

MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 3, 1904

Number 1063

Commercial Credit & Collection Co. Limited
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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 Dollars 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 The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.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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LEAP YEAR POSSIBILITIES.

Presidential election years are, ordinarily, considered with caution and reserve by business men, but with Leap Year as a coincident antidote, the record for 1904 may prove an exception to the rule. When the ladies have an opportunity they are much given to doing things and this fact, coupled with Mr. Roosevelt's well known attitude in regard to marriage, may wipe out the semi stagnation that comes with electioneering and the strenuousness of partisanship. Fancy the stirring up, the revivifying effect upon all kinds of business, should the ladies who have "intentions" go upon the stump for the candidates who meet their ideas of manhood. Try to picture how extravagant opposing spell-binders might become and may cause others to become, in pleading the causes of their respective candidates. Think of the reckless but perfectly legitimate use of money that might be indulged in by women of material wealth who have received encouraging replies based upon a candidate's success at the polls.

Then, too, President Roosevelt is a resourceful man and has hordes of strong, steadfast and desirable men as his friends and admirers, ready to do his bidding to the last ditch. Indeed, they may not wait for the word

at his hands, but, appreciating the situation, may throw themselves into the market en masse, each with a price that will be insignificant in the eyes of many of the Leap Year ladies, all of whom are devoted in their admiration for our President.

And what would that do for business?

GENERAL TRADE REVIEW.

There is probably less of the proverbial repetition of history in the field of speculation than in any other line of activity. Naturally, the fact that it is the unexpected that happens is necessary to afford the uncertainty which actuates and provokes the speculative spirit. As market conditions seem to settle down, it is natural for operators to begin to cry another boom, expecting the public to respond as under similar apparent conditions in the past; but this cry fails to bring the same response. The consequence is another turn downward, in which much of the gain of preceding days is lost. This, however, only affects a few leaders in speculation; but it causes a delay along all lines. The greatest feeling of uncertainty is caused by the position of cotton and wheat, the former having passed the 16 cent mark and the latter being far above apparent parity. Both staples at present prices are adding millions to the wealth of the country and this is going into the hands of the growers in the South and West to an extent which promises well for future buying of staples and luxuries.

Stamp and coin collectors are on the alert for the forthcoming issue of stamps from the new Republic of Panama. It is understood that the Panama Government is now taking steps in that direction, so that those who deal in such merchandise may soon be in a position to procure both stamps and coins of the Isthmian Government. The Isthmians, it will be remembered, rebelled once before—that is to say, nearly a century ago—and remained independent for about eight months; but so far as can be ascertained, they did not at the time issue either stamps or coins. What the new issue will be like is not known, but in all probability some of the stamps will bear miniature pictures of canal scenes, while the rest will of course bear the old familiar Goddess of Liberty, a deity who is a great favorite with all the American Republics, and whose likeness is found on the stamps and coins of every republic from our own to that of Buenos Ayres.

A woman who creates and sustains a home, and under whose hands children grow up to be strong and pure men and women, is a creator second only to God.

PLEA FOR FAIRNESS.

The appeal signed by 3,333 reputable citizens of Grand Rapids, presented at the Common Council Monday evening, asking that the unfair and illegal discrimination against independent workmen be rescinded, met with exactly the reception it was expected it would. Nineteen of the twenty-three aldermen present voted to postpone action on the matter, knowing that in so doing they were violating their oaths and setting at variance the fundamental law of the land which guarantees to every citizen the right to work without let or hindrance. The matter will not be permitted to rest, because the undercurrent of opposition to the selfishness and hoggishness of the unions is becoming so strong in this community that it will ultimately sweep away every vestige of the tyranny of slave (union) labor.

In order that those who are enlisted in the war for fairness may know which aldermen will undertake to block the wheels of progress, the Tradesman reproduces herewith the names of those who cowardly voted to postpone action on the request to eliminate the unfair resolutions:

Averill, Baldwin, Beck, Bommelje, Connelly, Dodge, Doran, Droste, Gallmeyer, Hensler, Herrmann, Johnson, Mol, Renihan, Roberts, Struik, Swarthout, Tilma, White.

A Hamburg fishing company has sent one of its cold-storage steamers to Eastern Siberia to take in a cargo of salmon. Another Hamburg company has opened a depot and packing house at Matarieh-Menzaleh, Egypt, for the curing and shipping of eels caught in the Nile and affluents, which are brought to Hamburg by way of Trieste.

Can a man be a good Christian if he preserves eggs during the summer to sell in winter in a "strictly-fresh egg" market? We are sorry to know that this is being done by some people who otherwise are good.

Often the greatest kindness one can show another is to let him feel that he has been of real service to us, or given something that he highly prized. To a timid, self-distrusting soul this is a real benefit.

Even the wintry days have their value. Now the earth is resting and getting ready for the work of tomorrow. Even the world needs to drop off the harness and stop work sometimes.

A woman is never really prostrated with grief unless she is unable to consult her dressmaker.

Acting is supposed to be a profession, but sometimes it is merely a walk in life.

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

Easier To Find a Leak Than Stop It.

Written for the Tradesman.

There wasn't any fault to find with the business. It was extensive enough and it was profitable enough and there were no signs near or remote of its being anything else, and yet as he closed the books after a long and thorough examination it was evident that Bedwell, the senior member, was dissatisfied.

"Well, according to the books, we are flourishing; but it look to me like the yearly returns on the old farm—a mighty big lot of work and a mighty little money to show for it. I can't understand it. There is not a single department that has signs of weakness. That man Warner has doubled up, as he said he would. There is an increase of sales all along the line. The business is fat and flourishing and—well, there ought to be twice the returns and I don't find 'em—I just don't find 'em. I guess I'll watch and wait."

When Simon Bedwell came to that conclusion there never was any fuss or trouble; but somehow there was a spirit of unrest in the atmosphere. It was so now. The whole establishment became uneasy without apparent cause. It was observed that the "old man" was getting down earlier in the morning and that he wasn't in the front office all the time. As the wit of the force said one day: "If you go down into the basement he is there; if you climb up into the attic he is there; if you take the wings of the morning and fly into the uttermost parts of the shebang even there

will you find him prying and peering and asking more home questions to the square inch than a fellow can answer in a week." It was even so. With that little diary of his he went around from morning until night and it looked much as if he was taking an account of stock for himself and for his own particular benefit. Nothing escaped him and when he got through with a division or a subdivision he sat down and seemed to study it as if right there was what he had hunted for and right there must the momentous matter be settled at once and for all time.

The thing went on in that slow, methodical way for a month and then he had a "spread out" with the others. This was what he said: "I've been looking things over, as both of you know, to see if I can find places where in my judgment we can lessen a leak if we can't wholly stop it. I have made comments as I saw this or that which didn't exactly suit me and now I want to talk things over.

"Without knowing it, from attic to basement, there is a tendency to put things off until a better time, which never comes. Beynon's crockery corner down in the northwest corner of the basement is a point in hand. It isn't brilliantly lighted and so there is no special inducement for Beynon to make it attractive down there, and he hasn't. It's dark and dirty, and while the goods are not the costliest they are by no means the worst. The amount of sales compares favorably with more pretentious departments, but the place needs

looking after. While I was down there a well-to-do woman was asking for some kitchen table ware and Beynon's efforts to hide and cover up the demoralized condition of things would have been amusing had it not been a pretty important question of profit and loss—loss in this instance, for she was one of the outspoken sort and candidly said she wouldn't buy such dirty goods! That happened a week ago and Beynon hasn't had time to clean out down there yet and he won't until he is forced to do it.

"I've been watching with considerable interest that little Miss Fay at the lace counter. She's pretty as a bird and she resembles one, a resemblance which, I thoroughly believe, adds largely to her daily sales, but unless somebody takes that young woman in hand she is going to make a wreck of the lace counter. I gave the better part of a day to her habits and methods and am forced to say they must be changed or she must. Lace is an article that must be nicely kept and carefully handled—a fact that Miss Fay ought to be familiar with, but which she certainly does not put into practice. From nine o'clock until five one Wednesday the costliest goods we have in the store were piled upon her counter until it looked for all the world like a bargain counter at the close of a bargain day. It was a few days before the Van Valkinburgh wedding and Mrs. De Gray was after a costly knick-knack which Miss Fay knew we had, but which she couldn't find;

and when the bird began to fear she was going to lose her customer she became frantic and the way she plowed through that delicate lace was a caution. It was a wonder the whole was not ruined in a lump.

"Now, then, one would have thought that of all women in the world Miss Fay would be the one to appreciate the value of the goods and delight in caring for them afterwards. Not she. Trade with her let up about five and when six o'clock came around there on the counter still lay the goods. Then no time was to be lost and opening the big drawers immediately under the counter she just scooped the lace into them. They may be lying there now for anything to the contrary that I know. One of these days some of that rumbled lace will reach the bargain counter and some woman who knows a good thing when she sees it will be gragging over paying for some genuine lace something less than a third of what it's worth.

"That man Hoxie who is trying to run the calico counter is running it into the ground. Dirt is his trouble. There's no need of asking him in the morning if he's used any particular kind of soap, for he hasn't. He may use a sample for perfume—you can smell him from afar!—but in no other way does he suggest an acquaintance with that toilet essential. The goods he sells, or tries to sell, are not costly, but the profit gained at the calico counter is not to be laughed at when taken at its best. That man's goods are never at their

This Space
belongs to

Karo
Corn
Syrup

This Space
belongs to

Kingsford
Starch

Manufactured by

CORN PRODUCTS CO., Chicago

best. They are mussed the first day he gets them and deterioration promptly sets in. After the mussing comes the contact of unwashed hands, and that with the careless handling of the goods soon does the business. I honored Hoxie with my presence one evening on the approach of six o'clock, and the way that fellow crowded and jammed piece after piece into drawers and boxes too small for them convinced me that the bargain counter would receive abundant contributions from Hoxie, a prediction that was verified on the next bargain day.

"Now, gentlemen, I need not go on with this. These instances are samples of what is going on all over this house. We are the victims of mismanagement and everlasting waste. There isn't a man in the force who is not affected by it and who is not giving way to an influence that will take us off our feet if it isn't counteracted at once. Now is the time to act and the screws have got to be turned in the morning. The charge that can be made all along the line is simply a neglect of duty. There is to be no more putting off until to-morrow what ought to be done to-day and the man who does that after being warned goes. Hoxie goes anyway. Beynon must have a chance. If he makes the most of it, well; if not, goodbye, Beynon! Miss Fay, I'm sure, only needs a word of caution; but if she doesn't learn how to handle lace, then that is her weakness and that's all there is to it. We must to a man come down to the old-fashioned fact that 'a penny saved is a penny earned,' and that 'a penny saved in handling and caring for goods is of even greater value than the cash penny that is saved in the ledger expense account'—a statement that that same house verified when with the same expense it realized more than double that last year's returns. Richard Malcolm Strong.

Best Bread is Not the Graham.

Another tradition long prevalent throughout the world and fostered by physicians for a century past has been upset. The United States department of agriculture has been conducting experiments which prove that the gluten and other nutriment in graham bread are less completely digested than the same nutrients in white bread, the bran and other wheat offals in the graham flour lessening its digestibility. This conclusion has been reached from a series of comparative digestion trials covering a period of six years. A number of men in sound health some of whom were workingmen, others were stu-

dents, men of both sedentary and active habits being included in the trials.

A teamster, a college athlete, a naturally lazy fellow and both corpulent and lean men were subjects of experiment. In one set of tests the men were fed for several days upon graham bread and milk. Then white bread was substituted for the graham and the same number of days the rations consisted of white bread and milk. All of the food consumed was weighed and samples were analyzed, as were all the waste products from the body. The graham and the white flours were milled from the same lot of wheat. The conclusion reached is briefly stated as follows: "According to the chemical analysis of graham, entire wheat and standard patent flours milled from the same lot of hard Scotch Fife wheat, the graham flour contained the highest and the patent the lowest percentage of total protein (glutinous matter).

"But, according to the results of digestion experiments with these flours, the proportions of digestible or available protein and available energy in the patent flour were larger than in either the entire wheat or the graham flour. The lower digestibility of the protein in the graham flours is due to the fact that in both of these a considerable portion of the protein is contained in the coarser particles (bran), and so resists the action of the digestive juices and escapes digestion. Thus, while there actually may be more protein, in a given amount of graham or entire wheat flour than in the same weight of patent flour from the same wheat, the body obtains less of the protein and energy from the coarse flour than it does from the fine, because, although the including of the bran and germ increases the percentage of protein, it decreases the digestibility."

Those who really enjoy graham bread and find that it agrees with them should continue its use. The beneficial results arise not from the increased nutriment secured from the food, but from the mechanical action of the food.

Not on the Grand Jury.

Here is the way a Benton county, Mo., man confessed at a revival: He had been pressed to repent, and finally got up and said: "Dear friends, I feel the spirit in me to talk and tell what a bad man I have been, but I can't do it while the grand jury is in session." "The Lord will forgive," shouted the preacher. "I guess that's

right," said the penitent, "but he ain't on the grand jury."

Look well to the well and be sure your drinking water is pure.

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

THE DRYGOODSMAN
715 Locust St., ST. LOUIS

JAVRIL

The charm of Coffee without the harm
Full particulars on application
JAVRIL CO., LTD., Battle Creek, Michigan

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 FEBRUARY BARGAIN



NO. 20 CIGAR CASE.

We are closing out a small lot of these four-foot Cigar Cases at \$11.00 each, boxed, f. o. b. cars Grand Rapids, Mich. They are 4 feet long, 41 inches high and 25 inches wide, glazed throughout with double strength sheet glass and fitted with moisteners. Built of oak finished light antique. This price for February only.

Grand Rapids Fixtures Co.

Bartlett and So. Ionia Sts., Grand Rapids, Mich.

Good as Gold

stands for purity and perfection among flours. It makes the lightest, sweetest and most appetizing bread. It's a trade winner. Every grocer should handle it. We want to interest you. Write us for prices.

Portland Milling Co., Portland, Michigan

AROUND THE STATE

South Haven—C. H. Thompson has opened a grocery store at 416 Phoenix street.

Alma—J. Friedman, of Maple Rapids, has put in a stock of dry goods at this place.

Adrian—The Adrian Telephone Co. has increased its capital stock from \$40,000 to \$50,000.

Saginaw—The E. R. Gould Shoe Co. has opened a shoe store at 124 North Hamilton street.

Caro—The Davidson & Landsberg Co. succeeds Myer Himelhoch in the department store business.

Pottersville—Wm. H. VanAuken, a long-time merchant at this place, has sold his stock to E. A. Stoddard.

Belding—Jensen & Wheeler have purchased the dry goods, boot and shoe stock of Henry J. Leonard.

Caro—Luckhard & Sutherland, grocers, have dissolved partnership. The business is continued by Fred Luckhard.

Jackson—Service & VanMarter succeed Stant & Vandeuken in the agricultural implement and vehicle business.

Ludington—Vic. Roussin, proprietor of the Roussin Bargain store, has sold his stock to Willard Fowler and Benj. Boureau.

Coldwater—Emmet Brink has purchased the Wirley grocery stock and will continue the business at the same location.

Port Huron—Louis A. Weil, Frank Hanson and Thos. Beckton have formed the Huron Clothing Co. with a capital stock of \$5,000.

Millington—George C. Robinson has purchased the interest of his partner in the agricultural implement business of Robinson & Wing.

Reading—L. O. Noyes & Co., grocers, have dissolved partnership, Lyman O. Noyes having purchased the interest of his partner, Frank Salisbury.

Niles—Morris & Allen, dealers in men's furnishing goods, have gone into voluntary bankruptcy. The liabilities are about \$2,000. The assets are about \$500.

Fremont—J. J. Klooster has sold his hardware stock to John Zagers and Gerrit Schiuteman, who will conduct the business at the same place under the style of Zagers & Co.

Grand Ledge—W. B. Smith, formerly engaged in the milk business at Lake Odessa, has purchased a store building at this place and will engage in the department store business.

Belding—J. H. Henderson has re-engaged in business with Mr. Pierce, of Pierce Bros., grocers, and the business will be continued under the old style of Pierce & Henderson.

Newberry—A. M. Rogers, who recently purchased the clothing and dry goods stock of E. D. McDonald, has moved the stock to New London, Wis., where he will engage in trade.

Holland—Benjamin Sterken, formerly engaged in the shoe business at Grand Rapids, has purchased the

shoe stock of Ritzema & Oltman and will continue the business at the same location.

Lansing—Charles W. and William Gilkey have formed a co-partnership to engage in the tent and awning business and have purchased the stock of Whitely Bros. The new style is Gilkey Bros. Tent & Awning Co.

Durand—Goods are arriving for the National Grocer Co. and the house will be in operation here within a few days. The company erected a \$16,000 building. This takes in the branch house at Owosso, which will be removed here.

Ashland—Herman McKinley has purchased the interest of George Pollard in the general merchandise business of Pollard & McKinley. The new member of the firm is the son of Alex. McKinley, who is one of the original partners. The new style is A. McKinley & Son.

McBain—The McBain Mercantile Co. has merged its business into a stock company. The authorized capital stock is \$10,000, owned by Orrin O. Dunham, 344 shares; Wm. O. Cromwell, 344 shares; H. L. Prey, 66 shares, and J. J. Cawley, 46 shares.

Holland—The William Brusse Co. has merged its clothing, furnishing goods and tailoring business into a corporation under the same style. The capital stock is \$10,000, owned as follows: Wm. Brusse, 400 shares; Cornelia Brusse, 399 shares, and Chris. W. Nibbelink, 1 share.

Detroit—K. T. Papazian & Co., dealers in oriental rugs and carpets, have merged their business into a corporation under the style of the K. T. Papazian Co. The capital stock is \$6,000, owned by Jas. Swan, 300 shares; Wm. T. McGraw, 299 shares, and K. T. Papazian, 1 share.

Battle Creek—The Grocers' and Butchers' Association has decided to disband, as most of its members are already members of the Business Men's Association. Those who are not now members of the larger organization will join it at once and will increase its strength by about thirty new members.

Albion—L. J. Stewart, who for some time has conducted the Sample Shoe store in the New Hurley block, has sold out to Joseph King, of Ypsilanti, who will move the stock to that place. Mr. Stewart, in company with Frank Minnis, a clerk in the business here, will embark in the shoe business in Newark, New Jersey.

Detroit—John Freeman has retired as head of the firm of Freeman, Delamater & Co., wholesale hardware dealers, and will be succeeded as President by DeWitt C. Delamater. David C. Kay, formerly buyer, is made Secretary and Treasurer, and William A. Ducharme remains as Vice-President. It is said that Mr. Freeman will engage in some other business. The name of the firm will not be changed.

Detroit—Charles B. Hirschfield, proprietor of the Model Clothing Co., declared bankrupt, filed a petition in the United States Court stating that his assets would be \$8,000 above liabilities, and asking that the action appointing a receiver be re-

scinded. Judge Swan denied the request and added to Hirschfield's troubles by issuing an injunction restraining him from collecting insurance for the fire a couple of weeks ago.

Detroit—The stockholders of the Henry A. Newland Co. at their annual meeting elected an entirely new board of directors. The stock of Charles Montague, the President of the company, went into the hands of several Detroit banks when he went through bankruptcy. A. M. Seymour, for a number of years Vice-President and General Manager of the company, resigned. Henry B. Joy retired and was succeeded by his brother, R. P. Joy. Chas. C. Jenks, who is President of the Jenks & Muir Manufacturing Co. and Vice-President of the Michigan Savings Bank, was elected Vice-president and will act as General Manager. George Peck, President of the Michigan Savings Bank was elected Vice-President, and F. L. Hyde was appointed Secretary and Treasurer.

Hancock—The ill-advised strike of the miners in the Quincy mine is beginning to show its effects on the business of the Hancock business houses of all classes. The strike has been in effect for more than a week now and that means that some six or seven days of a payroll averaging \$4,000 a day have not been pouring into the coffers of Hancock merchants. The merchants who are located nearest the mine who cater almost exclusively to the miners' trade find that the strike is telling on them. Many of the families have bought

their supplies for the month on the prospect of the next payday and as this looks pretty far away just now, the merchants begin to fear that they will have to carry these hundreds of accounts over into another month at least. In the city the stores are beginning to feel the effects of the strike also. While the loss of the few days' pay has not worked any particular hardship on the individual miner or trapper, still they are looking forward to a continued siege and are not very lavish in their expenditures.

Kalamazoo—North & Cook have merged their business into a corporation for the purpose of engaging in the manufacture of building materials of all kinds and conducting a mercantile business. The authorized capital stock is \$50,000, owned as follows: W. B. North, 2,200 shares; H. C. Coon, 2,200 shares; A. C. Jickling, 400 shares, and W. H. Jones, 200 shares.

Commercial Credit Co., Ltd.

Widdicombe Building, Grand Rapids
Detroit Opera House Block, Detroit

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

Vege-Meato Sells

People

Like It

Want It

Buy It

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

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

American Vegetable Meat Co., Ltd.

Grand Rapids, Mich.



The Consumers Ice Co. has increased its capital stock from \$100,000 to \$150,000.

Workman & Co., plumbers at 93 Pearl street, have increased their capital stock from \$15,000 to \$30,000.

