the firm of Gray, Toynton & Fox, of Detroit. This is the same position he held before engaging in business in Alma. Mr. Pierce expects to retain his residence here.

G. C. McClelland has transferred his allegiance from the American Malt Cream & Drug Co. (South Bend), for whom he has traveled for the past five years, to the Upjohn Co. (Kalamazoo). He has also changed his residence from Fife Lake to Traverse City.

A Battle Creek correspondent writes: Mr. Post has decided that operating the Tavern on the European plan does not fulfill the objects for which the place was planned, one of which was to make as home-like a place as possible for the traveling men who make Battle Creek a stopping point, and, beginning to-morrow the house will be run on the American plan as before. Speaking on the change, Mr. Post remarked: "Personally, I prefer what is called the European plan of living and I believe it the best for the man who is not obliged to look too closely to the cost of his meals, but I am convinced that it is not the best for the traveling man. He prefers the home-like style and the abundance of the American plan and as it was for him that the Tavern was built, he shall have what he wants. For myself I would rather live the other way and I know it to be a fact that the hotel would pay much better the other way. If I had this hotel on Broadway I would run it on the European plan and probably make five times as much as it would here. But there are other people to be pleased and I propose that they shall be pleased if possible. For that reason the plan of the house will be changed."

John W. Schram, the well-known Detroit shoe salesman, writes the Tradesman as follows: "I sold the past week 800 pairs of men's shoes to go to Spanish Honduras, Central America, and thought you would like something for news. The Company sold to is the Honduras Plantation Co., with headquarters in Detroit. This company was organized in 1901 with \$25,000 cash capital. They bought ten thousand acres of land along the Colorado River, running from the sea coast at Lila, Spanish Honduras, west to the mountain side.

The company has 1,000 acres planted with bananas and bearing good fruit. They have a force of natives of about 400 men clearing the land and farming side crops. The writer has just seen corn from there grown and matured in sixty days. The first crop in 1903 paid a dividend of 22 per cent. on all stock sold, and the prospects for 1904 are very promising. The natives are small men, about like our boys from twelve to fourteen years old, and all have small feet, wearing mostly boys' sizes. The land is good, except that the climate in the lowlands is too warm, but on the mountain side plenty of good cold water and fresh air can be obtained within three miles of the plantation."

The General Electric Co. and the Allgemeine Electrical Co., of Berlin, have exchanged rights to manufacture certain kinds of electrical apparatus. The Berlin Co. has acquired the patent rights to the Curtis turbine, while the General Electric has obtained the rights to the invention of Profs. Riedler and Stumpf.

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Practical Suggestions for the Modern Pharmacist.

Of all professional or business men the pharmacist, to my mind, should be the most careful and prudent. It is absolutely essential that business methods and rules should be maintained and rigidly enforced by the pharmacist. The details growing up with and which constitute the real make-up of the business of the practical pharmacist are so numerous and continuous that lax habits, such as the putting off the performance of small duties as well as giving attention to larger and more important matters as they present themselves, will limit the success which should result as a reward to every one who embarks in the profession.

The practical pharmacist should, by all means, have regular habits and cultivate the principle of an orderly spirit, calm mind, self-possession, and, above all, a "clear head." He should be punctual to take his hours of repose and sleep (taking enough time off at least once in twelve months to attend the State Druggists' Association), for verily the old saying, "All work and no play makes Jack a dull boy," is certainly true, while, on the other hand, all play and no work makes the pharmacist unable to meet his bills. By adhering to these rules and regulations when in his place of business he will have a lively sense of all that is transpiring about him. They are some of the essential requirements on the business side of pharmacy—at least of him who undertakes to conduct a pharmacy.

There should be a place or locality for every article or line of goods carried in stock, although this may sometimes be at the expense of good appearance and otherwise desirable changes of arrangement. The permanency of location of many lines of goods is desirable for many reasons, chiefest of which is that no time should be lost in getting at goods when called for, and that the salesman may be readily and always absolutely sure whether an article called for is in or out of stock.

A good stock man is very valuable in retail pharmacy. One who is al-

ways up in his stock—knows what he has and cost and selling price of same, without having to haul out his price list from a stack of dingy papers and keep his customer waiting while he learns the cost of probably 50 cents' worth of drugs. Then again to have to look and look and call every one in the house to know just where a certain article is—there is no practical business in this at all, and yet how often it is the case, especially in our country towns. Nothing inspires more confidence in your customer than to be able to get what he wants at once and with as little confusion as possible—then he realizes that you know your business.

Too much attention can not be given to the want list. Have it convenient, and when an article is low or out, as soon as your customer is gone write it down at once. Don't delay even for a moment. If your trade find what they come to you for, they are sure to continue business with you. On the other hand, if they find you "out," and you are forced to say, as is so often the case, "We have it ordered," or "Will have it to-morrow," they will go to the other drug store, and you lose them through absolute carelessness—nothing else.

The buying of goods, receiving and checking them up on arrival, in my opinion, should always be done by the proprietor himself, as well as adjusting, filing and remitting for same.

The prescription department should receive more attention than any other department of the store. The lives of our fellowmen are in our hands when we begin to compound a prescription. Therefore a well lighted prescription case both day and night is very essential. It should be well supplied with all the necessary utensils and apparatus of modern invention. Rusty, broken spatulas, worn-out pill tiles and dingy graduates are out of place in an up-to-date prescription case.

All unnecessary contentions and controversies with those who linger about should be avoided and forbidden by those in charge. A drug store or pharmacy is not the place for jokes and pranks, and when such things are allowed mistakes of a dangerous character are likely to occur.

Every pharmacist should have enough independence and sagacity to know when to open and close his place of business. It should be done in harmony with the requirements and needs of the people and the success of his business. Do not keep open at undue hours at night or on Sunday because competitors do so. Independence of action on the part of one good pharmacist in a city or town will soon infuse confidence and a spirit of independent moderation into the habits of all your competitors, which will result in great satisfaction to all.