E. J. Smither has purchased the stock of dry goods, boots and shoes of E. J. Huyge & Co., at 399 Terrace avenue.

Raymond Mancha, who recently sold his quarter interest in the Grand Rapids Show Case Co. for about \$20,000, announces his intention of re-engaging in the same business as soon as a location can be secured and desirable connections can be made.

Grand Rapids has sustained a great loss during the past week in the death of G. Stuart Johnson and Fred Macey. Both were at the head of large institutions whose development was due in large degree to the sterling qualities of leadership which mark the successful man.

At the annual banquet of the Grand Rapids Retail Grocers' Association, which will be held at the Hotel Pantlind Monday evening, Feb. 29, Fred J. Ferguson will officiate as toastmaster. Tickets will be sold at \$1 and no assessment will be levied on the jobbers and manufacturers of this or any other market to assist in defraying the expense of the affair.

The National Packing Co. has leased the store building at 28 Ottawa street for a term of years and begun the construction of a refrigerator meat box therein. It is expected that the work will be completed by March 15, on which date the company will enter the fresh meat field in competition with Swift, Morris and the U. S. Packing Co. under the management of a local representative who will be sent here from Chicago. The National Packing Co. is a combination of a half dozen packers who own and operate fourteen different packing establishments.

The Produce Market.

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

Bananas—\$1.25 for small bunches and \$2 for extra jumbos.

Butter—Factory creamery is strong at 22c for choice and 23c for fancy. An advance of 1c per lb. is expected before the end of the week. Receipts of dairy grades continue heavy. Local dealers hold the price at 11c for packing stock, 14c for choice and 16c for fancy. Renovated is steady at 18@18½c.

Cabbage—Scarce and high, commanding 2½c per lb.

Beets—50c per bu.

Celery—Steady at 25c per bunch.

Cranberries—Cape Cods and Jerseys are steady at \$7 per bbl. and \$2.50 per bu.

Eggs—The market is as fickle as the wind that blows. A bright day sends the price down 1@2c and a

stormy day sends it up again. Receipts of fresh are liberal, considering the blockade which exists in all directions. Dealers hold fresh at 28@29c for case count and 29@30c for canded. Cold storage stock is completely cleaned out.

Game—Live pigeons, 60@75c per doz. Drawn rabbits, \$1@1.10 per doz. Grapes—Malagas are steady at \$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 is gradually advancing, with every prospect of its touching the \$1 mark in the near future. Local dealers keep the local market supplied on the basis of 80@85c.

Oranges—California Navels, \$2.50 for extra choice and \$2.75 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 continues to strengthen, with every indication of the price going to \$1 before spring. Local dealers hold their supplies at 85c. Country buyers have advanced their paying prices to 65@70c per bu.

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—1¼c per lb. for Hubbard. Sweet Potatoes—Jerseys are steady at \$4.25 per bu.

Echoes of the Flaked Food Furor.

Marshall—At the receiver's sale of the Sanitary-My Food Co.'s effects the engine and pumps were sold to W. J. Franklin, of Kalamazoo, for \$175. The loose junk was sold to Robert Schley for \$100. There were no bidders for the boilers, brick or stone. The sale was adjourned for 60 days.

Augusta—The Hibbard Food Co. is removing the machinery for the manufacture of the food from its mill and will replace it with milling machinery. It will go into a general milling business.

Owosso—Watson & Chapman, attorneys for complainant, have filed the papers in the mortgage foreclosure proceedings of C. W. Gale, H. C. Frieske, Tod Kincaid and E. P. Waldron vs. the Vigoro Health Food Co., Ltd. The mortgage is for \$15,000, the amount of money advanced to the Vigoro Co. at the time the business was started. The complainants are the heaviest stockholders of the company.

A tablespoonful of vinegar put into the water in which tough meat or fowl is to be boiled will make it tender and will not injure the flavor.

The Grocery Market.

Sugar (W. H. Edagr & Son)—Raw sugars regained 1-32c at the close of last week, but have again settled to 3 5-16c basis for 96 deg., both spot and for shipment from Cuba. Europe remains around a parity of 5-16c above our market. Prices have worked up and down each day, the week closing firm at 7@10½c. Refined has declined 5 points and is firm, with rather better demand, at the new basis. With the entire country practically snowbound business is naturally restricted. Refined prices are so low, however, that buying may assume large proportions at any time. The existing low basis for raws is inconsistent and the rebound is likely to be very sharp when we turn the corner. Freight is seriously delayed and an embargo in the East on all save "perishable" may bring about a scarcity of supplies. We therefore suggest that orders be placed well in advance of requirements.

Tea—Both jobbers and retailers are making good purchases, although the former pretty well covered their wants at the opening of the season. Retailers seem to be awakening to the fact that they will not likely have a chance to buy good teas at any lower prices before the new crop comes in, at least, and are loading up accordingly. The market continues firm.

Coffee—Rio No. 7 has touched 9c in New York. This makes the total advance in Rio and Santos from the summer months very nearly 4c. The market has ruled firm during the past week, with slight advances from day to day. Everything points to even a higher range of values, in spite of the general judgment among actual coffee interests that higher prices are not warranted by the conditions of supply and demand. As the surplus stock has been practically bought up and kept from the market, it is very hard to forecast what the limit of price will be during the next four months. Other grades and varieties of coffee have been pretty generally advanced since the rise in the package goods began, although few if any jobbers and importers have advanced their figures so much as have the package men. Jobbers generally regard the advance in the package goods with favor, as it gradually eliminates the cheaper coffees from the market and gives them a better chance to work in their better grades in bulk.

Canned Goods—Corn continues very firm and high. The seed corn proposition is becoming very important again and there is slight possibility of any decline in the price of the canned before the new pack is on the market. Futures are considerably above a year ago. Tomatoes are perhaps a trifle firmer. The market may move either way on this commodity before the new pack is on the market. Salmon is moving fairly well and is firm. Some California packers have made prices on 1904 asparagus. The rust damage has resulted in advances of about 50 cents over the figures of a year ago. Canned fruits are moving fairly well.

It seems that while California is pretty well cleaned up the stocks in the hands of the jobbers will be ample to meet the demands of the rest of the season.

Dried Fruits—An effort is being made by the Santa Clara growers to effect a combination which would hold the price of prunes firm. Over 60 per cent. of the growers are said to have signed this. Peaches are selling in a small way at unchanged prices. The market is rather weak. Seeded raisins are slow and unchanged. Loose are in better demand, and there is still much speculation as to whether a decline will come on February 1st. Apricots are doing well. The demand is small, but active, and the price high. Nectarines are slow and unchanged.

Syrups and Molasses—Although compound syrup has advanced 1c, it is still below the parity of glucose and ought to advance another cent before the proper relations exist. The demand for compound syrup is good. Sugar syrup is dull, so far as the consumptive demand is concerned. The lower grades are firm and are getting well cleaned up. Molasses is in fair demand at unchanged prices. This season has witnessed a better demand for good molasses than many years past.

Fish—Mackerel is nominally unchanged, although the prices of Irish fish have been hammered somewhat and good round lots have gotten concessions during the week. Most of the large business of the week has been for Western account. Cod and haddock are so nearly out of the market that they are hardly offered. Hake is more abundant, but the stock is only sufficient for a few weeks, unless the price advances. Sardines are unchanged and the demand is light. Salmon is quiet and unchanged. Lake fish are scarce. A few are offering in Chicago, but at very high prices, and the Eastern market is almost bare.

Hides, Pelts, Tallow, Furs and Wool.

It is the same old routine in the hide market. Dealers are trying to deliver on previous sales and are not looking for new trade at the prices offered. The blockade of the railroads interferes with delivery and forces a stagnation of business for the present. Lower prices are likely to rule.

Sheep pelts are well sold up at advanced prices and are in good demand.

Tallow and greases are dull. The demand has dropped off sharply. Stocks are accumulating. Soapers are in the market only at bargain prices, while sales of soap are large.

Furs are on the sick list, as compared with prices paid for the London sales. The slump on most kinds was ruinous to exporters. They are now at sea as to prices they will be warranted in paying. The home demand is good.

Wools are active at the East and there are no weak spots. Dealers are getting good margins on previous purchases. Wm. T. Hess.

Many a well-informed woman has her servant girl to thank for it.

SLAMMED THE DOOR.**Typical Experience of the Average Storekeeper.**

Written for the Tradesman.

The lady opened the door less than halfway and peeped suspiciously through the crack; then she almost closed it again, held her thumb upon the latch for nearly a minute and seemed to debate with herself as to whether she should enter the store. At last overcome by curiosity or some equally powerful motive, she came inside.

She was rather small, she had a long nose tipped with a prominent bulb, and her mouth as of the sort that upon the slightest displeasure puckered up until it looked like the tied end of a bologna sausage.

She was nervous and uneasy, and she pranced from one extremity of the store to another with quick, jerky movements; and being somewhat nearsighted, she thrust her face enquiringly into the poorly lighted parts of the store, and into boxes and other receptacles that contained merchandise of various kinds.

Was there something we could show her? She didn't know. She was just a looking. She didn't do her trading here very much. She had heard from So-and-So that this was a good town in which to buy groceries; but she didn't see how that could be. One merchant was just as bad as another, that she knew, and they'd all bear a deal of watching.

And as she talked she cantered from one part of the building to another, groped into by-places, peered behind barrels, tumbled over the prints and gingham upon the counters or yanked the men's heavy rubbers out of the cases upon the floor.

"Were you looking for something in lumbermen's goods?" asked the clerk, at length. "We've got the best brands on the market," he continued, as he smoothed out the legs of a pair of high leather tops and held them up so that she could see to the best advantage their unusual length. "They don't get out anything any better than these." But by the time the young man had finished speaking she had visited three other departments and was then examining some china doll heads on a neighboring table.

"Those heads are pretty good," suggested the salesman. "You see, you can make a new doll out of an old one with them. We sell a great many to people who have little children."

"Yes, but they don't last no time," she answered. "Just a little tunk and they're all to pieces—O, you needn't say they don't break," she added threateningly, "for I know all about it. Hain't you got no remlets?"

For a moment, and for a moment only, the clerk was at a loss for an answer, but his usual assurance came to his rescue and he replied:

"O, yes, we have them. They're in the hardware department. Did you want a large or a small one?"

"Well, if that hain't a funny place!" she exclaimed. "I thought this was the queerest store I ever got into.

Why, I might look at some short ones and some long ones, too; but I won't agree to buy none. What you want to do is to get around and show me the goods—I won't steal 'em."

"O, why, of course," said the young man hastily, and he returned in a minute with three or four boxes of assorted sizes—a display calculated to meet the requirements of the most exacting.

"These small ones are three cents, the next size is a nickel and—"

"What do you s'pose I want with them things?" demanded the customer savagely. "D'yuh reckon I'm goin' to start a carpenter shop?"

"I beg your pardon, but didn't you ask for gimlets?" enquired the clerk nervously.

"No, I didn't ask for no bimulets," she snapped. "What I said was r-e-m-l-e-t-s—remlets of caliker, fer instance, and I don't want no augers and no spoke shaves and no razors, neither."

Begging the lady's pardon, the salesman repaired to the remnant box, and the customer quickly scattered its contents upon counter and floor. Then as rapidly deserting it she pounced upon a neatly piled display of boys' pants and promptly filled the air with them.

"Hain't you got no blue ones? Goodness! What kind of a store do you pitend to keep anyhow? How much do you pay a bushel for hand picked beans? Is them fascinators over there on that line? A person'd think you'd keep yer stuff where a body could get at it to see what it was like. Is the' any place in town where they sell bedroom suits? I want to get one for my old man. He's slep' in his shirt goin' on thirty-three year, an' I made up m' mind if I could git him a good bedroom suit fer a reasonable price—a long, warm one—that I'd make him wear it. I think it'd be good fer his rumatiz, too. Do you pay cash for eggs? They do to the meat markets. The butchers allers pay cash for them in East Jerdan. Guess I'll try one of these pickles. Be they sweet or sour? I like the sour ones, but the old man won't eat none only the sweet ones, an' they make me sick. How much d'you ask for thread a spool? Five cents? Land! but you don't fergit to charge for it. I s'pose if it was any more you wouldn't be afraid to ask it!"

"Would you like some of those pickles?" ventured the clerk, at length, as the customer helped herself to the third cucumber.

"No, I don't want no pickles," she snapped. "I s'pose it makes you mad to see me eatin' on 'em; but I guess a customer's got a right to a pickle. I don't never buy nothin' like that, cus I put down a barrel in brine every fall an' fix 'em just as we want 'em to use. Brine pickles are a lot better for a person than these pizen things they keep to the stores. I don't see how anybody kin have the face to sell 'em. Have you got any number one cheese?"

The clerk assured her that he had. "Let me try a small hunk of it, then, if it's as good as all that."

The small hunk was produced, and

the lady took it and then allowed her gaze to wander about the store.

"Something else you wanted?" he enquired politely.

"I was lookin' fer the cracker barrel," said she. "In East Jerdan they keep the crackers where a body kin help theirselves whenever they want to. If ther's one thing I hate worse than another it's a stingy store-keeper."

The clerk produced a scoopful of Kruce's best and the lady instantly began her repast.

"That i-s good cheese," she remarked after a time. "I didn't suppose they made any as good as that these times. I used to make it myself when I was a girl. Pa had lots of cows and we put it up for the market. Guess I'll have to take home some of this. I believe the old man'd like it. How much is it a pound?"

"Sixteen cents."

"Sixteen cents! O, you don't mean sixteen cents, do you?"

"Yes, ma'am, that's the price, and the way the market is now it's awfully cheap for it."

"We used to think we were lucky if we got six. The trouble with all you merchants is that you want to make money too fast. Why, I wouldn't pay sixteen cents for the best cream cheese that ever came out of a press, and this ain't so awful good either. When I come to get the taste in my mouth right, I kin see that it hain't full cream, and then the curds was soured."

And as the lady put the last of the disputed article in her mouth she took a handful of crackers and started for the door.

"Don't you want to take some home to the old man?" asked the clerk, a malicious light shining in his usually mild blue eyes. "You know he'd like it awfully well."

"I'll give you ten cents for a pound of it," said the lady, hesitating in her onward course.

"O, we couldn't sell it for less than sixteen," said the clerk, "but then you know there's nothing too good for the old man, and you can't get hold of cheese like this very often nowadays."

But even before he had finished speaking, the front door slammed and the customer was gone.

George Crandall Lee.

Ignorant People Who Take Up Employees' Time.

Written for the Tradesman.

There are certainly ignorant people in this world. They do not seem to realize the value of goods and do not appreciate bargains when bargains are offered them. When they enter a store and call for an article they seem to know more about the article and the value of it than the experienced merchant that has handled the goods for years, and they try to tell the troubled merchant all about it.

This puts me in mind of an incident that happened in a large department store:

They were having a great sacrifice sale. The store was crowded with bargain-seekers, all trying to get

waited on at the same time. A certain lady told one of the clerks that she would like to look at some men's woolen underwear. The clerk promptly attended to her wants. He showed her some men's heavy woolen underwear. The former price of the garment was \$1. He told her the former price was \$1, but that during their sale the price was reduced to 75 cents. Now this same garment cost \$9 per dozen, and they were selling it at just what it cost them at wholesale.

After this lady customer had looked at the garment some dozen times, searching through it as if she were searching for bedbugs, she asked, after fifteen or twenty minutes' search, "Can't you sell it any cheaper? I think you are too high on this underwear."

You could see the poor clerk's face turn all colors at such a remark when the store was crowded with bargain-seekers, who much needed his attendance, but this ignorant human being kept him waiting on her for a full quarter of an hour, and she finally saw that the store was crowded and that the clerks were jumping over one another to wait on the customers. She was so selfish she thought the clerk that waited on her had lots of time to fool around with her.

To make a long story short, she said, "Well, I will go out and see if I can not get the same underwear cheaper."

This she could not do under any circumstances, but she was one of the kind who knows it all.

About an hour later she walked in and the clerk who waited on her before thought, "Now I am in for some fun," so he goes up to her as if he had never seen her before and says, "Is there something you wanted?"

"I want to get a suit of that underwear that I looked at awhile ago. Can't you sell them to me cheaper than 75 cents apiece?" she said.

The clerk answered, "No, lady, that is the lowest price."

"Well, wrap them up," she ordered and paid the clerk and walked out.

Now, doesn't this go to show the ignorance of some people—after going through the unnecessary trouble of looking elsewhere to see if she could not buy cheaper, after having kept the poor clerk waiting on her for so long, he meantime biting his lips nearly off wishing she would hurry up and let him go and attend the wants of other people who were waiting for him? If she had not been ignorant she would have bought those garments in a few minutes.

It is a good thing for storekeepers that all the people are not like this lady, or it certainly would be very unsatisfactory in the trading world.

Meyer M. Cohen.

Charlevoix, Mich.

Bogus Sympathy.

"Why does Simpkins persist in telling his wife she doesn't look well?"

"He's afraid that if she decides not to go to Florida he will miss his annual good time at home."

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THIS IS OUR MONSTER ASSORTMENT OF 5c BARGAIN TABLE GOODS
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We recommend the purchase of this entire lot, but to introduce these great bargains to the trade, we will, until further notice, accept orders for such individual items as you may select from the lists below

1,604
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\$45.75

LESS 2 PER CENT FOR CASH

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Cost	Cost
1 dozen M. C. Peacock Pins..... \$0.34	1 dozen American Hair Pins..... \$0.25
1 dozen papers, No. 3 Manchester Safety Pins..... .33	1 dozen No. 306 Purses..... .30
1 dozen No. 2073 Key Chains..... .37	1 dozen No. 660 Pencils..... .25
1 dozen Invisible Drawer Supports..... .36	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 Glus..... .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. 23668 Tablets..... .35
1 dozen No. 80 Tape Measures..... .30	1 dozen No. 23688 Tablets..... .36
1 dozen No. 20281 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



HARDWARE AND TINWARE

Cost	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..... .38
1 dozen Tracing Wheels..... .30	1 dozen 1-quart Dippers..... .28
1 dozen No. 2241 Locks..... .35	1 dozen 10-inch Pie Plates..... .35
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..... .35	1 dozen 1-quart Pails..... .40
1 dozen No. 161 Harness Hooks..... .40	1 dozen 2-inch Gravy Strainers..... .30
1 dozen 4-inch Light Strap Hinges..... .30	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..... .28	1 dozen pint Stamped Cups..... .30
1 dozen 4-inch Slim Taper Files..... .39	1 dozen 1 Sheet Graters..... .29
1 dozen No. 1234 Screw Drivers..... .45	1 dozen O. K. Slicers..... .42
1 dozen 3-hole Mouse Traps..... .30	1 dozen Combination Biscuit Cutters..... .38
1 dozen No. 120 Can Openers..... .35	1 dozen Flour Dredges..... .32
1 dozen No. 40 Cake Turners..... .40	1 dozen Twin Match Safes..... .23
1 dozen Meat Pounders..... .38	



WOODENWARE, BRUSHES AND WIRE GOODS

Cost	Cost
1 dozen Assorted 14-inch Chair Seats..... \$0.39	1 dozen No. 202091 Flat Varnish Brushes..... \$0.42
20 boxes No. 45 Nails..... .50	1 dozen No. 20211-1 Flat Varnish Brushes..... .45
1 dozen Enameled Handle Potato Mashers..... .30	1 dozen No. 20136-1-6 Sash Brushes..... .45
1 dozen No. 17 Spoons..... .37	1 dozen No. 2401 Toasters..... .28
1 dozen Butter Spades..... .24	1 dozen No. 2403 Bread Toasters..... .35
1 dozen Dish Mops..... .40	1 dozen No. 2407 Skimmers..... .38
2 dozen Toothpicks, 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. 37 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



CROGERS' SUNDRIES, TOYS, ETC.

Cost	Cost
1 dozen No. 196 Soap..... \$0.35	1 dozen Skip Easy Tops..... \$0.35
1 dozen No. 311 Soap..... .35	1 dozen No. 110 Inflated Balls..... .37
1 dozen Williams' Mug Shaving Soap..... .40	1 dozen No. 25 Solid Rubber Balls..... .40
1 dozen No. 5 Stove Blacking..... .35	1 dozen New Return Balls..... .30
1 dozen No. 58 Perfume..... .40	1 dozen No. 652 Mirrors..... .35
1 dozen Talcum Powder..... .35	1 dozen Diamond Base Balls..... .40
1 dozen Pink Face Powder..... .30	1 dozen No. 526 Sea Island Cotton..... .30
1 dozen Oris Tooth Powder..... .40	1 dozen Yards Shelf Oilcloth..... .45
1 dozen Petroleum Jelly..... .30	1 dozen No. 232 Chamois 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 Dying Pig Balloons..... .35	1 dozen No. 308 Soap..... .30
1 dozen Lucky Pennies..... .40	

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E. A. STOWE, Editor.

WEDNESDAY - FEBRUARY 3, 1904

HOW TO LIVE LONG.

The question of human health is one of the most important that can occupy either public or private attention. Whether we are engaged in the effort to prevent or to stop general epidemics of bodily disease or we are concerned for our own individual health and that of those nearest to us, the importance of the subject is generally recognized.

While it is demanded of the public sanitarian that he shall take such precautions as will fence out and provide against invasions into the community of contagious and infectious diseases, we commonly give but little attention to individual safeguards, and usually omit all thought upon the subject until we are actually stricken with some bodily disorder. Then we make hurried and anxious appeals to the medical man, and the more of nauseous or otherwise unpalatable medicines he makes us swallow, the more confidence we have in his skill and his interest in our case.