Profit in business does not consist solely in buying goods at a nominal price and selling them at an advance. We may do a larger business and yet not realize a cent profit although we sell nothing below cost or lost nothing by bad debts or slow

paying customers. The expense of business must be taken into consideration. Freight is a big item. Store rent is another, to say nothing of clerk hire, lights, heat, taxes, insurance, leakage, etc. Our own time and labor go to make up the expense of the business. In reaching out trying to increase the volume of business we must consider what it costs to do it. All these things must be figured out when the question of profit is taken into consideration. One had better do a reasonably small business, where expenses can be reduced to a minimum, than to attempt to do a large business with small capital with additional expense.

Your business all depends upon you. You make the business, the business makes you. No drug store will keep a man unless the man keeps the store. Personalities combined in a business like way, making people believe that you really enjoy serving them, putting them at their ease by winning their confidence, all are essential to the chief attainment of the end in view—viz., more business. Make a careful study of your trade, their whims, fancies and idiosyncrasies and cater promptly to each, using good judgment in what you do and say. Lend a willing ear to their troubles (although it be very trying on your nervous system). Keep a silent tongue. Treat all alike, as nearly as possible, and allow no one to leave the store dissatisfied with treatment received. Don't hurry your trade. The race is not always to the swiftest. Give them your undivided attention, and that "bitter pill" called "business transaction" will be safely disposed of and concealed in a sugar coating of "mutual satisfaction."

Time was when the pharmacist, or, more properly termed "apothecary," was looked upon as a wizard; was held in awe, and even revered as a magician dealing in poisons, mixing noxious doses and potions, and his dingy, ill-savored shop, with its grinning skull and crossbones, was shunned by all save those compelled to call through force of circumstance.

Look now upon the modern pharmacist. Note the difference, with his cheerful surroundings, pleasant smiles and greetings, ever ready to welcome you; creating the impression of a peaceful mission; volunteering his skill and knowledge in your behalf to relieve the pains and aches that mortal flesh is heir to. The mind of the modern pharmacist has broadened and he realizes that there is more in the world than the simple buying and selling of goods for the Almighty Dollar. J. A. Lloyd.

The Drug Market.

Opium—Is firm, but the price is unchanged.

Menthol—Is weak and tending lower.

Naphthaline Balls — Are tending higher, on account of increased price for gum camphor.

Santonine—Has been advanced by manufacturers 20c per lb.

Sugar Milk—Is tending higher.

Select Elm Bark—Is very scarce and has again advanced.

Oil Anise—Is very firm and an advance is looked for.

Oil Citronella—Has again advanced and is tending higher.

Oil Cloves—On account of higher price for spice, has again advanced.

Oil Peppermint—Is very firm and is tending higher.

Oil Sassafras—Is very scarce and has advanced.

Oil Wintergreen—Has been advanced on account of light stocks.

Gum Camphor—Is in a very firm position and tending higher.

Gum Assafoetida—Good clean gum has advanced.

Caraway Seed—Has advanced on account of high primary market.

Linseed Oil—Is very firm at our quotation.

No Wonder It Gained.

P. T. Barnum was fond of the following story told him by a Hartford physician:

"The other day," said the physician, "a circus came to town, and a baby was taken sick. I was called upon to prescribe for it, and I suggested elephant's milk. Now, would you believe it, that baby gained 239 pounds in one week. 'Twas the elephant's baby."

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., MUSKOGON, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced— Declined—

Table listing various drugs and their prices, including categories like Acidum, Ammonia, Aniline, Balsamum, Cortex, Extractum, Flora, Gummi, Magnesia, and Oleum.

Table listing various drugs and their prices, including categories like Mannia, S F, Memthol, Morphia, S P & W, Morphia, S N Y Q, Morphia, Mal, Moschus Canton, Myristica, Nux Vomica, Os Sepia, Pepsin, Saac, H & P D Co, Pielis Liq, Pielis Liq, N N 1/2, Pielis Liq, qts, Pielis Liq, pints, Piper Nigra, Piper Alba, Plix Burgun, Plumbl Acet, Pulvis Ip'c et Opil, Pyrethrum, Pyrethrum, pv, Quassia, Quinia, S P & W, Quinia, S Ger, Quinia, N Y, Rubia, Tinctorum, Saccharum La's, Salacin, Sanguis Drac's, Sapo, W, Sapo, M, Sapo, G, Seidlitz Mixture, Sinapis, Sinapis, opt, Snuff, Maccaboy, De Voes, Snuff, S'h De Vo's, Soda, Boras, Soda et Pot's Tart, Soda, Carb, Soda, Bi-Carb, Soda, Ash, Soda, Sulphas, Spts, Cologne, Spts, Ether Co, Spts, Myrcia Dom, Spts, Vini Rect bbl, Spts, Vini Rect 1/2 b, Spts, Vini R't 10 gl, Spts, Vini R't 5 gal, Strychnia, Crystal, Sulphur, Subl, Sulphur, Roll, Tamarinda, Terebenth Venice, Theobromae, Vanilla, Zinci Sulph, Oils, Whale, winter.

Drugs

We are Importers and Jobbers of Drugs, Chemicals and Patent Medicines. We are dealers in Paints, Oils and Varnishes. We have a full line of Staple Druggists' Sundries. We are the sole proprietors of Weatherly's Michigan Catarrh Remedy. We always have in stock a full line of Whiskies, Brandies, Gins, Wines and Rums for medical purposes only. We give our personal attention to mail orders and guarantee satisfaction. All orders shipped and invoiced the same day received. Send a trial order.

Hazeltine & Perkins Drug Co.

Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

Table with columns: ADVANCED, DECLINED. Lists various goods and their prices.

Index to Markets By Columns

Index to Markets table listing categories like Axle Grease, Bath Brick, Brooms, etc., with corresponding column numbers.

1

Table 1: Lists goods such as Axle Grease, Bath Brick, Brooms, and various oils with prices.

2

Table 2: Lists goods such as Pumpkin, Raspberries, Salmon, and various beans with prices.

3

Table 3: Lists goods such as Cotton Braided, Galvanized Wire, Cocoa, and various nuts with prices.

4

Table 4: Lists goods such as Lemon Snaps, Lem Gem, Milk Biscuit, and various pastries with prices.

5

Table 5: Lists goods such as Linen Lines, Beef, Pork, Mutton, and various meats with prices.