We are zealously ready to follow the doctor's prescriptions as to devouring disagreeable doses, but when he talks of dieting, of reducing our common allowance of food and drink, and of actually cutting off the articles that we regard as most desirable, then we lose confidence in the ability and skill of the medical man. What we want with him is to relieve us of pain, to restore our weakened faculties and to enable us to enjoy as formerly without restraint. The medical man who talks of assisting nature by rest, temperance, abstinence and the like gains very little consideration from his patient. If by any cause our body and its faculties get out of repair, we want a skilled physician who can at once set them going. We are here to enjoy life and to do our work, and it is the business of the medical man, when our strength and ability are impaired, to restore them to vigor without delay.

Now the wise physician knows that this demand is wholly unreasonable, and that a bodily disorder which has been growing into seriousness, as the result of causes which have perhaps been long in operation, can not be cured in a moment. He can relieve the momentary pain, but he can not restore to their proper condition disordered nerves, inflamed muscular

tissue, organs that are weary with being overtaxed, functions that rebel against the abuses that have been put upon them. The doctor knows all this, but he knows the patient will not be satisfied, and even will not be cured, unless he is required to submit to a course of medication.

Thus it is that medical men are turned out of school to practice by the thousand every year, and the materia medica or assortment of remedies is increased in number almost every day. There are diseases which are caused by the introduction into the human system of some poison which is immediately communicable to great numbers of persons and even to most of the people of an entire community, and these are known as contagious and infectious. But if the community be protected from the introduction of the specific cause, the disease does not appear.

It is to guard against these that public health boards and officials are employed. But the diseases to which we are most liable are those from which no public sanitation can guard us. They are those which arise from the violation of the ordinary laws of life. We overburden the system with excessive eating and drinking, or with other intemperate indulgences. For these each individual is personally responsible, and no Board of Sanitarians can give him any protection.

Dr. Roger S. Tracy, writing in the Century Magazine for February, thus characterizes this overtaxing and maltreatment by human beings of their physical powers and health:

"To begin with, the majority of men start out in life with a pretty good equipment. The human body is a self-regulating apparatus of extraordinary efficiency. It takes in its own supplies automatically at first and partly so to the end, distributes them where they are most needed, makes its own repairs, gets rid of its own waste, regulates its own temperature, makes provision for accidents, stores up in fat times provision for lean ones, builds its own housing and makes extensions as required, and is altogether a marvel of what might almost be called intelligent automatism. Unfortunately, this wonderful mechanism has a tenant who is constantly interfering with it in the performance of its functions—an ignorant tenant who thinks himself the master when he is really the slave, who insists on subjecting it to his own caprice, on making it work when it should rest, and rest when it should work, on feeding it when it is groaning with surfeit and starving it when it is ravenous, on oiling it when it needs sand, and sanding it when it needs oil—and who behaves throughout in such a maladroit and bungling manner that this admirable outfit is finally completely wrecked, its last act, at the end of a tedious, unavailing struggle, being the eviction of the unruly tenant and its own collapse. This we call death."

The medical man could save us much suffering if we would listen to him, but we will not until pain and anguish long endured teach us

some sense and reason. We at last learn to avoid those excesses which insure us trouble, and to practice the self-control we should have adopted long ago, but which is no longer difficult to impaired powers and vitality. There is probably no particular regimen of food and drink that can be considered best, but whatever is used should be wholesome and nourishing, and the quantity should be moderate.

As for restoring lost faculties, if rest and proper living will not accomplish it, no drug can. Some theorists have sought to repair the ravages of excesses or old age by the injection into the blood of a serum from the tissues of animals of great virility, while others have used infusions of the bodies of the ant or emmet, which, being, despite his small size, a creature of extraordinary activity and energy, was supposed to furnish in the juices of his body renewed muscular power to the aged and debilitated.

But the simple fact is that a man's constitution has stored up in it a given amount of health and strength and activity. If it be protected and its forces used with care, it is capable of furnishing a fair proportion of pleasure as well as useful exertion. If it be drawn upon by constant excesses, it will be all the sooner exhausted, and no medication will make it yield more than its capacity.

Inasmuch as it is the London (England) Lady's Pictorial that publishes the pronouncement, it must be true that while the English peerage has for many years been recruited from America, the sisters and daughters of English peers have shown little disposition to enter the families from which their sisters-in-law and mothers and step-mothers have come. And while these English girls are always hearing that Americans make ideal husbands, they do not see value in the statement. Contrary, they assert that the reason why American men do not appeal to English women is that they lack manners, while their courtesy and admiration degenerate into the familiarity that breeds contempt. Furthermore they are business machines, and, finally, they seldom understand how to dress. This presentation reads well, but somehow or other the impression is quite general over on this side that the sole reason why American men do not appeal to the ladies of England is that they do not desire them as wives and helpmates.

The temperance movement, which began in Japan in 1873 with a society of foreign residents of Yokohama, has grown until now there are forty-six of these societies united in a national temperance league. The league represents 3,617 members. As a result of their agitation a bill has been passed prohibiting the use of tobacco by children under twenty years of age.

Laugh all you can. Laughing shakes up the system, makes the blood circulate, wakes up the lungs, starts digestion, warms the feet.

A NATURAL CONSEQUENCE.

Away back in "the thirties" the Indians and half breed packers made their ways from the head waters of the Grand, Flat River and the Thornapple to "The Rapids," coming into what is now the city of Grand Rapids over the well-beaten trails now known as Kalamazoo avenue, the Cascade road and Robinson road, thence down State street, Jefferson avenue, Fulton street and Monroe street to the Campau trading post by the river.

Thus it was that Monroe street and its sidelong angle were developed.

For nearly seventy years this feature of our city has advanced coincidentally with the general evolution of the city, just as the pioneer settler's log cabin and its stump-decked dooryard, developed after the rest of the quarter-section, is perfected.

Beginning with nothing but an axe, a crosscut saw and abundant self reliance, the homesteader improves everything else about his domain but the log cabin. He saves that change for the last and he enjoys the old home in the thought that, when he builds his new residence, it will possess all the modern improvements except a mortgage.

So it is with Monroe street. Suggested by the Indians, it has been carried thus far by force of the improvements that surround it. It is a Natural Consequence and, while it is rather "spotty" in its present excellences and its weaknesses, it is permanent. It has moved steadily ahead in exact accordance with the dictates of the conditions creating it and no thing that is successful has made its record on any other basis.

Presently, and the time is not far off, the Public Library building, the great mercantile and manufacturing establishments, north and south, and the homes and schools and churches east and west, will hold a convention, a spontaneous, instantaneous demonstration, and issue an ultimatum; and, like magic, the old Indian trail will blossom into an ornate and glorious example of architectural excellence.

Meanwhile, in all probability, the general environment will continue to keep busy to the end that Monroe street, as the foreordained speaker of the last word in our city's metropolitan development, may speak abundantly, accurately and beyond the reach of any future impeachment.

So, then, we will permit the owners of property on Monroe street to seem timid; we will, with them, rest content with the present returns upon present investments, and with them we will rejoice over every new development east, west, north or south, serene in our confidence in the old trail of the Indians.

Any man who signs a union scale ceases to be a man and becomes a puppet in the hands of the walking delegate, who plays with him as a giant plays with a pigmy.

Disorder in a political meeting seldom begins until after it is called to order.

GROWTH OF GRAFT

Confined To No Class, Clique or Clan.

Emerson said some years ago: "The young man, on entering life, finds the way to lucrative employment blocked with abuses. The ways of trade are grown selfish to the borders of theft, and supple to the borders (if not beyond the borders) of fraud." If a keen observer like Emerson saw abuses many years ago that led him to say that the ways of trade "had grown selfish to the borders of theft and supple beyond the borders of fraud," what would be his observation to-day? The widespread ethical tragedy of this age is designated by the name of "grafting." What is this modern sin of grafting? It is a combination of the two ancient sins of stealing and deceiving. It is thievery and fraud practiced by those in positions of trust and by virtue of their positions. Says Josiah Flynt, who, in his article entitled "The World of Graft," has brought the word graft prominently before public attention, "The word graft is a generic slang term for all kinds of theft and illegal practices generally. In some cases it also covers transactions which are within the letter of written law, but wholly outside the law covering equitable treatment of one's neighbor."

* * *

A grafter is one who makes his living—and sometimes his fortune—by grafting. He may be a political "boss," a mayor, a chief of police, a warden of a penitentiary, a municipal contractor, a member of the town council, a representative in the legislature, or a judge in the courts. * * * The 'World of Graft' is wherever known or unknown thieves, bribe-givers and bribe-takers congregate."

Another writer defines graft as follows: "Graft is an extorted profit from an official representative position. It is the purchase price of an unfair favor; an accepted bribe in consideration of which the tender is permitted to violate or evade a law. Graft is money stolen in perfidy to a confidence reposed in a representative. It is the price of official dishonor. It is a dishonest perquisite." This is sufficient to define the thing.

So far as our municipality is concerned we have been brought face to face with the fact on the confession of certain guilty officials to whom we had entrusted our public business; and very generally throughout the United States the people have grown familiar with grafting on the part of public officials.

But what shall we say of the words of the President of a great corporation, in writing of "Grafting in Public and Private Business," in a recent magazine article, when he writes: "Ask the average man whether public or private business is more corrupt and he will at once decide that public business is the worse, whereas the reverse is the truth when the business is of equal volume. Here we have the spectacle of widespread corruption on the part of Government officials in the postoffice and among municipal officials at

home and in other cities—what are we to this judgment of a hard-headed business man that it is even worse in private business? Can we afford to be complacent in the presence of evil of such magnitude? Are honesty and integrity becoming lost virtues among the people of America? Pulpits may wax eloquent in rebuking the sins of Rehoboam and hurl shafts of wrath at those in the New Testament who robbed widows' houses, but here are evils confessed to, and admitted to exist, right in our midst, which would make ancient Israelitish swindlers feel like amateurs, and New Testament hypocrites blush with shame for their inability.

Without any question this evil is the greatest one confronting our civilization. It threatens the very pillars of society, drives business to an unscrupulous scramble and dooms

spend, if necessary, he asked a decorator, pointing to a statue of Mercury, "What is that?" He replied, "Mercury, the god of merchants and thieves." "Bully!" cried Tweed, "put him over the front door." And the cult which worships this idol has increased since his day, while in municipal corruption certainly things have grown no better.

In 1894 the Lexow Investigating Committee in New York gathered evidence of grafting that was appalling. It showed that the police department was a whited sepulcher, full of all uncleanness. Blackmailing, extortion, corruption in almost every form were running unchecked. For instance, there was a civil service examination to be passed before a candidate could be admitted to the police force. But, by employing a professional personator, candidates were

women were, for pay, permitted to solicit on certain beats. These public grafters were simply toll-collectors on the road to social hell.

Since this exposure of corruption in New York City we have had brought to public notice the conditions in Minneapolis and St. Louis, and now our own city has a blot that makes us want to hide our heads in shame. We have also had the postoffice scandal.

Yet the business man tells us that, great as is the evil of grafting in public business, it is worse in private. In a recent magazine article he points how a purchasing agent for a railroad on a salary of \$2,000 was able in a single year to build a home worth \$25,000! He states cases where even presidents and vice-presidents of certain companies accepted bribes to disregard the interests entrusted to their care. He speaks of the heads of departments in large stores receiving 5 per cent. commission to recommend certain supplies. He even points out how janitors in flats must be bribed by milk dealers not to cause accidents that will lose customers. He shows us the grafting methods of Schwab and Morgan, and the ability of the great steel magnate now giving away libraries, how his first successful venture was the formation of a bridge company, the stock of which was distributed to purchasing agents, directors and other officials of railroads to which subsequently nine-tenths of the bridge company's sales were made. If any one will take the trouble to read the history of the Standard Oil Co. in "Wealth vs. Commonwealth" he will get an account, with affidavits, of the greatest grafter that ever went unpunished.

Let us, however, come nearer home and see how the spirit of grafting, the desire to get something beyond wages, unbeknown to the employer, is permeating all ranks of society. Not long ago a messenger boy came to the house with a package for the delivery of which he had been paid and attempted to collect again. Last fall a gentleman in another state, whose word would pass for his bond in his community, told me of the conductors on a certain piece of railroad, and said that he never bought a ticket except for one conductor. He added: "I know him and said to him, 'Why don't you get in on this and get your rake-off with the rest of the boys? You will never succeed in this world.'"

We read, too, of the union labor leader who sells his ability to cause or break a strike, thus accepting graft both from the contractor and the party building. A business man of my acquaintance tells me that in most printing offices the pressman buys the ink and it is the usual thing for one firm to pay him 25 per cent. commission to hold the trade. One Sunday the proprietor of a certain printing establishment discovered his pressman burning the ink in a furnace so that he could buy another lot and get his 25 per cent. I have learned that there are great frauds in lubricating oils, and that the



George Elliott Cooley

even religion to pretense. It steals into the factory through some responsible foreman; it sneaks into the office through some trusted employe; it creeps into the home through servants, grocers and milkmen; it ramifies our whole social fabric.

The King of Grafters, one of the first in this country to adopt grafting as a profession, was Boss Tweed. He is said to have taken \$167,000,000 from New York City during his career. This is only one-fourth the war tax levied by the German government on the city of Paris after the Franco-Prussian war. Grafting is more expensive than war. The great Chicago fire of 1871 cost only \$30,000,000 more. Fraud costs nearly as much as fire. When Tweed was building a house at Greenwich and boasting that he had \$20,000,000 to

passed who never entered the examination hall, and were afterward blackmailed by the police officials. Police captains had a regular grafting schedule, the committee discovered. Policy shops, open contrary to law, paid \$20 per month; liquor dealers \$80; pool rooms \$200, and disorderly houses from \$10 to \$500 according to their size. One police captain confessed to have grafted over \$11,000 in less than four years! The patrolmen held up poor foreigners, compelled bootblacks, push-cart vendors, fruit-stand keepers and corner grocers to pay tribute to them. Even some police-court justices were in the game and received a rake-off for convicting a prisoner who dared refuse to pay a policeman. The report shows that the proprietors of disorderly houses not only paid for their illegal privilege but the outcast

agents for certain houses offer commissions to purchasing agents to get their patronage. "Have to do it," says the bribe-giver, "the others do." "They all do it," says the bribe-taker. I am told that the foremen in the finishing rooms of certain furniture factories have been known to put something into the varnish to "queer it"—to keep it from drying—unless given a consideration by the agent selling the varnish. A certain coal dealer admits that about once in so often he is obliged to give presents to the union firemen of large factories or else his coal is too poor to do the work. A bakery purchased flour of a certain firm. The boss baker asked the agent what there was "in it" for him. He was refused anything. Soon after the flour miller received notice that the flour was poor. Suspecting where the trouble lay, the agent asked permission to secret a detective to watch the boss baker, and the detective saw the baker mix part of a box of "Gold Dust" with the flour. I am informed that a certain furniture company that makes church furniture is often obliged to "throw in" a desk to the minister in order to make the sale—and frequently the clergyman hints that he would like a chair, also. An undertaker informs me that some of the unscrupulous in his business pay a commission to certain nurses for every "case" turned over to them.

Here is an evil, friends, in all its ugliness. Of the two, grafting in private business seems the more serious. Public grafting is always subject to exposure and loss of reputation follows the offense. In private business, where it exists, it is like a hidden cancer eating at the vitals of life. No business firm is going to expose itself to loss of reputation even when it finds an employe grafting; the guilty one is simply discharged. In some firms it is going on in full knowledge and by the encouragement of the superiors. If dishonest undertakers bribe nurses to turn over "cases" to them it is only a step for a dishonest nurse to hurry up the "case" a little. A lady tells me that she tried to procure a position for a girl from the country in a certain department store. Being told that the pay was only \$3 per week, she said it was not enough for the girl to live on. "Let her get some man to support her!" said the proprietor.

Brothers, we are going forward in pretense if we claim ignorance of this greatest sin of modern times. We are like ostriches hiding our heads so as to prevent our seeing. Men giving gifts to colleges, posing as philanthropists and distributing libraries, admit that they gave bribes to secure their fortunes. Graft is confined to no class. It runs all the way from large corporations that are over-capitalized, monopolies charging all the traffic will bear, railroads making rebates, and unjustly discriminating in supplying means and rates of transportation, to the errand boy trying to collect double charges and to keep one himself, or the street car conductor ringing up fewer fares than he is collecting.

Surely one can not but feel that as a people we have reached a deplorable moral state. And that which has driven us there is downright, unalloyed selfishness. The grafter in business or politics is on the pay roll of Evil. Some selfish interest is back of him, like the appropriation back of a professional lobbyist. Says a vigorous writer: "The grafter is an effect, not a cause. He is retained by dishonest business interests, the henchmen of greedy men who do not hesitate to plunder their fellows by corrupting those who are paid to protect them."

A sense of offended conscience is slowly creeping upon us all. When it gains full headway it will first cry, "Woe unto you, hypocrites and liars!" The next stage will be when we get away from the self-righteousness that fails to see that we are all concerned in it, for the tragedy of all this is that each of us is involved in it. It seems to me that we must all feel some guilt for a sin that is so universal. The political debauchery of the time—grafting in public life—is ours, not the professional politicians' alone. It is ours. We need to feel that throb of conscience that will bring the sense of shame to us all and teach us that our individual life is but a function of the race life. Even if we are not in this grafting we are of it. We can not draw around ourselves a circle of self-righteousness and say, "My skirts are clean." We are all members of the same great social body.

I know from talking with men and women that the facts and forces at work in the political and industrial world to-day under the name of grafting violate the best instincts—even in those who yield to the temptation. You never gave—nor did a porter on a train ever receive—a tip that both did not feel a little sneaky about it. And we all give "tips." The blood of our brothers killed by adulterated foods put upon the market by grafters is upon our heads—we, too, look for what is "cheap." The sweat shop conditions are ours—we buy the clothes. We are obliged to ride on over-capitalized railroads if we go at all. We must put sugar in our coffee even if we know it is true, as Senator Sherman said, that "sugar is controlled by a trust that upon a basis of nine millions issued seventy-five millions of stock, and ten millions of bonds, and paid on its watered stock and all from 6 to 12 per cent. dividend." We are obliged to warm ourselves by coal which we know is tainted by graft. We are so involved in this intricate system of things that we can not keep our hands out of our brothers' blood. We might, I suppose, in self-righteousness say, "I will die before I will touch anything tainted," and, like Thoreau, take to the woods and refuse to pay our taxes. But that is not the way of life or virtue. That is guilt and death. Society is so involved in this that the only courageous thing to do is to stay upon the firing line and help meet the conditions. It seems to me that this prevalent sin, when traced to its cause, presents the greatest ethical tragedy of the age, and all

who have hearts to feel and consciences any way sensitive must be enduring a moral suffering that is intense.

While I know this is the product of selfishness, I am far from saying that the majority of people are bad. Quite the contrary is true. Love is still the highest impulse of life, and even grafters are thinking of loved ones when they steal.

Some one says, "The highest right of every man is the right to do right." And that is true. Our fathers crossed an unknown sea that they might have the "right to do right" in matters of worship, and we glorify them. Later some of them made another moral venture in politics—cut loose from the old and formed a Government in which they might have "the right to do right," and we glorify them, even although grafting has kept their experiment from success.

But we, although some may fail to see it, are on the verge of another moral venture, the greatest the world has yet taken—to so organize industrial and social conditions, so regulate and control public and private business that man involved in it will have "the right to do right." It is the greatest task the conscience of the race has yet been summoned to. It will take the first step in making that business which is now semi-public, public business. It will not permit that which is already public business to become "private" business in the hands of one grafter or a set of grafters. And in time it will lead all to see that there is, strictly speaking, no "private" business but that each proprietor is the trusted agent of society, bound to give some account of his stewardship. Even now public business is less corrupt than private business. Therefore, I agree with those students of these problems who hold that the public must take over more and more the industries of society. Some day we shall see business organized on the basis of co-operation, administered according to the law of love. And because I believe so firmly in that law of Jesus I dare to face and speak of the evils of grafting, for it has the power to ultimately overcome selfishness and corruption.

Geo. Elliott Cooley.

Some Wise Old Sayings.

A blithe heart makes a blooming visage.

Avarice generally miscalculates, and as generally deceives.

A burden which one chooses is not felt.

A man had better be poisoned in his blood than in his principles.

A careless watch invites a vigilant foe.

A virtuous mind in a fair body is like a fine picture in a good light.

Acquire honesty; seek humility; practice economy; love fidelity.

A clean glove often hides a dirty hand.

A chaste eye exiles licentious looks.

Against fortune oppose courage; against passion, reason.

A clear conscience fears no accusation.

A man that breaks his word bids others be false to him.

A contented mind is a continual feast.

Adversity willingly undergone is the greatest virtue.

A cracked bell is never sound.

Adversity successfully overcome is the highest glory.

A drowning man will catch at a straw.

Affairs must suffer when recreation is preferred to business.

A faithful friend is a strong defense.

A man that outlives his reputation soon becomes miserable.

Affectation in dress implies a flaw in the undertaking.

A faithful friend is the medicine of life.

A flatterer is a most dangerous enemy.

Affectation of wisdom often prevents our becoming wise.

A fool's heart is ever dancing on his lips.

A false-grounded hope is but a waking man's dream.

A fop is the tailor's friend and his own foe.

A good word for a bad one is worth much and costs little.

A friend is never known until needed.

A passionate man rides a horse that runs away with him.

A gift long waited for is sold, not given.

A bad man, whatever his rank, has a blot on his escutcheon.

A good maxim is never out of season.

A good servant makes a good master.

A precipitate choice makes way for a long repentance.

A good tale, ill told, is a bad one.

Anger is like a ruin, which breaks itself upon what it falls.

A good life keeps off wrinkles.

His Happiest Moment.

The late William L. Elkins, the street railway magnate of Philadelphia, was gifted with a grim humor. This humor a certain Philadelphia reporter has good cause to remember.

He visited Mr. Elkins some years ago, to procure one of those bizarre interviews that sometimes appear in Sunday papers. The getting of such interviews requires the asking of a number of peculiar questions, and the reporter opened fire in this way:

"Mr. Elkins, how did you earn your first thousand dollars?"

The millionaire frowned, then smiled.

"By hard work," he answered.

Daunted a little, the reporter, in silence, tried to think up the next question. Presently he found it. It was:

"Mr. Elkins, you have lived a good many years; now tell me—what has been the happiest moment of your life?"

"It hasn't come yet," said Mr. Elkins.

"Not yet? When, then, will it come?" The reporter's eyes shone.

Now he expected something good.

"It will come," said Mr. Elkins, "when people cease asking foolish questions."

INCREASE YOUR CASH SALES

We have a proposition that will increase the cash sales of any live up-to-date merchant who will use our handsomely decorated Chinaware as a premium. It will create more excitement throughout an entire locality than any manner of advertising you could possibly adopt. It will draw trade from your competitors and enable you to retain all of your own customers at an expense to you of only 20 cents on each \$10.00 worth of goods you sell for cash. Wouldn't you much prefer \$98.00 cash in your drawer than to have your best customer's "I. O. U." for \$100.00, payable in six months, sixty days, or even thirty days? Most merchants are willing to give a discount of \$2.00 on \$100.00 worth of goods, provided they get the Ninety-eight spot cash.

THE PLAN IS VERY SIMPLE

With each purchase you issue a coupon for a corresponding amount. Coupons are retained by the purchaser and redeemed in Chinaware. The ware is the very highest grade in French designs, decorated in the most artistic styles in delicate apple blossoms, violets, etc., in natural colors. It is gold-traced and cannot fail to appeal to the most fastidious.

**DO NOT SPEND FOUR AND FIVE PER CENT. FOR TRADING
STAMPS WHEN YOU CAN CONTROL A NEW AND BETTER
PROPOSITION FOR TWO PER CENT.**

We furnish, free of charge, coupons of all denominations, from 5 cents to \$5.00; type-written letters, which are mailed to your own and competitors' customers; electrotype for newspaper advertising, and rubber stamp with your name and address. There is no premium that attracts and holds new trade like Chinaware. Our method enables you to put out a lasting advertisement at a cost to you of less than two per cent. on your cash sales. If you want to save three-quarters of the amount a progressive merchant spends for newspaper advertising, and want to put your business on a strictly cash basis, and increase your sales at the same time, write us for sample and same will be sent by return mail, together with full particulars.

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Grant, Michigan, *Jan'y 2nd, 1902*

*Robt Johns
Chicago*

Dear Sir
In Reply to enquiry of Recd dat
in Reference to results from the use of your
Prepelin Dish Plain.
I beg to say that since we have been
using your dishes during the past eight
months our business has increased
over fifty per cent. and as a trade getter and trade
holder in my opinion there is no better
plan and would recommend them to all
who want more business

*Yours truly
J.A. Phillips*

MAKING BOTTLES.**Automatic Devices Installed in Glass Manufactories.**

The revolutionizing effect of the introduction of no piece of machinery has been more quickly or more thoroughly brought about than that which is taking place now as the result of the general adoption of the automatic mechanical devices which are being installed in many parts of the country for working glass. Until a few years ago the glassblower was the autocrat of the labor world. He received enormously high wages for the work done by him and dictated absolutely in the matter of shop regulations so that his reign might be made indefinite. It was little thought that the field would be invaded by the machine, as has been almost every other character of labor, but the machines which have been perfected and adopted by the largest companies are far-reaching, and almost in a moment the glassblower finds himself shorn of the autocratic powers he so recently exercised. The machines dispense with the skilled artisans almost entirely, and do a great deal more work quite as well.

The center of the glassblowing industry has been shifted from one state to another as a result of the machine's adoption. Not only have shops and warerooms been carried over the state line, but a great deal of money has been withdrawn from the banking institutions of one community and carried to another.

The progress which has been made

in the invention of machinery for the manufacture of glassware is remarkably shown in an apparatus which is now in operation in the city of Toledo, Ohio. It is termed an automatic bottle machine, and really merits the title, for the reason that it does away with human aid in all the processes from blowing to finishing. The Owens machine, as it is called, after its inventor, is the result of a series of experiments extending over a period of four years, and it is stated that in all nearly \$150,000 was expended in perfecting it. As a result it has reached such a degree that one man can attend to a series of three machines, which will actually do as much work as 150 skilled employes.

The machine is mounted upon a traveling platform, which allows it to be moved at the will of the operator by means of an electric motor with which it is connected. Adjacent to it is a tank furnace, as well as annealing oven. Although the apparatus appears somewhat complicated, its operation is comparatively simple. Taking the molten glass from the continuous tank which serves it, it gathers its glass, forms the blank, transfers the blank from the gathering to the blow mold, then blows the bottle. Each machine has a capacity for gathering and blowing nine pint or quart bottles every minute. As fast as blown the bottles are delivered to the annealing oven by means of an automatic conveyor adjusted so that it takes away the product as fast as manufactured. As is

well known, the majority of bottles now manufactured by hand require extra processes in order to finish them at the lip and neck, for which small furnaces heated by oil or gas are used. This mechanical bottle-maker, however, finishes the ware so completely that none of the extra labor referred to is required, as the blank bottle comes from the gathering to the blow mold with lip and ring already finished. As it can be worked continuously, a single machine has a capacity of nearly 13,000 bottles every twenty-four hours.

French Politeness.

Does it pay to be polite? is a question often asked and generally answered in the affirmative. An American woman, residing in the French Capital, however, is of the opinion that it is a waste of valuable time frequently to observe the conventions. She lives at a hotel, and bitterly complains that she loses "twenty-four hours out of each week saying good morning and good evening to the men, women, little children and dogs about her," after the elaborate fashion of the French people. "If you encounter the same person twenty-five times in the same day," she says, "you must each time smile rapturously, pause, at least shake hands if you do not kiss, ceremoniously enquire how he or she is 'going' and ceremoniously bid him or her au revoir at parting.

"Not only every man and woman expects this, but all the little children toddle up to you, shake hands and exact the same amount of cere-

mony. Then every well-regulated French family has a dog who more than likely occupies a chair and eats off a plate beside you at the table, so that it is considered churlish if you do not also stop and tell the dog bon jour and au revoir a dozen times a day, pausing to take the paw which he is prettily taught to extend to you.

"When the washerwoman brings home your linen there are at least five minutes spent in ceremoniously greeting and parting from her. In the operation of receiving and paying for linen, you exchange mercies and pardons not fewer than ten times. Any other serving person or tradesman who comes to do business with you throughout the day, you similarly receive with bon jour, monsieur, and au revoir, monsieur, and then you thank him and beg his pardon as often as you can possibly get the words into the length of time he has to stay. Then the servants regularly employed about the house are eternally appearing and demanding bon jours and pardons and mercies. This last word is so constantly in use among the French that it keeps up a sort of hissing sound which disturbs American nerves a little until one grows accustomed to it."

A looking glass is something like this world, if you smile and look sunny, it smiles in response; if you laugh, it laughs back; if you shake your fist in it, a fist is shaken back at you.

Great men are made from good, industrious boys.

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With this plan we furnish you FREE plenty of Catalogues of Premiums and Stamp Collectors' Books for every home in your locality. Each book contains 36 pages of illustrations of goods of every description. Each article is fully described and priced according to the number of stamps necessary for customers to save in order to obtain it free. Each book also has 20 pages of squares for the saving of stamps. Your name and business will be advertised in four places on the covers just as you want it.

We Sell You	One 42-piece Cottage Dinner Set of English ware that retails for	-	-	\$ 6.00
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	Total, 231 pieces for \$24.73 that will bring at retail			\$38.00

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ART OF SINGING.

Fears That It May Ultimately Be Lost.

Just as we were beginning to pride ourselves that we were a musical nation, when American prima donnas are writing their names high on the lists of fame, when seasons of opera are held annually in all large American cities and "discoveries" of wonderful voices, male and female, are reported from all parts of the country, comes a high musical authority proclaiming that singing itself is a lost art, and that what we are accepting in its stead, and, incidentally, lauding to the skies, is but a travesty upon the human voice as the perfect expression of the most wonderful of instruments, whose strings are the vocal chords.

It is not possible for a layman to pass upon the merits of this controversy, which is destined to provoke wide discussion and much bitterness of feeling, but the most casual reader can not fail to feel the justice of certain clauses in the indictment presented against the singers of the day. Briefly summarized, they are condemned upon two grounds—the one that they sing with improperly developed voices, which they do not properly use; the other that the most of them make no pretense of being vocal artists, but are mere vocal artisans, vocal "Jacks of all trades," pandering to a decadent public taste, which does not desire art but sentiment, and claptrap sentiment at that. Therefore, it is charged that our singers roar, scream, warble, talk and declaim, but do not sing. Audiences concern themselves more with what is sung than with how it is sung. Patti is the only one of the moderns who is conceded to know what a voice could and should do, and what it could not and should not do. The modern idea that a "fine voice" should do anything and everything is derided, for the point is made clear that to be tenore robusto and tenore leggiero, or soprano drammatico and soprano leggiero, in the same evening and perhaps in the same piece, is precisely what the fine voice, the trained, tempered organ, can never do, and what only the inferior and ignorant singer will attempt. "It is the absolute imperfection of voices torn to shreds by improper use, or which have never reached the condition of being instruments at all, which makes such a pretense on the part of the public or such a condescension on the part of the artist possible," remarks M. A. R. Tucker in the Nineteenth Century and After.

The acquisition of technique is not held to be the singer's first business, but the formation of the instrument, the making of the voice to sing with, and a return is urged to the strenuous application of other times, when no great singer ever ventured to make a debut before at least six years' study. And such study! This six years of continuous training meant a lesson every day, the beginner never being permitted to practice by himself, for it was essential that the voice should be

"placed" by the master, and this placing alone consumed two or three years. The management of the breath is the foundation of the singer's art, and the art of breathing comprehends how to take the breath and how not to let it go. The foundation well built, it is then time to erect the superstructure. The true theory of voice development demands legato singing rather than staccato notes, save where the exigency of the passage demands these; the production of a true mezza voice, with the same carrying qualities of the full voice; full, round, high notes, sustained and firm, not the result of convulsive effort. To sing with effort is to sing badly. To sing with effort is to insure the rapid destruction of that instrument "whose beauty, perfection, intimacy and moving power exceed that of every instrument made with hands." Rubini, the great Italian tenor, who began life with no promise of a voice, but who sang with brilliant success to the day of his death, at the age of 55, told his friend Duprez, the French tenor, who even in his youth was regarded as a musical prodigy but whose voice failed at 40, "You have lost your voice because you sang with all your capital, whereas I have always sung with the interest upon mine."

The criticism from which the above digest has been made places all the blame upon modern masters, avowing that as many good voices are born into the world as ever, but that the great teacher is lacking, that authoritative teaching has ceased to exist and that there is not a school in Europe where a man or woman can learn the mysteries of the art of bel canto.

While this indictment comes from European sources and is directed chiefly against English and German schools of singing and their graduates, America, which always sends her singers abroad for the final polish, can not clear her skirts of guilt. Beautiful voices there are here in abundance, voices upon which nature has bestowed rich gifts of power and range and sweetness, and every year witnesses the presentation of new singers. But how many of these use their gifts according to the best methods? In church or theater, public hall or private parlor, how many young men and women can be found who "sing without effort"—that crucial test of genuine artistic training? How often do we see sopranos and tenors taking their high notes with a sudden convulsive throwing back of the head? Yet the most superficial knowledge of the anatomy of the throat shows us that by that action it is closed, and those who are correctly taught invariably lean slightly forward in singing. How many churches and entertainments and musical recitals must we visit to find a single singer whose notes unite with a legato flow? How many of these promising young voices that delight our ears like the first tremulous notes of a young bird are "singing on their capital?" How few have any prospect of lasting to middle life, much less of being preserved, unimpaired, so long as life and health shall

last? How many, as a matter of fact, actual local record, disappear within a year or two, hopelessly strained or broken?

It is to be hoped that this great question of the true and the false methods of training may be thoroughly threshed out before the critics drop it. The singer's gift is a rare treasure, and a blessing to mankind, a vein of poetry intersecting our prosaic age. The world can ill afford to lose it through misuse or neglect.

A Wife's Power.

The power of a wife for good or evil is irresistible. Home must be the seat of happiness, or happiness must be forever unknown. A good wife is to a man wisdom and courage and strength and endurance; a bad wife is confusion, weakness, discomfiture and despair. No condition is hopeless where the wife possesses firmness, decision and economy. There is no outward prosperity which can counteract indolence, extravagance, and folly at home. No spirit can long endure bad domestic influence.

Man is strong, but his heart is not adamant; he delights in enterprise and action, but to sustain him he needs a quiet mind and a whole heart; he needs his moral force in the conflicts of the world. To recover his evenness of mind and composure, home must be to him a place of repose, of peace, of cheerfulness, of comfort, and his soul renews its strength again, and goes forth with fresh vigor to encounter the labor and troubles of life. But if at home he finds no rest, and is there met with bad temper, sullenness, or gloom, or is assailed by discontent or complaint, hope vanishes, and he sinks into despair.

Andrew Carnegie is only a few inches above 5 feet in height. Henry W. Phipps, his old partner, is not an inch taller, and John Walker, the other member of the trio who revolutionized the manufacture of steel, has perhaps a little the better of both Carnegie and Phipps. As for Henry C. Frick, his head would just about reach to the shoulder of a man of ordinary height. It is said that one day when these four steel masters were walking together on the streets of Pittsburg, a bootblack called out to his business rival farther down the block as the millionaires passed: "Eh, Jimmy, git on to der runts!"

The doctor who vaccinates has his own way of scraping an acquaintance.

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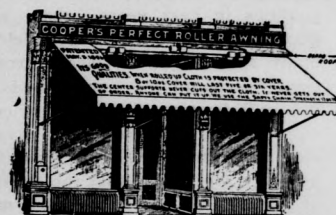
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DRY GOODS

Weekly Market Review of the Principal Staples.

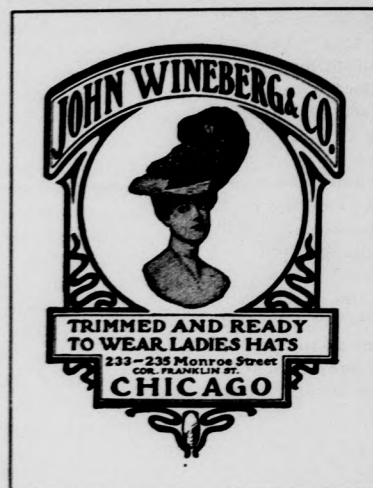
Staple Cottons—The actual buying in the staple end of the market is not very lively, yet buyers are keeping very close touch with market conditions, and are watching the advances which result from the present course of the staple article with much interest, and no little anxiety. Such business as is transacted on the present price level, and there is none transacted otherwise, is placed with little question. There are a good many deliveries to be made now on contracts taken at considerably lower figures. There is just one section in which there may be some accumulation before long, and that is in heavy sheetings, although this is not likely except in two or three instances, and is due to the fact that there has been such a small demand for export. Prices are evidently too high to be attractive to foreign trade, and unless more looms are turned from the heavy to the lighter fabrics there is the possibility, referred to above, of an accumulation.

Wool Dress Goods—The dress goods market lacks considerable of showing an active business development either in connection with spring reorders or advance fall business. There is business under way, both on spring goods and for the 1904 fall season, but it is not widespread nor voluminous. Considerable interest naturally centers in the 1904 fall season, preparations for which are of course well advanced. In certain directions a very fair amount of fall business has been done on certain well-known lines of staple fabrics, including broadcloths, venetians, plain zibelines, sackings, tricots, etc., prices it is understood, being about on a par with a year ago. Even in the case of staple fabrics the fall market is not thoroughly open, and the buyers in general do not appear in any marked hurry to get their orders down. During the first two weeks in February it is expected that the fall lines of domestic and foreign goods will come out quite fully. Sellers are hopeful for a good fall season's trade, but do not anticipate a remarkably heavy demand. The fact that this is the presidential election year and that merchants instinctively show conservative inclinations at such periods is not lost sight of. Nevertheless, leading interests look for a good fall business. They say that they do not look for a speculative demand on the part of the jobber or cutter, but they expect to see them buy in accordance with their needs. The condition of stocks in retailers', jobbers' and cutters' hands, and the good trade conditions in the South and West lead selling agents to forecast a successful, healthy fall trade. The fall season, according to expectations, is to be strongly a plain goods season. On nearly all sides it is reported that monotonous

are going to repeat, and likely improve on their successes of the spring season. A good deal of confidence is expressed in the broadcloth, especially in the medium and better grade lines. Fine broadcloths are popular abroad, and this fact is calculated to make customers view them favorably here for fall wear. Sheer fabrics, including silk warp materials, are expected to win good recognition, particularly for formal wear. Mohairs are expected to continue in favor and zibelines that are fairly closely sheared are also expected to be pretty well taken care of, in medium grades at any rate. Novelties will, of course, find a lodgment, but it is not generally believed that they will be a particularly strong factor in the season. Neat fancy suitings of wool and worsted of the smooth-faced variety are expected to meet with favor at the hands of the cutter-up, but by no means to the exclusion of plain fabrics.

Underwear—The underwear situation to-day has assumed a more settled appearance, and we are better able to judge of the exact conditions in each line than has been possible at any time since the opening. Of course cotton underwear is to some extent affected by the conditions of the cotton market, or at least future transactions will be, but wool underwear has less to affect it in the market for wool. Wool lines have secured a very satisfactory business, and much of it is said to be pretty well sold up, although there is some selling right along, and probably will be for some time to come. Cotton underwear, however, has considerably more to accomplish before it will reach the same condition; nevertheless, a number of lines have been withdrawn from the market, not to reappear again on a higher price basis, but because they are sold up. Perhaps some of them are not already in this position, and will reappear for higher prices, but the rule is, apparently, that they are actually sold up. A comparison between the business accomplished this year and a year ago at the same time seems to show conclusively that in the majority of cases it has at least equaled last year's business, while in many instances it has exceeded it. The prices, as related to the quality, are generally somewhat higher, even although showing small advance.

The fall season which is now under way and drawing towards an end, as far as the initial part of it is concerned, might be called essentially "a wool year," and the reason for this is not hard to find. The cost of cotton underwear as regulated by the cost of raw material has been so much higher, as compared with the same qualities in past years, that wool goods look cheap. The statement by many agents that the larger proportionate demand for wool goods is but an indication of a return of common sense to the consumers may or may not be true. As a matter of fact, however, we believe that the question of prices and apparent value has more to do with the matter. It must be remembered that, although the cost of the raw material looks high, when



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you compare present prices with those of a year or two or three ago, yet the actual difference between cotton and wool is too great to allow a substitute of one for the other. What is true, however, is that low-grade wool goods, those with mixtures of cotton and cheap wools, are not so very far above the finest grades of cotton goods, and that is where the similarity appears greatest and where undoubtedly a good many people who would ordinarily buy cotton underwear would be tempted by the low cost of cheap wool goods.

Hosiery—The lines of fall hosiery have been moving slowly during the past week, and although there are a good many buyers in the market they have placed exceedingly small orders and scattered them widely. The trade has been somewhat surprised at the small prices asked for certain lines of cheap goods, yet a careful examination of such goods would show the reason; they are not actually cheap when the quality and weight are considered.

Carpets—The carpet trade in general on three-quarter goods has continued very good, especially on the tapestry and velvet, which sell well. Wilton velvets in the medium grades sell wholesale at 85 cents. The principal call on the tapestry carpets is for 8 and 10 wire grades. Popular tapestries in regular goods wholesale at 70c, while some grades of printed tapestry carpets sell, wholesale, at 45c. Orders thus far this season have been far ahead of those of previous seasons, and as a result many patterns of the 9 and 10 wire tapestry carpets have been withdrawn from the market by several mills, as they have been sold up. The advance which went into effect January 11, was principally on three-quarter tapestry and velvet carpets. Body Brussels have been in fair demand. Some sellers consider the Axminster carpet as the coming carpet. A new concern is starting in business in Philadelphia to make three shot velvet regular carpets, also stair carpets, and it is claimed that the new concern will have a new way of printing the yarn, and will discard the drum, which will reduce the cost of printing. The new concern succeeds another organized in Philadelphia within a few months. The latest one organized and obtained possession January 1, 1904. The trade generally anticipate a good season on all lines of three-quarter goods up to May 1. The fall season will open May 10 or 12. We also hear of another tapestry carpet mill in Philadelphia which contemplates making tapestry and velvet rugs in 9x12 sizes. The new rug will be woven full length with border, in regular width, and not made with mitred corners as some of the made-up rugs. There will be three seams in the new make of rug, while others formerly on the market are woven in half of the 9x12 feet sizes and sewed with one seam in the center. The standard extra super carpets have recently been sold to what are termed syndicates of buyers who would take 100 rolls at 51½c, while small lots of 25 rolls sell, wholesale,

at 55c. Retailers are buying for actual requirements and are not stocking up. The West and South are the principal markets for the ingrain. Owing to the high price of cotton yarn, the cotton chain ingrains are now selling at 9c below the regular price of standard extra supers. Formerly the difference between the two grades was 10c.