Table 6: MOLASSES, MUSTARD, OLIVES, PIPES, PICKLES, PLAYING CARDS, POTMASH, PROVISIONS, BARRILED PORK, Smoked Meats, Sausages, Beef, Pig's Feet, Tripe, Sausages, RICE, Domestic, Canned Meats, SNUFF, French Apple, in jars.

Table 7: SALAD DRESSING, SALERATUS, SAL SODA, SALT, Diamond Crystal, Shaker, Butter, Buckeye, Common Grades, SALT FISH, Common Gloss, Common Corn, SYRUPS, Pure Cane, TEA, Japan, Sundried, Choice, Gunpowder, Young Hyson, Oolong, English Breakfast, India, Choice.

Table 8: SOAP, Jaxon brand, Single box, 10 box lots, Johnson Soap Co. brands, Silver King, Calumet Family, Scotch Family, Cuba, J. S. Kirk & Co. brands, American Family, Dusky Diamond, Dusky D'nd., Jap Rose, Savon Imperial, White Russian, Dome, oval bars, Satinet, White Cloud, Lantz Bros. & Co. brands, Big Acme, Acme, 100-1/2 lb. bars, Big Master, Snow Boy P'd'r., Marseles, Proctor & Gamble brands, Ivory, 6 oz. cakes, Ivory, 10 oz., Star, A. B. Wisley brands, Good Cheer, Old Country, Scouring, Enoch Morgan's Sons, Sapolio, half gross lots, Sapolio, single boxes, Sapolio, hand, SODA, Boxes, English, SPICES, Whole Spices, Allspice, Cassia, China in mats, Cassia, Batavia, bund., Cassia, Saigon, broken, Cassia, Saigon, in rolls, Cloves, Amboyna, Cloves, Zanzibar, Nutmegs, 75-80, Nutmegs, 105-10, Nutmegs, 115-20, Pepper, Singapore, blk., Pepper, Singap. white, Pepper, shot, Pure Ground in Bulk, Allspice, Cassia, Batavia, Cassia, Saigon, Cloves, Zanzibar, Ginger, African, Ginger, Cochon, Ginger, Jamaica, Mace, Mustard, Pepper, Singapore, blk., Pepper, Singap. white, Pepper, Cayenne, Sage, Common Gloss, 3lb. packages, 5lb. packages, 40 and 50 lb. boxes, Barrels, Common Corn, 20 lb. packages, 40 lb. packages, SYRUPS, Corn, Barrels, Half barrels, 20lb. cans, 1/2 dz. in case, 10lb. cans, 1/2 dz. in case, 5lb. cans, 1 dz. in case, 2 1/2 lb. cans, 2 dz. case, Pure Cane, Fair, Good, Choice, TEA, Japan, Sundried, medium, Sundried, choice, Sundried, fancy, Regular, medium, Regular, choice, Regular, fancy, Basket-fired, medium, Basket-fired, choice, Basket-fired, fancy, Nibs, Siftings, Fannings, Gunpowder, Moyune, medium, Moyune, choice, Moyune, fancy, Pingsuey, medium, Pingsuey, choice, Pingsuey, fancy, Young Hyson, Choice, Fancy, Oolong, Formosa, fancy, Amoy, medium, Amoy, choice, English Breakfast, Medium, Choice, Fancy, India, Ceylon, choice, Maccaboy, in jars, French Apple, in jars.

Table 9: TOBACCO, Fine Cut, Cadillac, Sweet Loma, Hiawatha, 5lb. pails, Hiawatha, 10lb. pails, Telegram, Pay Car, Prairie Rose, Protection, Sweet Burley, Tiger, Plug, Red Cross, Palo, Kyo, Hiawatha, Battle Axe, American Eagle, Standard Navy, Spear Head, 16 oz., Spear Head, 8 oz., Nobby Twist, Jolly Tar, Old Honesty, Toddy, J. T., Piper Heidsieck, Boot Jack, Honey Dip Twist, Black Standard, Cadillac, Forge, Nickel Twist, Smoking, Sweet Core, Flat Car, Great Navy, Warpath, Bamboo, 16 oz., I X L, 5 m., I X L, 16 oz. pails, Honey Dew, Gold Block, Flagman, Chips, Kill Dried, Luke's Mixture, Luke's Cameo, Myrtle Navy, Yum Yum, 1-2-3 oz., Yum Yum, 1lb. pails, Cream, Corn Cake, 2 1/2 oz., Corn Cake, 1lb., Plover Boy, 1-2-3 oz., Plover Boy, 3 1/2 oz., Peerless, 3 1/2 oz., Peerless, 1-2-3 oz., Cant Hook, Country Club, Fox XXX, Good Indian, Self Binder, Silver Foam, TWINE, Cotton, 3 ply, Cotton, 4 ply, Jute, 2 ply, Hemp, 6 ply, Flax, medium, Wool, 1lb. balls, VINEGAR, Malt White Wine, 60 gr. 8, Malt White Wine, 80 gr. 11, Pure Cider, B & B, Pure Cider, Red Star, Pure Cider, Robinson, Pure Cider, Silver, WASHING POWDER, Diamond Flake, Gold Brick, Gold Dust, regular, Gold Dust, 5c, Kirkoline, 24 4lb., Pearline, Soapine, Babbitt's 1776, Roseine, Armour's, Nine O'clock, Wisdom, Scourine, Rub-No-More, WICKING, No. 0, per gross, No. 1, per gross, No. 2, per gross, No. 3, per gross, WOODENWARE, Baskets, Bushels, wide band, Market, Splint, large, Splint, medium, Splint, small, Willow, Clothes, large, Willow, Clothes, med'm, Willow, Clothes, small, Bradley Butter Boxes, 2lb. size, 24 in case, 3lb. size, 16 in case, 5lb. size, 12 in case, 10lb. size, 6 in case, Butter Plates, No. 1 Oval, 250 in crate, No. 2 Oval, 250 in crate, No. 3 Oval, 250 in crate, No. 5 Oval, 250 in crate, Churns, Barrel, 5 gal., each, Barrel, 10 gal., each, Barrel, 15 gal., each, Clothes Pins, Round head, 5 gross bx, Round head, cartons.