A Romance of the Law.

Lord Langdale often referred to a curious case before himself illustrative of the dangers of judicial precipitation. It turned on presumptive evidence of death. A sum of money in court was subject to a trust for a particular individual's life, and after his death was to be divided between certain parties. These parties petitioned for payment of the fund to them on the ground that the individual in question, the tenant for life, was dead. No positive evidence could be adduced of his death, but it was said that his death must be presumed inasmuch as the evidence showed that he had gone abroad some thirty years ago under circumstances of difficulty, and that no human being had since heard any tidings of him. This did not satisfy Lord Langdale and he desired the case to stand over, intimating that if further evidence could be produced to corroborate the already strong presumption he would attend to it. Additional affidavits were accordingly filed, after a lapse of some time, and the case then appeared so strong that he made the order for division of the fund as prayed. The order, when drawn up according to his lordship's directions, was carried to the proper office to be entered, and the clerk whose duty it was to enter it turned out to be the very individual on whose presumed death the order for payment was made. It appeared that he had reason to leave the country for many years, and when he returned he lived under a false name and revealed himself to no one. He did not know of his right until he saw the order.

Lincoln's Prescription.

There is a story, still current in Illinois, which says that an old farmer friend of President Lincoln's, who used to correspond with him, complained on one occasion of his poor health. He received the following reply, which is quoted in Illinois as "Lincoln's prescription:" "Do not worry. Eat three square meals a day. Think of your wife. Be courteous to your creditors. Keep your digestion good. Steer clear of biliousness. Exercise. Go slow, and go easy. Maybe there are other things that your especial case requires to make you happy; but, my dear friend, these, I reckon, will give you a good lift."

Not a Specialist.

Sceptic—Why can't you cure my foot if you are a Scientist? It hurts me awfully.
Scientist—Healing shoes is not in my line. I advise you to go to a scientific shoemaker.
The things that interest us most are generally none of our business.

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Prices reasonable. Prompt service.
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Got His Money Back.

"I've got a kick coming," said the angry looking man to the proprietor of the clothing store.

The proprietor lifted his eyebrows and his shoulders with an air of surprise. "A keek?" he said.

"Yes, sir, a kick. "This suit that you sold me two weeks ago is no good under the sun. Look at it!"

"De suit you haf on?"

"Yes, the suit I've got on. I've had it just two weeks now, and look at it. Yes, sir, look at it."

The clothier took his spectacles from his nose, polished them with his handkerchief, readjusted them, took the man gingerly by the sleeve of his coat, turned him gently to the light and examined him. Then he said, "Vell?"

"Well," said the man, "look at the bag in them knees and all down the front the threads are showing, and here—see? The bottoms ain't sewed; they're just pasted and now you see they've come unpasted at the back."

"Pants vill bag—always."

"Sure, but not in two weeks. And the seams started under the arms."

"You must haf strained dem."

"I expect to strain anything I wear. I've got to move and I've got to breathe, but every time I breathe in these clothes I bust off a button. That cloth ain't going to wear. You needn't tell me that."

"I don'd see no holes in it."

"No, but it's showing the cotton all along where it's been rubbed."

"Loog here, my vrient," said the clothier, "you must not expect too much. Dem clothes ain'd de best in der world, but you don'd ged de best for \$6.75. I remember ven you buy dem. I wanted you to dake somding better, but you said dey was goot enough for you. Now you see. I am in de cloding business for dwenty-five years und I dell you nefer you should buy dem sheap suits."

"What do you sell 'em for?" asked the dissatisfied customer.

"Vat do I sell dem for? To mage money. Some people vill always vant sheap suits und I sell dem. I shust dell you de trut. Now, see here. I vill mage it all right mit you. I gif you goot advice und I vill sell you dis \$25 suit for \$18.25. aDt gifs you your money back for dat sheap suit. I don't mage a cent on dat suit for \$25. No, sir. Examine it. Loog at de vinishings. Dry it on."

The customer half reluctantly slipped into the coat of the \$25 suit. Ten minutes later he left the store with a bundle under his arm and the proprietor turned to his grinning salesman:

"Dere, Mr. Selig," he said, "dat is de vay to sell goots. Dat vas de last of dem \$15 suits."—Chicago Evening News.

Immortelles.

The manufacture of immortelle wreaths in Paris occupies at least

fifteen hundred persons. The immortelles are gathered about the beginning of October, and come chiefly from the arid hills in the middle and south of France. They are brought to the markets in their natural condition, and the yellow blossoms are dyed green, red and white, and woven into wreaths by special workmen in readiness for All Saints' and All Souls' days, when all good Parisians visit their relatives' graves. On these "fetes des morts" the gates of the cemeteries are beset with crowds of dealers in immortelle wreaths, wire crosses and bead crowns. At Pere la Chaise alone more than two hundred thousands persons are calculated to visit the cemetery, and the sale of immortelle wreaths varies from 20,000 to 25,000.

The Retort in Kind.

W. D. Howells, the novelist, seldom fails, when any one has animadverted on his corpulence, to come out with a neat retort.

When Mr. Howells was Consul at Venice a very lean and long American said to him one day jocosely:

"If I were as fat as you I'd go and hang myself."

"Well," said Mr. Howells, "if I ever take your advice I'll use you for a rope."

In one of the large New York stores there is an exceptionally fine exhibit of mechanical toys of all descriptions. The various models of engines are splendidly displayed, practically every type being found in the collection. Compressed air is used as a motive power, being taken from a pipe which runs around the top of the shelving back of the counter. From this pipe rubber tubes branch out at short intervals, each branch tube being fitted with a valve to turn the air on or off. By placing the tube over the exhaust valve or whistle of an engine, it is set going at a tremendous rate, giving a complete demonstration of just how it works and what it will do. The customer can select any engine that seems suitable, and the attendant will show it running in a moment. This counter always has a big crowd around it.

Holland has been posing before the world for some time past as the patron of international peace and has given an asylum at The Hague to the International Peace Arbitration Commission. Still, the two chambers of the Netherlands Parliament have voted \$1,750,000 for the purchase of quick-firing Krupp guns, which indicates that even non-belligerent Holland believes preparedness for war is after all the best assurance of peace.

The fad for a rare breed of dogs may be said to run to extremes when a man travels 15,000 miles in search of a special kind. That is, however, what John B. Thomas, a wealthy Yale student, is said to have done in a recent quest for pure specimens of the Russian wolf hound, with three of which he has just returned to this country, after traveling all over Russia and Siberia to secure them.



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from \$6.00 to \$36.00
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87
Styles of
Covert Duck,
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Denim Coats.

50
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Mens' Boys'
and
Brownie Overalls.

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\$8.00 per doz.

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\$8.00 per doz.

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

Lot 124 Apron Overall
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Lot 274 Overall Coat
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Made from 250 Otis woven stripe, indigo blue suitings, stitched in white.

Lot 128 Apron Overall
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Lot 288 Overall Coat
\$5.00 per doz.

Made from black drill, Hart pattern

THE
IDEAL CLOTHING CO.
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HIGH ART.

Too High for the Man Who Paid the Bills.

Once there was a husband who was stuck on plain living and home comforts. He would walk around an angel cake any old time to get action on some farm sausage. He was not very strong for Romaine salad or any speckled cheese left over from year before last, but he did a very neat vanishing act with a sirloin steak and he had the coffee come right along in a large cup. He refused to dally with the demi-tasse. For this true American the course dinner was a weak invention of the benighted foreigner. When he squared up to his food he cut out all the trimmings. This is the kind of husband who peels his coat in the evening and gets himself all spread out in a rocking chair with a fat cushion under him. He lives to wear old velvet slippers with pink roses worked on the toes and the heels run over. Give him about two cigars which pull freely and a daily paper and he is fixed for the session. Along about 10:30, if he can connect with a triangle of desiccated apple pie and a goblet of milk, he is ready to sink back on the husks, feeling simply immense.

Now this husband had a fireside that suited him nearly to death until the better-half began to read these magazines that tell how to beautify the house. Her first play was to take out all the carpets and have the floors massaged until they were as slick as glass, so that when the breadwinner stepped on one of the Okra or Bokhara rugs he usually gave an imitation of a player trying to reach second. He told her that he did not care to live in a rink, but what he said cut very few lemons with the side partner. She was looking at the halftone pictures of up-to-date homes and beginning to realize that the wall paper, steel engravings and the large photographs of Yap relation would have to go. One day when the provider struck the premises he found the workmen putting red burlap on the walls of the sitting room. "Why the gunny sack?" he asked, "can't we afford wall paper?" "Love of art is the true essence of the higher life," said the aesthete, and she began to read a booklet bound in the same paper that the butcher uses when he wraps up a soup bone. "Come again," said the wage earner, who was slow catching on to these Ruskin twisters. "This is art burlap and not the kind that they use for sacking peanuts," explained the disciple of beauty. "Above the burlap will be a shelf of weathered oak, and then above that a fringe of blue jimson flowers. Then when we draw all of the curtains and light our candle in here, it will make a swell effect." "I feel that we are going to be very happy," he said, and then he went out and sat behind the barn, where he could smoke his pipe and meditate on the uncertainties of life. Next day he discovered that she had condemned his rocking chair and the old-styled center table, on which he used to stack his reading matter and keep

a plate of apples handy. When he entered the improved and modernized living room he found himself up against a job lot of beauty and no mistake. All the furniture was straight up and down. It seemed to have been chopped out with an axe and was meant to hold up members of the rhinoceros family. On the high shelf was a row of double-handled shaving mugs, crippled beer steins, undersized coal scuttles and various copper kettles that had seen better days. "At last we have a room that satisfies every craving of my soul," said the wife. "I am more than satisfied," observed the treasurer, "I am delirious with joy. My only regret is that an all-wise Providence did not mould me into a different shape, so that I might sit down in some of these chairs. What are those iron dinkuses sticking out from the wall?" "Those are Florentine lanterns." "Even if they don't give any light, they are very Roycroftie," she repeated. Next she started in on the dining room. Rule No. 1 for making home more cheerful is to put in a shelf wherever there is room for one, after which the shelf is loaded down with Etruscan growlers and antique jugs. The low-browed husband could not tell the difference between high art and junk. The female Bradleyite covered the walls with about 400 plates, each with a blue curleycue on it. They looked very cheap to him until he received the bill and then he learned that they were old Delft and came at \$111 a piece. In fact, after his wife had been haunting the second-hand places for awhile he learned that any article which happened to be old and shopworn and cracked was the one that commanded the top price. She never let up until she had made the whole house thoroughly artistic. Her woman acquaintances would come in and she would show them the dark oak effects and the sea green frescoes and the monastery settee with the sole leather bottom in it and the corroded tea pot that she bought for \$95, and the table spread made from overall material, with just one yellow poppy in the middle, and they would have thirty-seven different kinds of duck fits and say that it was grand and that her taste was simply faultless. After that, she wouldn't care what husband said. He was a fairly patient man and all he complained of was that when he sat down he dislocated his spine, while the brass knobs wore black and blue spots on him and the dining room table should have had a couple of holes for him to put his legs through, and he could not find a place in which to stretch out, and he needed a derrick to move one of the chairs, and at night when the moonlight came into his room and he saw all the bummy bean pots lined up on the footboard and the instruments of torture staring him in the face from every corner of the room, he would crawl down under the covers and dream of his childhood home, with the old-fashioned sofas and the deep rocking chairs, and the big bureaus that were meant to hold things, and not to look at. However, he had been unable to

arrest the reaching out after the beautiful, for only last week she purchased a has-been clock for \$115. Moral: There is no place like home and some husbands are glad of it.

How Men May Live Long.

Goldwin Smith, the famous historian, educator, journalist and essayist, who is the literary life of Canada, has brought out a good deal of comment on the problem of old age, with mental and physical soundness, by his own opinion of the influences which have helped him celebrate his eightieth birthday in good health and able to do brilliant and valuable work in his chosen field of labor.

Professor Smith thinks that he owes much to his freedom from hard tasks, in school or otherwise, when a boy. He was a sickly child and his chance of even average length of days seemed poor. But he was allowed much freedom in boyhood, to roam the fields and play instead of sticking closely to books or taxing his mind severely. It is hardly necessary to say that Goldwin Smith was still a young lad, however, when he began to work zealously in school, and at Eton and in the university he was a brilliant student. Another point he makes much of is his lifelong habit of working in the early morning rather than late at night, and getting sleep in the hours of darkness, nature's time for rest. He also testifies to his constant care as to outdoor exercise and his moderation in eating and drinking.

Made to Fit

and

Fit to Wear



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

Ellsworth & Thayer Mfg. Co.

MILWAUKEE, WIS.

B. B. DOWNARD, General Salesman

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.

Views on "Special" and "Price-Reduction" Sales.

"Free the clothing business of the baneful price-reduction sales and you will have rid it of one of its most cancerous evils," said a merchant of considerable prominence.

"Mabley, the man who first introduced the 'special' or reduced-price sale, made a fortune out of it. Many of his followers have since lost fortunes," said a clothier who was full of the reminiscence of better days.

"We can not all be Philadelphia Perrys, yet he has proven it is possible to conduct a clothing business without special sales," said a merchant of considerable retail experience.

"When you find clothiers united in an endeavor to abstain from 'special' and 'clearance' sales you will have reached the dawn of the mercantile millennium," was the remark of a clever clothing manager.

We could continue in this way, quoting almost indefinitely the remarks of men of experience and shrewdness, all of whom are agreed that reduced-price sales work more harm than good to the trade. It comes hardest to take the first loss, and afterwards the merchant feels that he does not want to incur another. It is also admitted that the store continuously putting out "special" and reduced-price sales gradually loses the confidence of the people.

It is, nevertheless, well-proven fact that to live every store must have its steady, dependable trade; a sufficient number of regular customers to at least meet all expenses, counting upon the transients for profit, just as the barber aims to secure enough cups to pay the running expenses of his shop.

To steadily increase his business it is advised that the clothier must necessarily add to his regular customers steadily, as some of the old ones are leaving him from time to time through one cause or another, and that all kinds of schemes have to be carried out legitimately to attract new purchasers to the store, some of whom become regulars, while others remain transient. And to get the transients into the store the "special" sale is freely resorted to.

We have no occasion to refer to the "special" sale disparagingly. When conducted at a profit to the merchant and legitimate values are given it is a source of revenue, trade and publicity, and likewise productive in other ways.

To enable the merchant to keep his lines full, to clean out accumulated stock; to bring in ready money to meet the expenses of the next season; to advertise the store through the regular channels of publicity and through many more well-satisfied customers—these are the principal uses of special sales.

Even in the best regulated store, stock will accumulate. The versatility of the cutter of men's garments is shown by the number of different sized and shaped men he can fit with his ready-to-wear clothing. The average sizes and normal shapes predominate, of course, and are sold out

first, necessarily. This applies to shirts and underwear also. The odd sizes are of the same quality as the rest of the stock, yet they stay on the shelves by reason of the fact that they are odd sizes. There are other reasons besides inferiority which may cause a certain portion of the stock to linger over long on the shelves. Without in anywise affecting the wear or satisfaction the goods will give, some will become shopworn or soiled. There is a large class of customers who will not buy unless the goods are immaculately clean and free from dust or the least imperfection. Many laymen assume that when a merchant makes a special sale price he is trying to work off old goods of inferior value. Many others, however, have experimented in the right places and have found the special sales to their advantage. It would seem that there is still considerable room for enlightenment of the public on the subject of special sales. They are trade bringers, of advantage to customer and merchant alike when conducted on a proper basis and with certain moderation. The special sale habit, however, may become chronic, recurring with increasing frequency and causing the brain of its victim to be racked for new things to say about an old stock, new points of attractiveness, new arguments, until he loses his sense of proportion and makes the mistake, not of saying too much, but of saying too much that isn't so.

A clothing business can be carried on so as to obviate the semi-annual clearance sale as a loss, conducted so that it can be handled with profit to the retailer. Here and there we find the successful man who is accomplishing it, and his business is a substantial monument of success harvested through judicious management, intelligent buying and clever selling.

The possibilities in this direction were put in the form of a question and presented to leading merchants, managers and buyers. What they said will be found interesting, since their views cover many phases of the subject.

"The best answer I can make to your question is to ask you one in turn, as a leader," said the manager for a manufacturing retailer. "Who is the accredited merchant prince of New York in the retail trade, yes, in dry goods? Well, since you have named him. Again, what has elevated him to that exalted position in mercantile life? He early adopted a theory. After many years he is still working on that theory and has no use for untried methods. So much for continuity of purpose. He himself says, 'There are merchants all around me who have methods; many of them have gone under because of those methods. My business endures and I am still adhering to my theory. At the outset I estimated that my business should earn me a certain profit each year. I have never failed to make it do so. Have their methods done as much for others? In answering in the negative you have said all there is to be said.' Now this much we know about that man's

theory, no one has yet been able to overstock him. He has it absolutely under his control in every detail, in every department. Did he ever advertise a special sale, a semi-annual or annual clearance? No. The stock is constantly pushed out, never given a chance to become stale, no matter what its intrinsic value may be. The advertising is the same to-day that it was years ago, unchanged. There are sales at prices advantageous to the consumer, of course, but someone else has taken the loss, not this merchant."

A man prominent in the Chicago clothing trade said that the uses of the semi-annual pre-inventory sales are threefold. In the first place, they enable the merchant to keep his stock up. How many times have we gone into a store and asked for a garment for an average-sized man, only to find that the store was out of the right size; that everything was a little too large or a size too small! There was any quantity of stock on the shelves, and apparently no special effort to sell out the odd sizes nor any perceptible worry over not having the suitable size.

Without a cleaning up of stock a couple of times a year it would be necessary to carry over a good deal of stuff from one season to another. This would take up the room that should be occupied by fresh goods, would tie up money that could be used to better advantage in new stock, and would take the time of salesmen when that time could be better employed in selling seasonable goods.

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.

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.

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.

M. I. SCHLOSS

MANUFACTURER OF

MEN'S AND BOYS' CLOTHING

143 JEFFERSON AVE.
DETROIT, MICHIGAN

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

THE WILLIAM CONNOR CO.

WHOLESALE READY-MADE CLOTHING
MANUFACTURERS

28 and 30 South Ionia Street, Grand Rapids, Michigan

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

Mail Orders Shipped Quick.

Phones, Bell, 1282; Citz, 1957

With the old stock cleaned up, however, the lines are open for the variety of goods the customers demand, and the store during the season and up to the time of holding its special sale can carry a stock that will enable it to meet all reasonable demands and satisfy all customers.

The second and third uses are embodied in the first: Money is kept active and the stock is kept clean and up to date. In this condition it can be easily handled and sold to better advantage. Once the stock is in proper shape it is a far easier matter to keep it that way than it is to get it back into the right condition when too much is permitted to accumulate.

Not the least important use of a special sale is the advertising it gives and that for which it gives opportunity. "I would rather," said the gentleman referred to, "sell ten overcoats at a profit of a dollar each, than sell five at a profit of two dollars each. We are particular to have all of our goods of satisfactory quality, so that customers are sure to be pleased with them. Ten men with ten of our overcoats will do ten times as much talking as one man and twice as much as five men. Every man, if he is pleased with a garment, tells other men about it and where he got it; he may even send in his friends to get similar goods. He is, in fact, a walking advertisement, a salesman who works for us out of good will, an advertisement that works in a sort of progression, making each customer sent in a missionary to send in others. In this way, as special sales bring in more men, we are able to satisfy more and more people and make more and still more friends for the store. Then, too, a special sale enables us to advertise in a little different vein directly through the newspapers. I want to say now that no advertisement of that character should be used that does not give a good reason for the sale. Give solid, sensible reasons in your advertising."

With regard to the uses of the special sale another prominent clothing man said: "The special sale brings me in ten or twelve thousand dollars that I need to put into new stock. What if it does make some people wait to get the bargains I offer? I'm glad to see them at any time. I aim to sell the sort of stuff that is a credit to the store. Special sales advertise this establishment. I don't hold too many and don't let them degenerate. We've got to keep the stock cleaned up. If there is anything I can't sell, I move it out and sell it in a job lot to somebody."

A member of one of the largest manufacturing retail clothing firms in the country said: "A man can not continually advertise broken lot, special, clearance, a third off, half off sales or reduced-price sales, under any other name, without eventually hurting his business. We find it better to have a semi-annual clearance sale at the end of each season and get clear of what we can for a few days at those periods, carrying over the remainder of our stock until the next season and then using it to in-

roduce that season. People want clothing more at the beginning of a season than at the end of it, and tempting reductions at the inception of a season bring better results. The best houses used to do this, but during the past two seasons some seem to have lost their heads and launched reduced-price sales at most inopportune times—midseason and at the tail end of the season. A clearance sale is all right if it is not made at the expense of your regular customers, that is, by charging them such exorbitant prices that what they pay will compensate for later reductions. It is hard to make the first reduction. Afterwards it becomes easier. But each time the merchant concludes, 'Well, I don't want to have to do that again.' He is looking at the loss. The logical conclusion, then, is that cut-price sales should be avoided."