Table 10: Egg Crates, Humpty Dumpty, No. 1, complete, No. 2, complete, Faucets, Cork lined, 8 in, Cork lined, 9 in, Cork lined, 10 in, Cedar, 8 in, Mop Sticks, Trojan spring, Eclipse patent spring, No. 1 common, No. 2 pat. brush holder, 12lb. cotton mop heads, Ideal No. 7, Pails, 2-hoop Standard, 3-hoop Standard, 2-wire, Cable, 3-wire, Cable, Cedar, all red, brass, Paper, Eureka, Fibre, Toothpicks, Hardwood, Softwood, Banquet, Ideal, Traps, Mouse, wood, 2 holes, Mouse, wood, 4 holes, Mouse, tin, 5 holes, Rat, wood, Rat, spring, 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, Dewey, Double Acme, Single Acme, Double Peerless, Single Peerless, Northern Queen, Double Duplex, Good Luck, Universal, Window Cleaners, 12 in., 16 in., Wood Bowls, 11 in. Butter, 15 in. Butter, 17 in. Butter, 19 in. Butter, Assorted 13-15-17, Assorted 15-17-19, WRAPPING PAPER, Common Straw, Fibre Manila, white, Fibre Manila, colored, No. 1 Manila, Cream Manila, Butcher's Manila, Wax Butter, short c't, Wax Butter, full count, Wax Butter, rolls, YEAST CAKE, Magic, 3 doz., Sunlight, 3 doz., Sunlight, 1 1/2 doz., Yeast Foam, 3 doz., Yeast Foam, 1 1/2 doz., FRESH FISH, White fish, Trout, Black Bass, Halibut or Herring, Ciscoes or Herring, Bluefish, Live Lobster, Boiled Lobster, Cod, Haddock, No. 1 Pickerel, Pike, Smoked White, Red Snapper, Col. River Salmon, Mackerel, OYSTERS, Cans, Per can, F. H. Counts, Extra Selects, Selects, Perfection Standards, Anchors, Standards, Favorites, Bulk, Standard, gal., Selects, gal., Extra Selects, gal., Fairhaven Counts, gal., Shell Oysters, per 100, 1.00, Shell Clams, per 100, 1.00, HIDES AND PELTS, Hides, Green No. 1, Green No. 2, Cured No. 1, Cured No. 2, Calfskins, green No. 1, Calfskins, green No. 2, Calfskins, cured No. 1, Calfskins, cured No. 2, Steer Hides 60lbs. over, Cow hides 60lbs. over, Pelts, Old Wool, Lamb, Shearings, Tallow, No. 1, No. 2, Wool, Washed, fine, Unwashed, fine, Unwashed, medium, CONFECTIONS, Stick Candy, Standard, Pails, Standard H. H., Standard Twist, Cut Leaf, Mixed Candy, Grocers, Special, Conserve, Royal, Ribbon, Broken, Cut Leaf, English Rock, Kindergarten, Bon Ton Cream, French Cream, Star, Hand made Cream, Premio Cream mixed, Fancy-In Pails, O F Horehound Drop, Gypsy Hearts, Coco Bon Bons, Fudge Squares, Pecan Squares, Sugared Peanuts, Salted Peanuts, Starlight Kisses, San Blas Goodies, Lozenges, plain, Lozenges, printed, Champion Chocolate, Eclipse Chocolates, quintette Chocolates, Champion Gum Drops, Moss Drops, Lemon Sours, Imperials, Ital. Cream Opera, Ital. Cream Bon Bons, 20 lb. pails, Molasses, Chew, cases, Golden Waffles, Fancy-In 5lb. Boxes, Lemon Sours, Peppermint Drops, Chocolate Drops, H. M. Choc. Drops, H. M. Choc. Lt. and Dark No. 12, Gum Drops, O. F. Licorice Drops, Lozenges, plain, Lozenges, printed, Imperials, Mottos, Cream Bar, Molasses Bar, Hand Made Creams, Cream Buttons, Pep. and Wintergreen, String Rock, Wintergreen Berries, F. Bossenberger's brands, Caramels, Nut caramels, Kisses, Chocolates, Pop Corn, Maple Jack, per case, Cracker Jack, Pop Corn Balls, NUTS, Almonds, Wharragon, Almonds, Ivica, Almonds, California sft, shelled, new, Brazils, Filberts, Walnuts, French, Walnuts, soft shelled, Cal. No. 1, Table Nuts, fancy, Pecans, Med., Pecans, Ex. Large, Pecans, Jumbo, Hickory Nuts per bu., Ohio new, Cocoanuts, Chestnuts, per bu., Shelled, Spanish Peanuts, Pecan Halves, Walnut Halves, Ribbert Meats, Alicante Almonds, Jordan Almonds, Peanuts, Fancy, H. P. Suns, Roasted, Choice, H. P. J. J., Choice H. P. J. J., bo, Roasted.