Said an old-time clothier: "I can see no safer way out for the retailer than for him to do what the manufacturing wholesalers are doing. Years ago they carried stocks, and the retail buyer could come into market and get any and all sizes right out of stock, frequently at his own price. Now the manufacturers take orders on swatches, and will not make anything except on order. When the season's end arrives they have no cumbersome stocks to unload. If the retailers would regulate their purchases on a similar basis they would come out as clean as the manufacturer. But they persistently overload themselves. They buy light at first, get a little rush business and then crowd on more stock than they can conveniently handle. To avoid losses don't overbuy; watch your stock."

"When a man gorges himself by overeating, he has to be purged," said the manager of a large retail store. "The semi-annual cut price sale is likewise a physic for the over-stocked store. If there was no overbuying or overproducing there would be no cut price sales not advantageous to the retailer. The trouble is that we are not cautious enough in our estimates of our output. We all try to do too much and overestimate the wants of our trade."

A merchant who has made a big success of his several stores said: "How do I manage it? By keeping a close watch on the movement of my stock, regulating my purchases according to my sales and keeping my stock within controllable proportions, yet taking care to give it ample variety in style and sizes, enabling me to meet the tastes and requirements of all comers. I buy light at first, and as my stock is depleted by the busy period I am careful not to overbuy. I do this through a set of books each recording some movement of my stock. When the season approaches a close, my stock is so light that I can take advantage of such offers as come to me, making the other fellow assume the loss. Then during the sixty days following the close of a season, July and August and January and February, I do business at a profit."

A shrewd buyer who is as aggressive as he is fearless in his ad-

vertising methods referred to a recent advertisement of his own for an answer. It reads: "Do clothing advertisers understand their public? Do they think that the intelligent purchasers of this Empire City and vicinity do not do a little figuring? For instance, when they offer a January mark-down to one-half former prices, and it is but a few weeks since they were selling at less than manufacturers' cost, how do these folks seem to prosper so well on losses? A puzzle? Rather."

The buyer for one of the most successful and largest clothing outlets in the metropolis has regularly followed a system which he says is responsible for his much talked about success. He has before him the records of the year previous, season for season, month for month, and he takes the records as a guide for future operations. At the outset of the season he estimates what he can do, according to the record for the corresponding season of the year before. He sets out determined to do a certain amount of business for that season, for each month. He buys accordingly, meeting requirements according to his estimate. If the first week of the month should not come up to his reckoning he pounds the advertising more heavily and gets the results aimed at.

That clearance sales have worked sad disaster to the clothiers is shown by the records of one of the largest firms. This house has a large charge trade, and a large number of these charge customers are

known to buy nothing except when reduced-price sales are on. They regularly wait for these bargain opportunities and then lay in a sufficient quantity of clothing to last until the next one.

It is not one firm that is thus affected, but all. Retailers even advertise that their annual clearance sale is "that event looked forward to by hundreds of our customers, anxiously waited for by them," and the customers are invited to partake of the sacrifices. Thus it is that consumers have been educated to wait for the inserting of the knife. Place the blame where it should properly fall.—Apparel Gazette.

Mercury to the guilty is malice to the innocent.

I. X. L. THEM ALL
THIRTY YEARS EXPERIENCE
WE MAKE THE BEST



Steel Windmills
Steel Towers
Steel Tanks
Steel Feed Cookers
Steel Tank Heaters
Steel Substructures
Wood Wheel Windmills
Wood Towers
Wood Tanks
Tubular Well Supplies
WRITE FOR PRICES

PHELPS & BIGELOW WIND MILL CO.
KALAMAZOO, MICHIGAN

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

MAN WITH THE MUSKET.**His Relation to the Army of the Cumberland.**

(Continued from last week)

At the battle of Stone River the men lost nearly all their cooking utensils, and had no chance to go out upon the battlefield and pick up loose or abandoned articles, so the Captain got a pass to go to Nashville for supplies of coffee pots and frying pans. Among other things he bought a coffee mill. Up to this time we either pounded our coffee in a piece of cloth with the head of an axe or steeped it whole, and traded the berries after drying them again to the natives in exchange for buttermilk and other intoxicating fluids. For a time we had been toasting our bacon and pork on the end of our ramrods and eating our hardtack dry, but the Captain brought us a monster frying pan, three feet in diameter, which he had had made to order. He said he would fry pancakes for the entire Company.

At night he put a peck of hardtack to soak in a camp kettle of water. In the morning he brought it down to the company. Adding a handful of salt, he then proceeded to stir up a batter. The water had not penetrated into the crackers more than a sixteenth of an inch. He made a pounder out of a green stick and pounded the batter until a hole was punched in the bottom of the kettle and some of the water ran out. After a long struggle in the presence of the full company, who were all hungry for battercakes, he put the big frying pan on the fire, greasing it with bacon rind. When it began to smoke he turned in the batter. It steamed and sizzled and smoked. It sputtered and bubbled and puffed. The wind whistling about the trees caught up and deposited in the pan ashes, coals and dust, pieces of bark and dried leaves and chestnut burrs from the trees. The smoke chased the Captain, who was pilot of the craft, from side to side of the fire of burning logs. The cake began to give out blue smoke and was ready to be turned over. It was three feet across and two inches deep. All sorts of devices were suggested to turn it over. The Captain had not thought of buying a shovel to turn it. Then it stuck down to the iron like glue to a darkey's wool. The cake got cold and stopped smoking and the Captain got hot and steamed. Finally, in a fit of desperation, he swung the giant frying pan about him, knocking down all who could not get out of his way. Then he banged it against a tree until the bark fell off, the handle broke and pieces of half-cooked hardtack batter were scattered all over the company quarters. The good intentions of the Captain were fully appreciated by the boys, who sought the privacy of their tents rather than embarrass him in his efforts to do the occasion justice. There are times when a man can not find pious words enough to express his feelings and is compelled to use profanity in large doses.

That forever ended all efforts to do company coking. To the end of the war we lived in squads of two or

three, and in no other way could we have lived through the years and campaigns that followed.

Another very funny thing happened that day. The Captain of Company C was a rough old seadog, one of the best men in this world of good men. He caught one of Company E's men infringing on the rights of his company and sent the fellow home with a black eye and a bloody nose. Lieutenant Falstall, of E, resented the insult to his company and turned out a guard to arrest the Captain of C. It happened that the Captain was the brigade officer of the day and the Lieutenant officer of the guard. The loud vociferating of the Lieutenant attracted the attention of all the regiment, who turned out to a man to see the fun. The Lieutenant, with sash and saber, and six stalwart soldiers with bayonets fixed, proceeded to find the Captain and inform him that he was under arrest and must go to the guard tent. The Captain laughed, then grew mad and talked back; then at the presumption of the Lieutenant laughed again, telling him, in the language of a salt sea sailor, that he was a blanked blank fool—and much more to the same end. The Lieutenant, supported by his six men, fussed and fumed until a party of Company C boys came in to support their Captain, and the engagement became general. It began to look serious, when the Lieutenant-Colonel came upon the scene and parted the combatants, ordering them to disperse.

I refer to these incidents of camp life of the citizen-soldier, and the gradual transformation of the country and city boy to the trained and tried soldier of the ranks, for it took time, and it was a terrible experience that taught the soldier of the Union army how to take care of himself.

* * *

The regiment to which I belonged had been in the service less than four months when its full ranks of more than one thousand men were reduced to less than four hundred. Some had been killed in action, some had died of wounds and exposure, while many more were in hospitals ill with diseases contracted largely by their lack of knowledge in not knowing how to care for themselves.

Sheridan's division of the army was camped at Mill Creek, south of Nashville, in December, 1862, living in Sibley tents. On the 23d day of the month the issue of shelter tents was made, each enlisted man receiving one section or one full tent to each three men, that is, two sides and one end section, and instructions were given how to erect them. The next day at daylight the Sibleys were abandoned and the division fled out of the camps to the great highway and moved south.

It was a beautiful winter day and within a mile of the picket lines the advance guard came upon the enemy's outposts. We advanced into the country about ten miles, then retraced our steps to the old camps, tired and hungry, where we enjoyed next day our Christmas dinner of hardtack and bacon.

Then again the next morning, at

the bugle's call, the lines were headed south. On each man's back were his blanket, rubber poncho and section of tent. In his haversack were five days' rations of bacon, hardtack, coffee and sugar. With forty rounds of ammunition and his musket he had started out to fight as brave a foe as ever formed in battle lines. Mingled with the crack of the skirmishers' muskets came the occasional roar of the field artillery. Then a cold, pitiless rain came down to drench the men to the skin.

Off across the fields, through the woods and tangled brush, paying little heed to highways or byways, until nightfall forced a halt, the men rested in battle lines on the water-soaked ground, without fires. This was followed the next four days and nights, until the early morning light of December 31 found the most of Sheridan's division lying in the mud of an open field with empty haversacks.

All had gone well up to this point, but here could be seen, stretching forth beyond our lines, to the right, the lines of gray in the edge of the woods. There were Sheridan's thin lines in the open cotton fields. Still farther to the right was Johnson's division, a thin line of blue, with not a shovelful of earth or a rail thrown up for protection. Later in the war these two divisions would, under the same circumstances, have put themselves behind intrenchments, rails, stones, logs and Mother Earth, and any other thing that would have stopped a bullet would have been placed as if

The Old National Bank**GRAND RAPIDS, MICHIGAN**

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

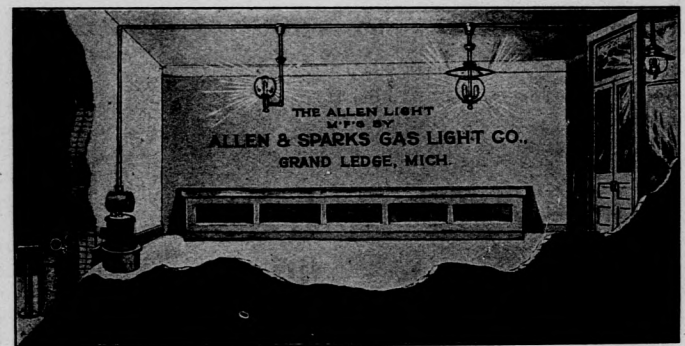
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Our financial responsibility is almost two million dollars—a solid institution to intrust with your funds.

The Largest Bank in Western Michigan

Assets, \$6,646,322.40

You have not seen the catalogue of the Michigan Business University. Send Hajids. You are not yet familiar with the best Michigan has to offer in the lines of Business Education. Send Hajids. Write first.



If you want the stillest running, easiest to operate, and safest Gasoline Lighting System on the market, just drop us a line for full particulars.

ALLEN & SPARKS GAS LIGHT CO., Grand Ledge, Mich.

Bossenberger's High Grade Assorted Unwrapped**Caramels**

Put up in 20 pound pails.

Will make your stock of confections more complete.

Price, 12 cents a pound

If your jobber does not handle them drop a line to



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

by magic in the dark hours of the night, but not so at this time.

With the first light of dawn came our foe out of the woods, at first far to our right, with flags waving defiance. With the shriek of shell and whiz of bullets came the shouts of thousands of men in front and flank. Those in front were sent reeling back into the woods, where they were under cover, but to the right Johnson's men were flanked and were fighting in squads or seeking shelter in the rear.

Here was where the intelligent American soldiers showed their superiority to the soldiers of any other country. Any body of European soldiers under the same conditions would have been thrown into utter and hopeless rout, but not so with the soldiers of this army.

In the din of battle orders could not be heard, but, as if under one impulse, lines were changed to the rear or at right-angles with the first lines and the advancing enemy charged upon with the bayonet. Here in the rush, leading his brigade, the gallant young General Sill was killed. The cotton fields were full of men, the blue and the gray, and the stars and stripes and the stars and bars were mixed like chessmen in a hotly-contested game. Colonels and other mounted officers went charging about the field, trying to get order out of pandemonium, until gradually another line was formed facing again at right-angles to the former line. The enemy had completely encircled the right of the army.

Hundreds on both sides were dead or wounded on the field. This was the kind of a fight that tries a man's courage. It is easy enough to fight with a full haversack and the enemy on the run but another thing when the haversacks and stomachs are empty and the enemy have you on the run. I know some men in this particular case who ran clear to Nashville, about thirty miles away. Only a few of them, however, did this. The remainder began one of the most desperate conflicts in the annals of the war. The division had lost half its strength. Brigade, regimental and Company commanders were lying with their men upon the fields; but there were left some to command. Bayonets were fixed on muskets and a charge was made into the midst of the foe that so checked them that a few minutes' time was gained until lines could be adjusted. Who can tell of the struggle in the cedars, where the conflict raged in an almost hand-to-hand struggle, which finally resulted in the defeat of the foe?

That night my Company was commanded by its Fourth Sergeant. The night before it had a Captain, an Orderly Sergeant and thirty men. Now, all told, there were but eight. Three months before there was a full hundred. And what of the eight men left that New Year's morning? There were less than one hundred men in the entire regiment—not enough to make a full Company; but they were all ready for the day's conflict, as well as the next two days, for Stone River was a battle of five days.

Joe Wheeler, who so gallantly defended the country's honor in Cuba, was then commanding the Confederate cavalry. He got on our line of supplies and ate our hard bread and bacon, and said it was very good. A few wagons escaped and came to us on January 2 with the first food we had had in nearly three days. To our remnant of a regiment came a barrel of salt pork and one of brown sugar—nothing else. As we could not build fires along our lines, we could not cook the pork; but, in my own case, it was cut into small cubes, thickly coated with the sugar and swallowed whole. I do not think there was even a kick when, the next day, some of the boys cut steaks from the dead horses about the fields and broiled them on the coals. And it was on this day that the men of the corps to our left charged down the slopes of Stone River into its icy waters, armpit deep, across and up its rocky banks, full into the enemy's forts, driving them in disorder back through the town, and the battle was won. It was a campaign of but ten days—days of rain, sleet and snow—half of the time with empty haversacks, all of the time tentless and fireless; and yet from the ranks came not a murmur.

Thousands had given their lives; other thousands were wounded and were sent jolting over the roads in army wagons to the hospitals at Nashville, while other thousands fell into the enemy's hands, to die of starvation in the prison pens of the Confederacy.

Charles E. Belknap.
(Continued next week)

How To Love a Girl.

All girls like to be loved, but they are not all alike, and care should be taken to discriminate among the many varieties.

In making love to an old maid, the preliminaries only are necessary. Give her a fair start, and she will do the rest. Remember that she is making up for lost time, and hold on tight, and shut your eyes. As long as she has taken the cue, don't fear the result. You needn't do a thing.

When she is young and innocent, with a frank, open-work countenance and with no experience, get up early every morning and watch her doorstep. There are others on the same trail, and if you wish to be an active member of the club, you must do your share of the work. If she accepts flowers and fruit readily, don't get too gay. This is only your privilege. And when you feel that you can not stand it any longer, tell her so, and leave the rest to her. She will be your teacher. You needn't do a thing.

With a widow, be calm and unmoved in the face of danger. You are in for it, and don't get rattled. Sit around where you can be reached and submit to everything. But remember that, so far as you are concerned, there is nothing doing. It won't be necessary.

If she is a tall, straight blonde, with lustrous eye and a large, open smile, don't allow your feelings to overcome you. Do the right thing, and wait.

She will see that you are well taken care of.

Or if she is any other kind of girl, it doesn't matter. Don't do a thing yourself. She will do the rest. No matter how slow you may be, have no fear of the ultimate result.

But be sure of one thing. Before beginning, get a million or so.

Tom Masson.

Total Depravity.

Once there was a shiftless man who found it such hard work to make a living that he decided to shift the burden of his support upon the State.

So he stole a watch and was sentenced to the penitentiary for one year.

But friends interested themselves in his behalf, and at the expiration of six months of his term the Governor pardoned him out.

"I wish they had attended to their own business," he said, as he went through the prison gates. "Now I've got to hustle for a living again. Besides," he added, with bitterness, "it's awfully rude to interrupt a man in the middle of a sentence."

Ah, yes! When a man takes his first step in crime there is no telling where he will stop.

Those who do evil have evil thoughts, worse than their worst doing. Those who do well have good thoughts, better than their best doing. If an evil thought comes sneaking into your brain, chase it out with a pure, strong, good one. That can be done, and it is the way to insure against evil deeds.

RUGS FROM OLD CARPETS
THE SANITARY KIND

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

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DISPLAY COUNTERS

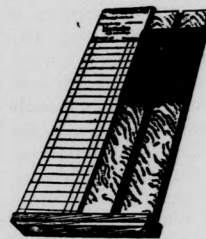
4, 8, 12 and 16 feet long.
Drawer back of each glass 6 3/4 x 13 3/4 x 20 1/2 inches



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

IN PLACE OF PINE.

The Coming Reign of King Corn in the Upper Peninsula.

Written for the Tradesman.

A well-known authority on things agricultural made a trip through the northern part of Michigan not long ago, for the purpose of investigating the condition and prospects of the farmers generally throughout the Upper Peninsula and the most northern sections of the Lower Peninsula.

It seems that he was well satisfied with what he found, for soon after his trip was completed he wrote a lengthy article for a livestock journal in which he made the claim that Northern Michigan offers as great opportunities to the settler as do the boom countries of the Great West, and in the discussion of the situation went on to say that the farmers of the southern counties who are dissatisfied with their lot would do well to look into the advantages of the northern part of their own State. This article has been printed by a majority of Upper Peninsula newspapers and the people have come to believe that they are on the eve of a great boom in agriculture and stock-raising.

One of the most important statements in the article was that the writer found corn growing in many localities. He further stated that he believed that within a few years the northern part of the State would be growing a fast-maturing kind of corn that would fill a long-felt want. This state of affairs, in his judgment, will be brought about by the gradual acclimatizing of the seed, as has been done in other sections of country. In regard to the raising of livestock, he claimed that the feeding season is not much longer than in the southern part of the State, so the future of grazing seems bright indeed.

The raising of corn in the extreme northern part of the State would mean more in a business way than most people realize. It would stimulate hog and poultry-raising and make it possible to increase the crop of fodder for cattle. Any person at all conversant with agricultural conditions in this country knows that the "corn line" is gradually moving northward. There seems to be no good reason why it should not, within a short time, reach Lake Superior. It is now claimed by Canadian experts that wheat can be raised successfully as far north as James Bay. If this be true it ought not to be long before agricultural scientists will be able to develop a species of corn that can be grown with profit as far north as the Big Lake. Corn-growing in combination with stock-raising would be more profitable than farther south from the fact that a better market is afforded. At the present time the bulk of the meat used by the cities in this territory comes from the West. The big meat concerns have warehouses in the northern cities from which they deliver Western-grown beef, pork and mutton. When the farmers come to raise more stock thousands of dollars that now flow in the direction of Chicago, Kansas City, Omaha and other packing house

centers will remain at home; and it will naturally follow that the rural classes will have more money to spend than now—the natural result in such a case is apparent.

One of the greatest hindrances to the agricultural district has been the "Lumber Jack," that gentleman of the mill and forest who has been described in song and story to a considerable extent in these later years. He won't farm. He works until he has on hand enough filthy lucre to make possible a "roaring good time," then comes to town to make things hum until his money is gone. Were it not for the gentleman from the tall and uncut, a goodly number of the ninety-six saloonkeepers of the Soo would have to go out of business in short order. The "Lumber Jack" is at home nowhere outside the precincts of the pineries. His number is decreasing, however, and with the coming of corn it is probable that one of the old-time types of Wolverine life will gradually withdraw from the stage.

The end is already in sight. Lumbermen have considerable trouble in finding men to go into the woods, with the result that the immigrant is doing much of the work. Employment agencies are kept busy scouring the country for woodsmen. The old-time red-shirted and mackinawed swinger of the axe seems to be disappearing, nobody seems to be able to tell where, with the result that the lumber camp of to-day is not what it was in the time when the "D. & M." was the only railroad crossing the State. The romance of life in the woods is gone. The song of the axe and saw is giving way to the lowing of cattle and the bleating of sheep. The coming of King Corn is announced in the same breath with which is proclaimed the passing of King Pine.

The lumber industry in Michigan is not dead, by any means, but it is beating a retreat before the onslaught of the plow, the reaper and the churn. The advent of the corn crop in the Upper Peninsula will serve to stimulate cultivation of the soil in all sections. The lack of it has been about the only drawback connected with farming in the northern counties.

And just as soon as the corn crop in the Upper Peninsula makes itself manifest, just so soon will the face of the map begin to undergo changes. At the present time there are few of what are commonly called "country towns" in the Upper Peninsula. There are settlements built up around saw mills, but they die as soon as the timber in the vicinity is cut and marketed. There are also small towns where railroads cross. But when the country fills up with farmers small towns will naturally spring up in numerous localities, for the farmer must have a trading center—notwithstanding the fatherly interest exhibited by the mail order houses that save him "40 per cent." on everything he buys! Stores will be started in these towns and the mercantile business will receive a stimulus as a result.

But all this will not be accomplish-

ed in a minute. The people of the Upper Peninsula need a James J. Hill to conduct a campaign of education regarding the advantages of their country. It is going to take years to develop Northern Michigan from the point where the "timber baron" leaves off. The growing of corn will make it easier, will create a better feeling, and it would seem that those in charge of the experiment stations conducted by the Department of Agriculture could not do too much along the line of developing the seed that is to make the successful culture of the crop a possibility of the not-far-distant future. Thousands of people are now awaiting hopefully for "the coming of King Corn." It can not come too soon.