Table 11: Cured No. 1, Cured No. 2, Calfskins, green No. 1, Calfskins, green No. 2, Calfskins, cured No. 1, Calfskins, cured No. 2, Steer Hides 60lbs. over, Cow hides 60lbs. over, Pelts, Old Wool, Lamb, Shearings, Tallow, No. 1, No. 2, Wool, Washed, fine, Unwashed, fine, Unwashed, medium, CONFECTIONS, Stick Candy, Standard, Pails, Standard H. H., Standard Twist, Cut Leaf, Mixed Candy, Grocers, Special, Conserve, Royal, Ribbon, Broken, Cut Leaf, English Rock, Kindergarten, Bon Ton Cream, French Cream, Star, Hand made Cream, Premio Cream mixed, Fancy-In Pails, O F Horehound Drop, Gypsy Hearts, Coco Bon Bons, Fudge Squares, Pecan Squares, Sugared Peanuts, Salted Peanuts, Starlight Kisses, San Blas Goodies, Lozenges, plain, Lozenges, printed, Champion Chocolate, Eclipse Chocolates, quintette Chocolates, Champion Gum Drops, Moss Drops, Lemon Sours, Imperials, Ital. Cream Opera, Ital. Cream Bon Bons, 20 lb. pails, Molasses, Chew, cases, Golden Waffles, Fancy-In 5lb. Boxes, Lemon Sours, Peppermint Drops, Chocolate Drops, H. M. Choc. Drops, H. M. Choc. Lt. and Dark No. 12, Gum Drops, O. F. Licorice Drops, Lozenges, plain, Lozenges, printed, Imperials, Mottos, Cream Bar, Molasses Bar, Hand Made Creams, Cream Buttons, Pep. and Wintergreen, String Rock, Wintergreen Berries, F. Bossenberger's brands, Caramels, Nut caramels, Kisses, Chocolates, Pop Corn, Maple Jack, per case, Cracker Jack, Pop Corn Balls, NUTS, Almonds, Wharragon, Almonds, Ivica, Almonds, California sft, shelled, new, Brazils, Filberts, Walnuts, French, Walnuts, soft shelled, Cal. No. 1, Table Nuts, fancy, Pecans, Med., Pecans, Ex. Large, Pecans, Jumbo, Hickory Nuts per bu., Ohio new, Cocoanuts, Chestnuts, per bu., Shelled, Spanish Peanuts, Pecan Halves, Walnut Halves, Ribbert Meats, Alicante Almonds, Jordan Almonds, Peanuts, Fancy, H. P. Suns, Roasted, Choice, H. P. J. J., Choice H. P. J. J., bo, Roasted.

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon55 6 00

BAKING POWDER

Jaxon Brand



1/4 lb. cans, 4 doz. case 45
1/2 lb. cans, 4 doz. case 55
1 lb. cans, 2 doz. case 60

Royal



10c size. 90
1/4 lb cans 135
6 oz cans 190
1/2 lb cans 250
3/4 lb cans 375
1 lb cans 480
3 lb cans 13 00
5 lb cans 21 50

BLUING

Arctic 4 oz ovals, p gro 4 00
Arctic 8 oz ovals, p gro 6 00
Arctic 16 oz ro'd, p gro 9 00

BREAKFAST FOOD

Oxford Flakes

No. 1 A, per case...3 60
No. 2 B, per case...3 60
No. 3 C, epr case...3 60
No. 1 D, per case...3 60
No. 2 D, per case...3 60
No. 3 D, per case...3 60
No. 1 E, per case...3 60
No. 2 E, per case...3 60
No. 1 F, per case...3 60
No. 3 F, per case...3 60

Grits

Walsh-DeRoo Co.'s Brands



Cases, 24 2 lb pack's..2 00

CIGARS



G. J. Johnson Cigar Co.'s bd.
Less than 500.....33 00
500 or more.....32 00
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.

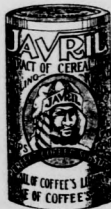


White House, 1 lb.....
White House, 2 lb.....
Excelsior, M & J, 1 lb...
Excelsior, M & J, 2 lb...
1/2 lb Top, M & J, 1 lb...
Royal Java
Royal Java and Mocha...
Java and Mocha Blend...
Boston Combination

Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; B. Des-
enberg & Co., Kalamazoo;
Symons Bros. & Co., Sagin-
aw; Meisel & Goeschel,
Bay City; Fielbach Co.,
Toledo.

COFFEE SUBSTITUTE

Javril



2 doz. in case 4 80
CONDENSED MILK
4 doz in case



Gail Borden Eagle 6 40
Crown 5 90
Champion 4 25
Daisy 4 70
Magnolia 4 00
Challenge 4 40
Dime 3 85
Peerless Evap'd Cream.4 00

FLAVORING EXTRACTS

Foote & Jenks

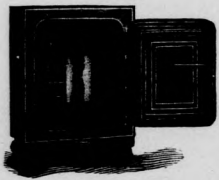
Coleman's Van. Lem.
2oz. Panel1 20 75
3oz. Taper2 00 1 50
No. 4 Rich. Blake.2 00 1 50

Jennings

Terpeness Lemon
No. 2 D. C. pr dz 75
No. 4 D. C. pr dz1 50
No. 6 D. C. pr dz2 00
Taper D. C. pr dz1 50

Mexican Vanilla
No. 2 D. C. pr dz1 20
No. 4 D. C. pr dz2 00
No. 6 D. C. pr dz3 00
Taper D. C. pr dz2 00

SAFES



Full line of the celebrated
Diebold fire proof safes
kept in stock by the
Tradesman Company.
Twenty different sizes on
hand at all times—twice
as many of them as are
carried by any other house
in the State. If you are
unable to visit Grand Rap-
ids and inspect the line
personally, write for quo-
tations.

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

MUCH SAID IN FEW WORDS

"Our Drummer" for Feb-
ruary is ready to start on
"his" second trip of the year.
He does not carry as big a
"grip" this trip as usual
(only 128 pages) but every
page is crowded full to over-
flowing with the goods and
prices that warm the heart
of the close buying retailer.

A friend indeed to the mer-
chant who needs the goods to
"do things" in February and
till the buying fever starts
in the Spring.

If you want to see how
much merchandise goodness
can be crowded in small com-
pact ask for catalogue J493.

BUTLER BROTHERS

Wholesalers of Everything--By Cata-
logue Only

NEW YORK CHICAGO
ST. LOUIS

DO YOU DESIRE to SELL OUT Your Business?

A clear and complete
statement of the facts
from our auditing and
accounting department,
duly certified to, could
be relied upon by the
would-be purchaser and
greatly assist you in the
deal. Write for particu-
lars.

The Michigan Trust Co.

Grand Rapids, Mich.

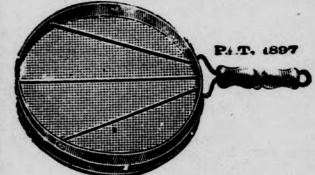
ESTABLISHED IN 1889

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.**

A GOOD SELLER



THE FAIRGRIEVE PATENT
Gas Toaster 25c

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

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

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

ASK YOUR JOBBER
Fairgrieve Toaster Mfg. Co.
A. C. Sisman, Gen'l Mgr.
287 Jefferson Avenue, DETROIT, MICH.