Raymond H. Merrill.

In Front of Her Sash.

Mrs. Kenyon Cox, the artist, is fond of children. She has at her tongue's end a hundred anecdotes of children, and to this collection she is always adding.

Mrs. Cox entertained the other day a little girl of 5, the daughter of a noted painter. This little girl talked quaintly. She made an amusing companion.

Her sash came untied during her visit and she drew near her hostess.

"Tie my sash, please," she said.

"Can't you tie it yourself," said Mrs. Cox.

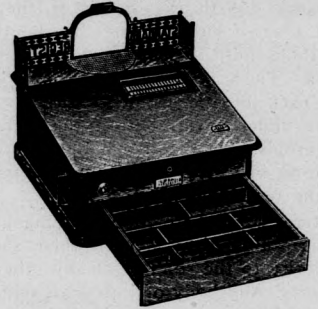
"No, indeed."

"Why not?"

"Because I'm in front," said the little girl.

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of Merchants, Salesmen and Individuals solicited.

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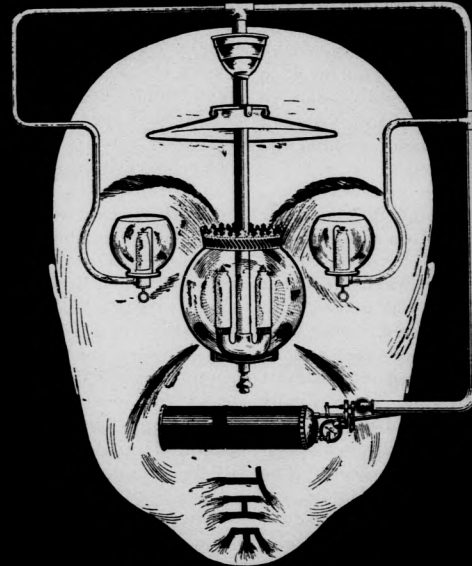
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THE WONDERFUL DORAN LIGHT.

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

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

DETECTING COUNTERFEITS.

Queer Slips Made by Forgers of Bank Notes.

"Don't take any bad money while you're out," is advice harder for the New Yorker to follow than for any one else in this country.

According to tables published in the current "Dickerman's U. S. Treasury Counterfeit Detector" there are thirteen different kinds of counterfeit national bank notes of this State, ranging in denomination from \$2 to \$100, to say nothing of the pony gold coins and small change. The bank officials of Massachusetts, which comes second on the list, only have to keep their eyes peeled for ten different kinds of native counterfeit bills.

Unless a man's an expert, he would have to carry a small chemical laboratory, a pocket tool chest, and a complete collection of United States currency, indexed for immediate reference, if he would be absolutely safe against bad money.

It would embarrass some folks, however, to hold up the box office line while they dropped acid on their change and counted the hairs on the buffalo in the five-dollar bills. The only protection afforded such people is that derived from a hasty glance at the color of the note and the workmanship on the portrait.

Judging from the description of counterfeit United States and treasury notes given in "Dickerman's Detector" the most general defects are in the portraits. Watch out for the evil eye, bad complexions, tousled hair and the shape of the nose; if you do it may save you money.

For example, if a two-dollar bill on which Jefferson has only one eye is offered to a man, he shouldn't take it. Neither should he accept a bill upon which a white streak runs across the iris of each of McPherson's eyes.

If McPherson's hair and beard have not been carefully brushed, or if he has a "staring look, and the head appears flat," have nothing to do with him. And above all things shun him if he has "many white spots on face."

Now for the ten-dollar notes. Be on your guard against General Sheridan under these conditions: When his "face has a moth-eaten appearance," when his "right eye and mustache are hardly visible;" when his mustache and chin whiskers "appear smoothly brushed" (they should be straggling and bushy); and last but not least, when the "right end of his forehead and right cheek is a mass of white patches."

Daniel Webster should be avoided on ten-dollar bills when his nose is flat.

In twenty-dollar bills keep an eye on Alexander Hamilton. If his "nose, instead of being round on the end, is brought to a sharp point," and if "his chin, instead of being double, is square," he is an imposter.

The man who takes a bill with the line of Benjamin Franklin's mouth and the opening of his ear too pronounced, may be out fifty dollars. He may find consolation, however, in the fact that indistinct tail feathers on

an American eagle might have cost him a hundred. If Admiral Farragut has too long a nose and his upper lip protrudes, that's also a sign that a hundred-dollar bill is bad.

As might be expected in a counterfeit, the figure of Justice in the \$500 kind is somewhat out of plumb. The scale she holds aloft is, very appropriately, slightly crooked.

In addition to this she is club footed, and her toes are too short. If further proof were needed, it may be found in the indistinctness of the lobe of J. Q. Adams' ear.

In the silver certificates even Martha Washington's complexion doesn't escape the hands of the despoiler. She receives mention among the one-dollar counterfeits as having "white patches on forehead and face."

On two-dollar silver certificates it is well to make sure that General Hancock's hair and mustache are smoothly brushed, for one counterfeiter has mussed them badly. Also be wary of William Windom, especially if his "eyes appear to have staring looks," or if his "cheeks appear sunken and his chin out of proportion."

General Grant is chief sufferer in counterfeit five-dollar silver certificates. In one case "two white patches appear on his lower lip, near left corner of mouth." In other instances "he looks pockmarked" and "has a moth-eaten appearance." One counterfeiter seems to have had all the instincts of a common thief, for in his production the "stud on General Grant's shirt front is missing."

Ten-dollar silver certificates are dangerous when Hendricks lacks a right eye.

On the twenties look out for Manning. Don't let the left side of his face press against the background too closely, and above all things see that his mustache is nicely curled. One bungler has sadly bedraggled it.

In the only described counterfeit of one-hundred-dollar certificates Monroe is the victim. His left cheek bone is missing, and this, as might be supposed, gives his face "a different expression."

Of course, the portraits on some counterfeit bills are not defective. With these, and in the case of coins, other methods are necessary for detection. But any one who thoroughly masters all the portraits on our currency will undoubtedly find it something of a help.—New York Sun.

Dangerous to Both Mental and Physical Health.

It has long been known that a man is not at his best for hard mental work directly after a hearty meal, but the real dangers of work under such conditions are perhaps hardly appreciated. The tension is increased not only in the arteries of the body, but also, in all probability, in those of the brain, and this makes it easy for a weakened point to give way.

We recently have had a striking instance of death from apoplexy occurring in a prominent physician while making an after-dinner speech, and the notable death of William Windom a few years ago, under sim-

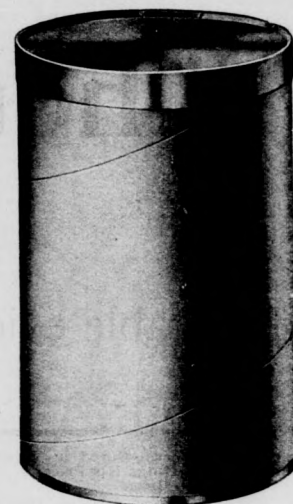
ilar circumstances, will be remembered. The dangers from this cause have not been recognized, but when we remember that these public banquets involve a pretty hard digestion of food and a consequent rise of blood presence, it need not be wondered at that sudden deaths from "apoplexy" during after-dinner speeches are often recorded.

Apoplexy is a well-known possibility of mental strain; the weak point may be unknown to the subject himself and not revealed by any objective symptoms. The individual may have passed a life insurance examination successfully only a short time before, as is reported to have been the case with the physician referred to, but the special stress becomes too strong for some point of weakness and the result is fatal. It is not work, whether mental or physical, that kills. Intellectual workers, as a rule, are among the longer lived, but special stress under certain circumstances, such as post-convivial occasions, when the normal tendency to rise of blood pressure in the peripheral circulation is most marked, may be disastrous.

Convincing reasons, with the force of earnestness running through them, are the only influences that make people part with their money for your goods or your services. Shouting, in superlative assertions barren of reasons, will attract their attention, most certainly, but getting their attention and getting their cash are two separate and distinct operations. Have you ever noticed it?

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

If you use this 1 lb. coffee box



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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 Paint, Tobacco, Preserves, Yeast, Pure Foods, Etc.

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

MEYER'S RED SEAL BRAND SARATOGA CHIPS

Have a standard reputation for their superior quality over others.



MEYER'S Improved Show Case

made of metal and takes up counter room of only 10 1/4 inches front and 19 inches deep. Size of glass, 10x20 inches. The glass is put in on slides so it can be taken out to be cleaned or new one put in. SCOOP with every case. Parties that will use this case will increase their sales many times. Securely packed, ready to ship anywhere.

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

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

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

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

Piles Cured

Without Chloroform, Knife or Pain

Indisputable evidence of the superiority of the Burleson Painless Dissolvent Method over all others

Suffered Twenty Years—Cured in Thirty Minutes—Now Brings His Friends to be Cured.

Wilcox, Mich., Oct. 10, 1903.
Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor:—
I was afflicted with piles for over twenty years and for the past six years had not been able to do any heavy work. I had tried many different remedies and several different doctors without any help. A friend called my attention to your treatment and advised me to take it. I did so and was cured in thirty minutes. I can not speak too highly of your treatment and would recommend anyone afflicted with this terrible disease to take the treatment without delay. It is practically painless and I was able to work the next day after the treatment. I would not be placed in the condition I was before taking the treatment for any amount of money. I expect to be in Grand Rapids next week and will bring a friend with me to take the treatment. Hoping that this will lead some suffering fellowman to find relief, I remain,
Gratefully yours,
M. M. Deake,
Postmaster and Dealer in General Merchandise.

A Pleasure to Answer Enquiries.

Grandville, Mich., Oct. 5, 1903.
Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor:—
I feel so grateful for what you have done for me I hardly know how to express myself other than say: Without any exaggeration whatever, that I have been saved from a fate worse than death. I feel that I have a new lease of life. It has given me new energy to cheerfully bear all other calamities that may fall to my lot in life to come.
I will cheerfully give in detail to anyone asking for it what I have suffered for years with one of the worst cases of piles it is possible for any person to have and how perfect and painless the cure. Please call on me at any time, Doctor, for reference. I am as ever,
Your grateful friend,
Mrs. Milton Velzey.

Suffered Twenty Years—Cured in 30 Minutes.

Millbrook, Mich., Oct. 8, 1903.
Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor:—
I wish to make acknowledgment of your successful treatment of my case. I suffered twenty years with protruding piles; you cured me in thirty minutes and I am now as sound as any man of my age in Michigan. I went to you against the advice of my physician and am thankful that I did.
I recommend your treatment to any person afflicted as I was.
Respectfully yours,
Wm. Bragg.

No Faith in Salves and Ointments. Speaks From Experience.

PALMITER, THE CLOTHIER,
Phone 40-2 rings.
Good Clothing Ready to Wear
Custom Made.
Furnishings Too.

Hart, Mich., April 13, 1903.
Dr. Burleson cures piles. I suffered for ten years with a most painful case, tried all sorts of salves and ointments without relief, to say nothing of cure. I do not believe these patent mixtures ever cured a genuine case of piles. Dr. Burleson has cured me completely and I have every reason to believe in him and his method of treatment.
H. J. PALMITER.

Took 50 Treatments Without Benefit. Cured in 30 Minutes by New Method.

Grand Rapids, Mich., July 1, 1903.
I suffered for years with a bad case of protruding piles and prolapsus, which disabled me so I was unable to work a good deal of the time. I could get no relief at home (St. Louis, Mich.) so decided to go to Grand Rapids and be treated by a specialist. On inquiry I found a rectal specialist, who claimed to cure piles by what he called the injection method. I consulted him and he assured me that he could effect a cure. So I commenced treating with him, continuing same twice weekly for about six months. He used the injection method, until it could be seen to be an absolute failure. He then claimed that he knew about the use of electricity and so he tried that for a few weeks, with no benefit whatever, until I got disgusted and began to give up all hope of being cured. With all these treatments I had not received a particle of benefit. At this point I thought I would go and have a talk with Dr. Willard M. Burleson, the Rectal Specialist, and he told me that he could easily cure me and that it would cost me nothing until I was satisfied that I was cured. He treated me once by his New Painless Dissolvent Method and to my great surprise and joy he cured me and I have not had a sign of prolapsus or protrusion since.
I do not know whether the fault was in the man or the old-fashioned injection method, but in my case I know that both were dismal failures. I took about 50 treatments by this old-fashioned method with no benefit whatever, and Dr. Burleson by his New Method completely cured me of all protrusion and prolapsus in one treatment lasting about 30 minutes. If I had gone to Dr. Burleson in the first place and received honest, intelligent and up-to-date treatment I would have been saved six months of suffering and the annoyances of about 50 useless treatments.

I had an extremely bad case and Dr. Burleson's pronounced success in my case leads me to believe that he will have but few failures.
Dr. Burleson accomplished much more than he promised in my case, while the doctor who used the injection method promised everything and accomplished nothing.
W. A. GREEN,
197 Mt. Vernon St.,
Grand Rapids, Mich.

Fremont, Mich., June 20, 1903.

Dr. Willard M. Burleson, Grand Rapids, Mich.

Dear Doctor:

You are welcome to use my name in any capacity in which it will do good. I suffered for years with protruding piles and you cured me in one short treatment by your New Painless Dissolvent Method. I was in a very precarious physical condition when I went to you to be treated, but my health and appearance have so much improved that my old friends are surprised. I have advised numerous friends to call on you and will do so from time to time as opportunity presents itself.

I feel confident that you have the only treatment for this class of trouble. I had been advised by surgeons, in whom I had confidence and supposed were up-to-date, that the only way I could be cured was to have them cut out. However, I know better than this now.

Thanking you for the great service you have rendered me, I am, yours truly,
GEO. E. HILTON,
Postmaster.

P. S.—I expect to be at your office Thursday, with a friend for treatment.
G. E. H.

Suffered Ten Years—Cured in One Treatment.

Petoskey, Mich., Oct. 12, 1903.
Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor:—
I have no reason to believe that I am not perfectly and permanently cured of my piles by your treatment. I suffered all the tortures that accompany these conditions for eight or ten years, and tried a number of different remedies, but still suffered. Last June I heard of your wonderful success in curing Rectal Diseases and went to Grand Rapids and was treated on July 6th last. The treatment was painless and caused me no inconvenience and I have had no trouble with piles since that treatment, and, it is needless to state, am well satisfied with the results.

It gives me great pleasure to recommend your treatment to my afflicted friends. I am,
Yours truly,
Thomas Quinlan,
Real Estate and Insurance.

Felt That He Was Condemned to Death.

Fremont, Mich., Oct. 5, 1903.
Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor:—
I hardly know how to express the gratitude I feel towards you for the great service you have rendered me. I never realized that piles could cause so much disturbance, and make such a complete wreck of a man. When I went to you for treatment I was in a pitiable condition; I could not sleep nor could I think, my back ached so bad that I was in misery all the time; I was unable to attend to business and felt that I was a doomed man. I felt like a man condemned to death. I had very little hope, and the horror of submitting to a barbarous surgical operation aggravated my nervous condition not a little. Every doctor whom I consulted before coming to you could advise nothing but the knife and if they had recommended the gallows I would have accepted it as cheerfully.

I had heard of your wonderful cures of Rectal Diseases and resolved to consult you. Your diagnosis was ulceration and hemorrhoids, and I began to improve both locally and in general health as soon as you commenced treating me and soon my hope began to return, and in about two weeks you had the rectal trouble cured and I could see that I was on the road to rapid recovery. My improvement has been phenomenal and I am to-day as well as I ever was. I have recommended many others to go to you to have rectal troubles cured and you have been equally successful with them all. Your treatment caused me no pain or inconvenience whatever and my case was an extremely severe one.

I believe your fame is assured; and in a few years your reputation will be national. I am,
Gratefully yours,
Wm. Hilton,
Wm. Hilton & Co., Lumber, Lime and Cement.

A Bad Case Easily Cured.

Grand Rapids, Mich., April 25, 1903.
Dr. Willard M. Burleson easily cured me of a very bad case of piles. I was so bad that I could not work for a week at a time. I suffered all the tortures of the damned. I had piles just about as bad as any person could have them and my experience demonstrates to me that Dr. Burleson and his New Painless Dissolvent Method are a decided success. The treatment causes no pain or suffering, but it does the business.

JOHN SEDARD,
84 Center St.

Came All the Way From Florida.

Orlando, Fla., Oct. 6, 1903.
Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor—It gives me pleasure to thank you for the many courtesies, kind attention and careful treatment received while under your care in Grand Rapids a month ago. And for the benefit of others afflicted as I was, I would add my testimonial to the many others, the reading of which led me to go two thousand miles to get your treatment. I have been troubled with piles for about twenty years. After much suffering I was treated five years ago by the "Injection Method," which nearly resulted in my death and left me worse than before. I grew steadily worse until last spring, when I found myself about exhausted both physically and financially and having no alternative but the knife, I again submitted to the "Injection Treatment," with the result as at first. For three weeks after this treatment there were times when, for hours, I was in an agony of pain, and thought I should die, but the Lord graciously raised me up and soon after, as I believe, put it into the mind of a friend to send me Dr. Burleson's pamphlet telling of his treatment. It is now a little over one month since I took his treatment by electricity. I reached home one week after the treatment and have been hard at work for nearly three weeks. Were I ten thousand miles away and had a case of piles, I would try and get to Dr. Burleson, and I advise you who are suffering to do the same. I will gladly answer any enquiries.
Yours respectfully,
J. B. Finley.

Suffered Sixteen Years.

Fruitport, Mich., Oct. 17, 1903.
Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor—After three treatments by you I feel like a new man—better than I have for years. I suffered with the bleeding and protruding piles for the last fifteen or sixteen years. I suffered something awful and could not work most of the time. Now for months since you cured me I can do as good a day's work as I ever could. At the time I went to you for treatment I was so bad that I could not do anything at all. I am,
Ever your true friend,
Walter Carrick.

Cured in One Treatment.

I suffered for eight years with protruding piles, which at times bled profusely; was so bad that I was in misery all the time. Could not do any work without having them come out. I had to put them back about every ten minutes when I was trying to work.
I was cured in one treatment by Dr. Willard M. Burleson, by his painless dissolvent method. I have not been troubled at all since that one treatment and have every reason to believe that I am perfectly cured.
C. N. Tubbs,
Contractor and Builder,
311 Junction St., Grand Rapids, Mich.

In Bed Eight Weeks Following Knife Operation—Was Soon Worse Than Ever.

I was terribly afflicted with protruding piles. Had knife operation six years ago, suffered terribly and was in bed eight weeks. Was soon worse than ever. I am now well, however, having been cured by Dr. Burleson's New Painless Dissolvent Method. Did not suffer any and was not in bed one day. Foolish to suffer when you can be cured so easily.
H. D. DAVIS,
Belmont, Mich.

Told That Dr. Burleson Was a "Fake."

A. J. WHITE,
General Merchandise,
Bass River, Mich., April—1903.

Dr. Willard M. Burleson, Grand Rapids, Mich.

Dear Doctor:

I suffered for fifteen years with a very aggravated case of piles and kept getting worse until I was almost a complete physical and mental wreck. I lost thirty pounds in weight and was so nervous that I was unable to sit still for more than a few minutes at a time or sleep more than two or three hours a night. I would go to bed about midnight and would sleep a troubled sleep for about two hours, when I would wake and would have to get up and walk. In two weeks I knew every street sign and every night policeman in Grand Rapids, where I was at a sanitarium being treated for my nervous condition. Before coming to you I got no benefit whatever from the treatment, but from that time on I commenced to improve and in about four weeks from the time you first treated me I was a well man physically and mentally, and to-day weigh more than I ever did before in my life.

I had been advised that I could not be cured without a surgical operation and taking chloroform, and one of Grand Rapids' oldest physicians and surgeons went so far as to tell me that you were a "fake."

As every physician whom I talked to about my case wanted to use the knife, I am satisfied that you are far in advance of any of them in the treatment of these troubles, as you cured me easily and quickly without any pain and without the use of chloroform or knife, and caused me no inconvenience whatever.

I feel very thankful for what you have done for me. I think I was in a fair way for something worse than death.

I am gratefully yours,

A. J. WHITE.

The above shows how little dependence can be placed in the word of some physicians when asked for an opinion of a brother practitioner. All physicians are not so unprincipled, however, as there are many honorable men in the medical profession. Think of trusting your life in the hands of such an unscrupulous person.

A Well-Known Druggist Easily Cured, After Failure of Every Known Remedy.

Grand Rapids, Mich., April 25, 1903.

After suffering the most intense agony for years with a very severe case of piles and trying every remedy known to medical science with no relief and getting worse all the time, I was easily cured by Dr. Willard M. Burleson by his New Painless Dissolvent Method, without any pain or inconvenience or losing one day from my work.

I was in a terrible condition and on the verge of physical breakdown. From my own experience I know that Dr. Burleson's treatment is everything he claims for it, and language cannot be made strong enough to praise it as it deserves. No person can speak honestly of this wonderful treatment without recommending it. It is a Godsend to those who have this terrible affliction.

FRANK ESCOTT,

With Geo. L. Warren, Druggist, 75 Canal Street.

Gives Testimonial for Humanity's Sake.