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—One Buffalo chopper No. 0, hand or power, in first-class condition; price reasonable. Address No. 119, care Michigan Tradesman. 119

For Sale—Three tracts mixed timber; convenient to railroad; heavily timbered; tracts 6,600, 2,300 and 640 acres. Price, \$10; estimates furnished. Chocolate Land Co., Ltd., Marquette, Mich. 118

For Sale—Harness shop; great opportunity to buy an old-established business of twenty-nine years' at a bargain; fine location and good trade; will sell the whole or part of stock to suit customer. Address No. 116, care Michigan Tradesman. 116

For Rent—A good two-story brick store on a good business corner, in a good business town; city water and electric lights. Address P. O. Box No. 298, Decatur, Mich. 115

For Sale—Hardware business, \$3,500; located in prosperous manufacturing and farming center; wish to make a change; might exchange for good farm. Hardware, 55 Stephenson St., Freeport, Ill. 114

For Sale—Good clean stock of general merchandise; will invoice about \$6,000; location, about 25 miles from Saginaw, Mich.; the best farming country surrounding town; splendid business; stock consists of groceries, dry goods, shoes, men's furnishings. No trades accepted. Must be cash buyer. Stock can be reduced to suit purchaser. Address No. 122, care Michigan Tradesman. 122

For Sale at a Bargain—One 6x8 Stevens' Cooler; used one season. Enquire E. R. Henseler, Battle Creek, Mich. 120

Furniture Business for Sale—An old and well established furniture business having both a cash and installment trade. Will invoice about \$15,000. Will sell an interest or entire business to practical business man. Address P. O. Box 466, New Orleans, La. 121

For Cash—Two-story restaurant, board, transient, best location, town of 1,200; can show money maker; if you want a snap, investigate. J. C. Murphey, Morocco, Ind. 113

For Sale—Drug fixtures; complete set of nearly new drug store fixtures at a bargain. Write J. A. Skinner, Cedar Springs, Mich. 112

Wanted—General or exclusive stock of merchandise. Price must be an object. Give full particulars and price first letter if you mean business. Address X. Y. Z., care Michigan Tradesman. 111

For Sale—Good furniture and undertaking business in thriving village in Southern Michigan. Will sell at actual invoice price. Good business and good stock. Satisfactory reasons for selling. If interested and mean business write for particulars. Address W. & N., care Michigan Tradesman. 110

For Sale or Exchange—A good drug stock and fixtures, located on good business street in Grand Rapids. Good location. Good reasons for selling. Address No. 109, care Michigan Tradesman. 109

For Sale—Morrison Lake Hotel; only one on lake; large ball room, pool room, 35 ft. steamer, row boats, furniture, barn and sheds to accommodate 70 horses; ice house; opposite large woods; fine fishing; reason for selling. I have just been allowed my patent and wish to push same. Would consider a loan on my property for \$2,500 at 5 per cent., or sell one of my patents. A. McMillan, Sarnac, Mich. 108

A Dividend-Paying gold mining company, with moderate capital stock, wishes to double its crushing plant and increase dividends; it offers a block of treasury stock for this purpose; highest references. Address President, Lock Box 254, Northampton, Mass. 107

What village or city has something to offer for an up-to-date produce man with experience and capital? Address No. 124, care Michigan Tradesman. 124

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 Sale—Best dry goods business in Alexandria, Ind.; liberal discount; \$14,000 stock; \$40,000 sales; manufacturing city of 12,000. Hord Bros. 105

For Sale—\$2,000 stock of general merchandise; rent cheap; or will sell building. Address Lock Box 2,177, Nashville, Mich. 85

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

Second-Hand Check Protectors—\$2.50 to \$15, worth double any make. Protectors (used U. S. Treasury) no over thirty dollars, \$308. Some at \$123. 5-A Rubber type alphabets, \$1. A. Aarons, 22 E. Eighth St., New York. 104

Receiver's Sale, a Bargain—The property known as the Mexico Manufacturing Co. on Eel 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—One of the best located drug stores in Grand Rapids; good stock and good trade; invoices \$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 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—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

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

New store building, general stock of merchandise, fine residence for sale cheap. Lock Box 280, Cedar Springs, Mich. 76

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 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

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 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

Geo. M. Smith Safe Co., agents for one of the strongest, heaviest and best fire-proof safes made. All kinds of second-hand safes in stock. Safes opened and repaired. 376 South Ionia street. Both phones. Grand Rapids. 926

For Sale—Rare chance. One of only two general stores in best village in Genesee county. Write for description. Address No. 881, care Michigan Tradesman. 881

Good opening for dry goods; first-class store to rent in good location. H. M. Williams, Mason, Mich. 858

For Sale or Would Exchange for Small Farm and Cash—Store, stock and dwelling, about \$5,000. Address No. 857, care Michigan Tradesman. 857

For Sale—420 acres of cut-over hardwood land, three miles north of Thompsonville. House and barn on premises. Pere Marquette railroad runs across one corner of land. Very desirable for stock raising or potato growing. Will exchange for stock of merchandise of any kind. C. C. Tuxbury, 301 Jefferson St., Grand Rapids. 825

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

For Sale Cheap—General stock and fixtures. Will sell store building or sell stock to be removed. Address No. 51, care Michigan Tradesman. 51

POSITIONS WANTED.

Salesman desires a position on road or in city with wholesale house. Experienced. Best of references. Address No. 125, care Michigan Tradesman. 125

Wanted—Position with retail or wholesale grocery house; road preferred, or manager of store; can furnish all references, country or city. Address Box 563, Bay City, Mich. 117

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

SALESMEN 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 steep tea, coffee or poach eggs while toasting bread. Liberal commission, exclusive territory. Wilson Toaster Manufacturing Co., Minneapolis, Minn. 99

Wanted—Salesmen to sell as side line or on commission Dilly Queen Washer. Any territory but Michigan. Address Lyons Washing Machine Company, Lyons, Mich. 558

Agents—Our portraits almost talk. Try us. Descriptive circular free. The "Ches" Picture Co., 1053 W. Monroe, Chicago, Ill. 64

Wanted—Clothing salesman to take orders by sample for the finest merchant tailoring produced; good opportunity to grow into a splendid business and be your own boss. Write for full information. E. L. Moon, Gen'l Manager, Station A, Columbus, O. 458

AUCTIONEERS AND TRADERS

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

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 Wabash ave., Chicago. (Reference, Dun's Mercantile Agency.) 872

MISCELLANEOUS.

Wanted at Once—A registered pharmacist. State salary and send references. Frank E. Heath, Middleville, Mich. 123

Are You Satisfied—With your present position and salary? If not, write us for plan and booklet. We have openings for managers, secretaries, advertising men, salesmen, book-keepers, etc., paying from \$1,000 to \$10,000 a year. Technical, clerical and executive men of all kinds. High grade exclusively. Hapgood (Inc.), Suite 511, 309 Broadway, New York. 37

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

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. 946

Manufacturing Matters

Jackson—The Peninsular Portland Cement Co. paid two 7 per cent. dividends during 1903.

Ann Arbor—The Ann Arbor Organ Co. paid a dividend of 6 per cent on January 15.

Lansing—The Bates & Edmonds Motor Co. has increased its capital stock from \$35,000 to \$100,000.

Lansing—The capital stock of the Riker Lumber Co. has been increased from \$25,000 to \$35,000.

Lansing—The Olds Gasoline Engine Works has increased its capital stock from \$175,000 to \$500,000.

Detroit—The Wolverine Peat Fuel Co., Limited, has increased its capital stock from \$85,000 to \$150,000.

Jackson—The Peninsular Portland Cement Co. has increased its capital stock from \$1,000,000 to \$1,350,000.

Detroit—The Oxford Pure Food Co. has filed a notice of increase in capital stock from \$50,000 to \$500,000.

Ionia—The Michigan Clothing Co.—better known as the Sorosis Garment Co.—has declared a dividend of 10 per cent.

Michigan—The Niagara Mining Co., operating the Beaufort mines, has dispensed with the night shift, laying off 10 men.

Detroit—The McCloskey Wire Fence Co., Limited, manufacturer of weaving machines, has removed its plant to Toledo, Ohio.

Detroit—Jacob Berlin, proprietor of the J. Berlin Cap Co., formerly engaged in the manufacturing business, has removed to Toledo, Ohio.

Johannesburg—The Johannesburg Manufacturing Co., which conducts a general merchandise business in connection with its sawmill and veneer works, has increased its capital stock from \$275,000 to \$400,000.

Detroit—The American Water Motor & Power Co. has merged its business into a corporation under the same style. The capital stock is \$200,000, held by J. G. Hacking, with the exception of 15 shares.

Adrian—The Schwarze Electric Co. has formed with a capital stock of \$25,000. The stock is held by Carl J. Schwarze, 1,000 shares, and W. E. Cook, L. J. Marshall and A. M. Krels, each of whom hold 300 shares.

Traverse City—The John F. Ott Lumber Co. has filed articles of incorporation, with an authorized capital stock of \$50,000. The members of the company are J. F. Ott, 3,400 shares; F. W. Belz, 1,250 shares, and Susie A. Ott, 250 shares.

Jackson—The Jackson Engine & Motor Co. has engaged in the manufacture of engines and motors. The authorized capital stock is \$30,000, held by the following persons: L. H. Field, 110 shares, and R. Field and W. D. Brundage, each 50 shares.

Detroit—The Detroit Novelty Machine Co. has been organized to engage in the manufacture of machinery, tools and fixtures. The authorized capital stock is \$15,000, all held by Robert M. Brownson, with the exception of two shares, owned by Louise M. Yates and Robert C. Yates.

Detroit—Jesse V. Farwell has leased to Alexander Gordon a site for a cigar factory on the east side of Hastings street, between Forest and Hancock avenues, for a term of fifteen years. The factory will be 60x210, two stories high, and plans are being made by Rogers & McFarlane.

Sault Ste. Marie—P. C. McGowen and T. H. Grinnian have engaged in the manufacture of shirts, collars and cuffs under the style of the Soo Shirt Co. The new enterprise will afford employment to a force of fifteen girls at present. The company will shortly manufacture a line of ladies' and men's underwear.

Detroit—The Progressive Knitting Mills Co., of this city, city, has closed its branch at Port Huron, claiming the local Merchants & Manufacturers' Association has not kept its agreement to pay a bonus, while the Association claims the company has failed to keep the minimum number of hands at work.

Benton Harbor—The Benton Harbor Development Co. has sold the plant formerly occupied by the Farwell Overall Co. to J. L. Taylor, of Kentucky, who will manufacture iron specialties. He is to pay a certain sum annually until 1911, and will be allowed a credit of 3 per cent on his payroll, the purchase price being \$12,000.

Lansing—S. E. Jarvis and other prominent citizens of this place have purchased an important mill property at Grand Ledge and have secured options on favorable sites for power purposes along this section of Grand River, it being their purpose to develop the water power in the vicinity of Grand Ledge and construct a large dam at that place.

Saginaw—The Havemeyer trust, which controls the Valley Sugar Co. and the Saginaw Sugar Co., will merge the plants into a new corporation under the name of the Saginaw Valley Sugar Co. This move, it is announced, is for "purely business reasons," and if the farmers desire to furnish beets enough, the plants will both continue to run, but if not, one of them will go out of business.

A Headache Window.

A late window display of Major Ed. J. Rodgers, of Port Huron, attracted much attention and many compliments. The windows were prettily draped with lace curtains and on the side walls hung a number of handsome pictures. In one window were two female figures in wax, with hair dressed in latest fashion, and each wearing a beautiful white shirt-waist. One was smiling and happy; the other had a wry face and a bandaged head. An inscription explained the pain of the latter and the smiles of the former. It read: "Oh! What a headache. Take Rodgers' Anti-ache and cure it." Many packages of the goods were displayed. In the opposite window was a life-size figure of a baby in a go-cart, and around it were artistically arranged infant necessities such as puffs, puff-boxes, brushes, combs, nursing requisites, etc.

Love & Freedman in the Hands of a Trustee.

Love & Freedman, the Soo clothiers and furnishers, have uttered a chattel mortgage on their stock to Charles Frank, as trustee for their creditors, who must signify their acceptance of the arrangement within fifteen days or be "shut out." The creditors and the amount owing each are as follows:

Detroit.	
Burnham, Stoepel & Co.	\$ 190 50
Phillip Brown & Co.	231 85
Crowley Bros.	407 88
Detroit Cap Co.	218 63
Detroit Neckwear Co.	114 88
Charles L. Jacobs & Co.	332 25
A. Krolik & Co.	97 15
Meier & Schuknecht	72 19
Meyer & Co.	60 00
Ryan Bros. Knitting Co.	132 50
A. D. Rosen & Co.	49 00
M. J. Schloss	514 75
H. Wolenburh	161 50
Vineberg's Pat. Pant Pocket Co.	276 00
A. Jacobs & Co.	350 00
German American Bank	700 00
L. Friedman	175 00
Friedman Love & Co.	2,254 65
D. R. Love	50 00
Chicago.	
Cutter & Crosette	26 00
Cluett, Peabody & Co.	161 75
Cahn, Wampold & Co.	474 00
Duck Brand Co.	37 90
Lazarus & Cohen	245 97
F. Lewald & Co.	26 71
Meyer & Co.	355 51
Spitz & Schoenberg Bros.	145 50
Taylor & Parrotte	413 50
United Shirt & Collar Co.	48 00
Sault Ste. Marie.	
J. L. Sandelman	910 36
Central Savings Bank	825 00
Central Savings Bank	55 65
Central Savings Bank	77 87
J. L. Sandelman	150 00
J. H. D. Everett	95 00
The Evening News	100 00
W. H. Ragan	175 00
E. S. B. Sutton	55 00
A. S. Hyman & Co.	24 75
Mike Trombley	27 00
Louis Lee	25 00
Fox River Valley Knitting Co., Menasha, Wis.	190 23
The Model Novelty Co., Alexandria, Ind.	14 50
Mahler, Ablenberg & Co., Milwaukee, Wis.	277 75
National Tag Co., Dayton, O.	4 00
J. Seligman & Bros., New York.	168 00
Lamb Knit Goods Co., Colon, Mich.	45 43

The Operation of the Bonus.

The removal of the Reed Furniture Co. from Ypsilanti to Ionia offers the Ann Arbor Argus opportunity for timely comment. It seems that the Reed Furniture Co. moved to Ypsilanti for a bonus of \$6,000. After being there two years it has made a settlement with the city whereby it pays back to the city \$3,000 of this amount. The city probably has received some benefit since the factory has been located there, but the bonus was given, no doubt, in the hope of securing a permanent industry. "Here lies the point of the lesson," says the Argus. "A bonus-seeking company is likely to go where it can get the biggest bonus, other conditions being equal. Nor is such a company likely to be satisfied with one bonus. If some other city offers a larger bonus, or a better proposition, such a concern is pretty likely to wish to take that also. And why shouldn't it, if the securing of such benefits from the public is a proper thing in the first instance? It may be difficult, and probably is, many times, to properly decide on such matters when they come up before a city government and a people anxious to see their city progressive and desirous of developing varied industries in their midst." It might have been added that nine times out of ten better results can be achieved by giving judicious assistance to any industry which may have already been estab-

lished in the community. It is the little concerns which grow into big ones, but the occasions are all too many when a "prophet is without honor in his own country," and when the struggling manufacturer gets mighty little help from the banks in his town and less encouragement from the people among whom he has possibly lived for years.

Why Little Folks Are Big Eaters.

It has been laid down as a physiological rule that the requirements of adult diet depend not on the weight of the eater, but on the extent of the bodily surface. In the case of children this rule is further modified. An infant may weigh one-eighteenth as much as a grown man, but its surface is more than one-seventh as great. As the first requirement of the infant's food is to replace the heat that is continually being lost by radiation from all parts of the body, the latter fraction determines the needed proportion of nourishment rather than the former. But in the case of a growing child food is also needed to supply the increase of bodily weight. In all, an infant's ration may be five times as much as would be estimated from its actual weight alone.—Success.

Not a Stem Winder.

Little Willie, who is a Philadelphia boy, had been watching a dog chasing his tail for three minutes.

"Papa," he asked, "what kind of a dog is that?"

"That," said the father, "is a watch dog."

Willie was silent for a moment. "Well," he finally said, "from the time he takes to wind himself up, I guess he must be a Waterbury watch dog."

TOO LATE TO CLASSIFY**BUSINESS CHANCES.**

Go to Cuba—This is your opportunity. The Herradura Land Co. offers for sale 200 40 acre farms near Havana and adjoining railroad; located in best agricultural section of Cuba; special low prices until March 15. Free to purchasers, ticket and freight on household goods from Havana. For particulars address Frank H. Hendrick, Hollister Block, Lansing, Mich. 128

Business Opportunity—Drug store, including drugs, chemicals, patent medicines and fixtures for sale, to be removed from the premises; actual cost over \$4,000; 50 per cent. discount for cash. Fixtures include soda fountain, shelving, counters, up-to-date prescription case with plate-glass mirror, six show-cases good as new, National cash register, 1 torsion balance prescription scale, 1 torsion balance counter scale, and latest improved electric fan. Stocked with Merck's chemicals, Wyeth's powdered extracts medicinal elixirs, Sharp & Dohme's pills, tablets and fluid extracts; no old stock, practically new store. It will pay you to investigate this offer. Recent death in family makes quick sale necessary. Apply at once for particulars, J. D. Simons, Braddock, Pa. 129

A Business Opportunity. A general store (located in a thriving manufacturing town, with a future before it) to be departmentized. The entire business has an annual output of \$100,000 to \$115,000—groceries, hardware, crockery shoes, clothing, dry goods and notions, five departments; two rooms 40x120 in brick store; well-located; stocks clean and up-to-date; each stock will be sold separately or together; splendid opportunity to secure a well-established business on favorable terms. Address at once, H. M. J., care Michigan Tradesman. 127

MISCELLANEOUS.

Wanted—A young man who has had experience in selling hardwood in this market and has an established trade and from \$1,000 to \$5,000 to invest in the business, to join forces with a competent book-keeper and credit man, who has the same amount to put into the business. Address Hardwood, care Michigan Tradesman. 126