I was afflicted with the piles for over thirty years and have suffered terribly from this horrible complaint. For the last three years my suffering had been severe and I have used a bushel of "Sure Cures," without any relief whatever. Last spring I happened to see Dr. Burleson's advertisement in the paper and called upon him a short time after, took treatment and must say the benefit received from one treatment was almost beyond belief. It hardly seems possible to me, even now, that piles can be cured so easily. I heartily endorse his method and will always have a good word for it, either at home or abroad.

I dislike to have my name appear in public print, but I feel as though it would look a little cowardly and unjust to withhold it; if it will only do you and suffering humanity some good, I will stand the publicity part. With best wishes, I am,

Respectfully yours,
D. L. Harden,
Newaygo, Mich.



Willard M. Burleson, M. D.

Rectal Specialist.

Originator of the New Painless Dissolvent Method of Treatment for the Cure of Piles and all other Diseases of the Rectum.

103 Monroe St.

Charges and Terms

My charges are always reasonable and are for a complete, permanent and guaranteed cure. The exact amount can only be determined upon a complete examination. Any person who is not prepared to pay the entire fee at once will be allowed to make payment as his convenience permits.

Any person who is too poor to pay will be cured absolutely free of charge and will receive as careful attention as though he paid the largest fee. I want no person to be kept from the benefits of my wonderful discovery for financial reasons.

Write any of the people whose testimonials appear here and ask them if they were satisfied with my charges and terms.

The Method

I cure Piles by a NEW PAINLESS DISSOLVENT METHOD, which is my own discovery, no other person using it or knowing what it is. No hazardous operation of any kind is employed and no knife or chloroform used. Many bad cases are cured in one painless treatment and few cases require more than two weeks for a complete cure. THE PATIENT CAN ATTEND TO BUSINESS DURING THE COURSE OF TREATMENT.

I have a booklet explaining my method more fully than I can explain it here, and I am pleased to send this booklet to anyone who will ask for it.

Any sufferer solicitous for his own welfare would not think of submitting to any other method of treatment, after investigating my Painless Dissolvent Method for the cure of Piles and all other Diseases of the Rectum.

SEND FOR BOOKLET. IT CONTAINS MUCH VALUABLE INFORMATION.

How to Find Out

Ask some one who knows, some one who has been cured, some one who has tried everything else without relief. Write to any of the people whose testimonials appear here. They will tell you truthfully of their experience and without prejudice.

Don't ask some one who knows no more about it than you do. Don't ask some doctor who is trying to get you to submit to the knife. He is all one-sided and can see nothing but the knife and a small prospective fee. The experience of A. J. White, as told in his testimonial, is a good illustration of this. He investigated for himself, however, and then did the only thing any sensible person could do—come to me and was cured without submitting to a barbarous surgical operation.

Any person who investigates honestly and carefully would not think of submitting to any other method of treatment.

Guarantee

I guarantee to cure piles and all other diseases of the rectum or accept no pay for my services. Any person who doubts my ability to cure need not pay one cent until satisfied that I have done all I claimed. IF I FAIL THERE WILL BE NO CHARGE. I REQUIRE NO DEPOSIT OR WRITTEN CONTRACT.

Write and ask any of the people whose testimonials appear here if my guarantee is not good. If your trouble ever returns after I cure you, I guarantee to cure you again free of charge.

Bad Case of Piles For 20 Years—Cured in Less Than One Hour.

Grand Haven, Mich., April 11, 1903.

After I was troubled with piles for over twenty years and on December 10, 1902, they became so bad I had to give up work and was confined to my bed for three weeks, a friend who had been cured of piles by Dr. Willard M. Burleson called to see me and advised me to go to Grand Rapids and consult with the doctor with a view to being treated. On January 3, 1903, Dr. Burleson gave me a treatment that completely cured me. And only think, in less than one short hour's treatment I was relieved of years of suffering. And without loss of time, as I was able in a very few days to attend to my business as usual. I cheerfully recommend Dr. Burleson's method of curing piles and other rectal diseases and am satisfied that anyone troubled with either will never regret being treated by him.

CHARLES E. STEARNS,
R. F. D. No. 1.

Cure Effected So Easily and Quickly That She Can Hardly Believe She is the Same Person.

I was afflicted for nine years with protruding bleeding piles, which were so bad that I was unable to be on my feet more than a few minutes at a time. I went to Dr. Burleson and two days after the first treatment by his New Dissolvent Method I started to work and have been on my feet continually ever since, and have suffered no inconvenience whatever. One week after the first treatment I took the second and last treatment, which resulted in a complete cure. The cure was effected so easily and quickly and the change in my condition so great that sometimes I can hardly believe I am the same person. I did not bleed any after the first treatment.

MRS. M. L. SUMNER,
190 Clay Ave., Muskegon.

Piles 30 Years, Six Surgical Operations Without Relief—Cured in 30 Minutes.

Hart, Mich., April 10, 1903.
Dr. Willard M. Burleson, Grand Rapids, Mich.

Dear Doctor:

Last June I went to you for treatment for piles, from which I had suffered for 30 years. You operated only once and cured me, whereas I had been operated upon six times before and not cured, but kept getting gradually worse so that it seems that your method is at least six times as effectual as the others. It is all right, as I know from actual experience. I am very thankful and shall do all I can to have my afflicted friends go to you for treatment, as the method is so nearly painless and at the same time is a sure cure. I remain, Yours thankfully,
E. S. REED.

Had Piles Forty Years—Cured in Thirty Minutes—No Money Until Cured.

The Crosby & Beckley Co., Wholesale

Hardwood Lumber,
Michigan Hardwoods.

Eastern Office, New Haven, Conn.
Delta, Mich., April 11, 1903.

Dr. Willard M. Burleson, Grand Rapids, Mich.

Dear Doctor:

I can cheerfully add my testimonial to your list. You accomplished all you claimed to do in my case. Really I felt that I must take time and see for myself whether your work was a success, but I must confess that I cannot see any signs of returning trouble. I have had piles since 1864, while in the army, and I have tried any amount of remedies. I finally made the assertion that people might claim what they would, I claimed there was no permanent cure for piles, when once fairly hold of a person. I was advised to see you by one who had been cured, and I permitted you to treat me more as an experiment than anything else. You left it all to me to decide whether I was cured or not. You told me I need not expect a miracle; I had been 40 years getting into the condition I was in, and I ought to be satisfied to get out in one year. It has been only about two months now and I am nearly through with all looseness or protruding when having a passage. I expected to need two or three treatments, but the longer I wait the more I am convinced I am cured now with only one treatment. I cheerfully recommend all sufferers with any kind of piles to visit you and get cured. You are a success; there is no question about it.

Yours very respectfully,

A. C. CROSBY.

Had a Sad Experience.

Ludington, Mich., Oct. 12, 1903.

TO WHOM IT MAY CONCERN—

One year ago to-day I was operated on at a private hospital, not a hundred miles from this place, for piles. They used the ligature method. I suffered all the tortures of the damned for nearly two weeks after the operation and did not receive any attention or treatment to aid in healing the sores in the rectum caused by the operation. The only relief I got from pain for three weeks was lying on a hot water bottle. At the end of three weeks I decided to take the case in my own hands, and in the meantime, having heard of Dr. Burleson and corresponded with him I had a brother Odd Fellow go with me to Grand Rapids.

An examination by Dr. Burleson, and witnessed by the brother who attended me, and who is in a branch of the medical profession, showed that ulcers had formed where the tumors had been tied and sloughed off. I received seven or eight treatments from the doctor and he fitted me out with appliances and ways of treatment that I could follow at home. The time taken in healing the ulcers was longer than if I had stayed at Grand Rapids and let the doctor treat me each day, which I think is the better way if one has the time to do it.

Had I known of Dr. Burleson's method of treating such diseases ten days sooner, it would have saved me nearly two months of time lost, over \$100.00 in money and such suffering as is only known by those who have passed through it. I am satisfied that if I had gone to Dr. Burleson at the time I went to the hospital, I would have been at work in two weeks, saved at least \$50.00 and the cure would have been practically painless.

In 1891 I spent about \$160.00 with a doctor who tried to cure me with the "Injection Method." I was shortly as bad as before.

I can honestly recommend Dr. Burleson to any sufferer from rectal troubles. He will cure you speedily and painlessly and will not want all you are worth to do it.

Dear Sufferer: DON'T let anyone torture you to effect a cure when it can be done in a painless way.

Yours in sympathy,
Elvi D. Cribbs,
206 W. Loomis St.

Suffered Nine Years—Easily Cured.

WIGTON HOUSE,
Rounds & Foote, Proprietors.
A Fine Brick Building Lighted by Electricity.

All Modern Improvements.
Hart, Mich., April 14, 1903.

After suffering with piles for the last nine years, I have been cured by Dr. Burleson's Painless Dissolvent Treatment.

W. A. ROUNDS.

Dr. Willard M. Burleson

Rectal Specialist

103 Monroe Street, Grand Rapids, Mich.

Preparations For Spring Trade in Shoes.

The week preceding Easter Sunday is a most important one in the calendar of the shoe merchant. It marks the opening of the spring selling season; the awakening of trade from dreary dulness to accelerating activity. New hope and greater ambition are aroused. However, to obtain the best results and the greatest enjoyments on this occasion much labor must be performed in the meantime. The new stock, or most of it, has probably already been bought, and all that remains to be done is to mark the cartons and place them on the shelves. The stock carried over from a year ago should be taken down, each pair of shoes rubbed with a polishing cloth, and fresh labels placed on the cartons. The store should be cleaned from ceiling to cellar, and from the outside front to rear. If new paint or paper is needed it should be applied before the busy season begins.

This is also a good time to obtain new furniture or fixtures, or both, if such a policy is deemed advisable. The advertising can also be prepared in advance.

No doubt the above suggestions regarding preparations for the spring trade have already been considered by the majority of merchants; nevertheless they are worth a second thought. Perhaps a more vital question with most of us just now is ways and means of stimulating trade during the intervening weeks. Various plans have been outlined in these columns from time to time, and the experiences of numerous merchants have been recounted. A scheme for St. Valentine's day has been brought forward by one writer, and it is reproduced here in hope that someone may find it beneficial:

"Now that Valentine's day is drawing near, and more or less attention is given to this event by the young people, why would it not be well to use it to advantage in drawing attention to your shoe department? There is no doubt about the influence of the younger members of the family when it comes to shoe buying. Secure a list of the names of the little folks in this manner: Place an attractive valentine in your window with the announcement that it will be given away to the person who guesses nearest to the number of nails in a shoe, which is also placed in the window. As each child comes in to register the guess, take the name and address. Of course the contest must close the day before Valentine's day, so that the winner can send the prize to his or her 'Valentine.' As soon as you can make an estimate of the number of names you can secure by the guessing contest you can order the amount of valentines to cover this list. Very pretty ones can be had in quantities at from one to three cents each, and can be found at the notion stores in large cities. These are folded so that the back side is blank. Send them to your printer and have a neat card printed on them. Mail these to each of the names on your list. This will

cause no small amount of publicity, trifling as it may seem, and the youngsters will not forget you when the next pair of new shoes are due."

Schemes of this character are almost certain to bring in some trade. In fact business can be stimulated at any season by advertising in various ways and offering attractive inducements. Every merchant should try to develop an individuality in his methods which will not only attract attention, but at the same time familiarize the public with his name and goods.

The greatest danger is that of getting into a rut. The easier way is seldom, if ever, the better one. The most successful merchants are those who devote the most time to the study of plans for making new customers. The exclusive shoe dealer is compelled to meet so much competition that he can not afford to let pass any opportunity for the betterment of his establishment. Unfortunately, a great many merchants have an exalted opinion of their ability, and are disposed to look upon suggestions made by others, unless the same conform with the views held by themselves, as worthless. Business men who succeed have long since discovered that valuable helps can be obtained from an exchange of ideas with others.—Shoe Trade Journal.

The Funny Booby Bird.

The booby bird, an oceanic fowl, is probably the funniest and most stupid bird in the world. It appears to have as little intelligence as the old extinct dodo had, according to the ancient accounts.

The booby nests on islands far out in the Pacific ocean, and will not stir out of the way when men land there, but remains squatted on the ground, staring at intruders stolidly.

It can fly very well indeed, and goes long distances, but when it is sitting on the water it will remain directly in the course of a ship, so that it happens often that a steamer will go clear over a booby that could easily have swum or flown out of the way.

Sometimes booby birds fly on the

deck of a ship, and lie there with their legs sprawling under them, making no attempt to rise, as if their bewilderment had quite numbed their weak intellect.

The booby does not feed its young as other birds do, by carrying food to them in its bill. Instead of this the booby swallows the food, and then the young bird thrusts its head into the throat of the parent and fishes the food out.

When two young boobies are hatched in the same nest the one that is out of the egg first will often attempt to eat its younger brother or sister.

When a shot is fired at a booby bird it generally falls down flat on the ground and screams pitifully, even if it has not been hit at all, so that it happens frequently that a gunner gathers in, entirely unhurt, booby birds that have simply been frightened into helplessness.

No Need of Camphor Tree.

Artificial camphor is the newest chemical ingredient, and while it will not be of much service in keeping moths out of woolens it may reduce the death rate among employes who insist on thawing out frozen nitroglycerin and dynamite.

The new compound is the discovery of E. Caleberg, of Lank-on-Rhine, Germany, and, according to the report of Consul General Hughes, at Coburg, Germany, is pure chlorohydrate of terebinth and will be useful in the manufacture of safety explosives.

It is soluble in nitroglycerin, diminishing greatly the maximum temperature reached during explosions, and it further lowers the freezing point of this powerful explosive to a marked degree.

Nitroglycerin containing from 3 to 5 per cent. of the chlorohydrate solidifies at ten to fifteen degrees C., the product being a gelatin dynamite of improved quality, while the pure solvent in nitroglycerin dissolves in the cold every kind of guncotton, including the so-called insoluble varieties.

Do It Now!

Any question of

Law

on any subject answered for \$2 by the highest legal talent.

Ratings

The financial standing of any firm or person in the U. S. \$2. OUR REPORT enters into the individuality of members of a firm and its methods of doing business.

Book-keeping

Any question of book-keeping relating to opening or closing of books. Partnership accounts. Loss and gain statements or any branch of the business answered or explained for \$2 by experts in the work. Correspondence solicited. Strictly confidential.

National Law and Record Association

211-212 Tower Block
Grand Rapids, Mich.

THE "OLDSMOBILE"



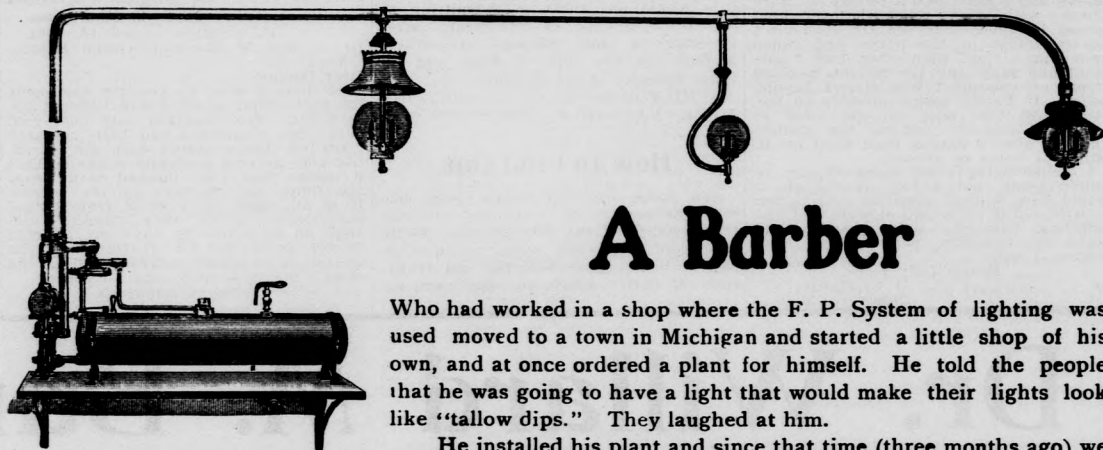
Delivery Wagon, \$850.00

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

If interested, write for special circular.

ADAMS & HART

12 and 14 W. Bridge St., Grand Rapids



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

Old Superstition Exploded by Medical Authorities.

Can a cat really suck the breath of a child?

We have always heard that it could. Away back in early childhood we distinctly remember of frequent warnings to look out for the cat. Do not allow the cat to get into bed with you. Especially to get into bed with the baby, as it is liable to suck the baby's breath, which would cause the baby to die.

Is there any foundation for such a notion as this? We never could discover any real meaning to the belief that a cat can suck the breath of a child. Indeed, the sentence is totally unintelligible.

What is meant by sucking the breath? It may be true that the cat, attracted by the breath of a child who had recently been nursing, might attempt to interfere in some manner with the child's mouth. In young cats the impulse to nurse might be excited by the smell of the child's breath. It is barely possible that the cat might be seized with a desire to bite or devour the child's lips or tongue, lured on by the smell of milk. We are not in a position to deny these possibilities. Maybe they are true.

But not any of these suppositions furnish a basis for the statement that the cat is liable to suck the child's breath. We have always heard this statement with a shudder of horror. It seems to convey some weird, horrible tragedy that can hardly be im-

agined. But it is a mere fancy, the origin of which is hard to explain.

Yet we would advise mothers to be careful about leaving the infant with a cat. We do not favor the idea of cats sleeping with children. Nor do we favor the practice of children playing with cats, handling them, mopping them around the floor, fondling them, dressing them up as dolls. It is not good for the cat. It is not good for the child. Neither cats nor dogs ought to be treated in this manner. They are all right in their place, but they are not fit for playthings.

If the superstition that a cat can suck a child's breath has operated as a preventive to mothers allowing their children to play with cats it has served a very good purpose, but such childish notions are hardly compatible with mature reflection. It is one of the old wives' fables which may have served a good purpose, but it is too ridiculous for repetition. There are other and better reasons why the cat and baby should not be left together than the vague, unintelligible fear that the cat will suck the child's breath.

Pausing at the Gate.

"Come in," said St. Peter.

"Wait," said the walking delegate, pausing to listen to the music of the golden harps, "first I want to know if them musicians has union cards?"

"That settles your fate," said St. Peter, "the place for devils and walking delegates is down, below." And he slammed the gates of Heaven with a bang.

Inventions the World Has Lost.

Some of the most notable triumphs of human effort and thought have either never seen the light or have failed to reach the practical stage in which they would have become an important factor in progress, says a writer in T. A. T. Many inventors have been too poor to perfect their ideas; others have given up in sheer despair at the want of practical encouragement from an incredulous world; others have died, taking their secrets with them.

Thus Dawson, the famous American inventor, was thrown into prison for killing his son-in-law, and refused to divulge his secret process of hardening copper and making it equal to Damascus steel, and his secret will probably be lost to the world forever.

The late Colonel Ford, who died a few years ago in Denver, Colo., furnishes a still more striking example of the tenacity with which inventors cling to their ideas, and also of the strange fatality which appears to dog their footsteps. The head chemist of the great Carnegie steel plant remained night and day at Ford's bedside during his last illness, and stood ready to give him millions of dollars for his secrets, but the offer came too late. Ford died without speaking. He had worked twelve years on a process for testing ore of a smelting grade without smelting it, and had achieved his object with brilliant success, being able, by the use of a few inexpensive chemicals, to extract gold from ore of any

richness without the employment of the present expensive process of smelting it.

He guarded his secret with the utmost care, conducting all his experiments in his own room, and making a confident of nobody. When certain that he had perfected his process, Ford wrote to some of the great metal manufacturers, and, as a result, the head chemist of the Carnegie firm hurried Westward, armed with full authority to pay a fabulous sum for the secret. Ford would not reveal the method of his process, but permitted the results to be watched. Hundreds of pounds of ore were taken to his room, and he quickly extracted the gold from it at a comparatively trifling cost. The chemist gauged at once the marvelous value of the secret, and drew up a contract on the spot which would have given Ford an annual income of \$20,000.

But fate intervened. The day on which he was to divulge his secret Ford's brain gave way under the twelve years' strain, and a stroke of apoplexy, from which he never recovered, rendered the execution of the contract impossible, and his secret was buried with him in the grave.

A Proof.

Crawford—I suppose you're a big man in your wife's estimation.

Crabshaw—I must be. The slippers she made me for Christmas would fit a man twice my size.

Failure is a spur while success may be a snare.



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

\$35,000,000 Counted Daily by "NATIONALS"

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.

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. Sawad in MICHIGAN TRADESMAN.

Name _____
Address _____



Respect the Rights and Privileges of Other People.

There are times, I suppose, when all of us are filled with envy of Adam before Eve was created, because he had the world to himself. There was nobody to interfere with him. Nobody to contradict him. No one with whose ways he had to put up, and life with him must have been one glad, sweet song of untrammelled freedom, such as we may never know.

Of course, this mood does not last. We are bound to have companions, if for nothing else but to have some one to complain to, but there is no denying that most of the burdens of existence are laid upon us unnecessarily, unwittingly and unconsciously by the people with whom we live. It is true that we get good and even with them by the discomforts that we make them suffer by our peculiarities, but there are few more pathetic things in the world than to think that most of us exist as kind of social mustard plasters whose chief mission in life seems to be to irritate and raise a blister on our fellow-creatures.

Personally, I am a believer in Henry George's single tax theory, only I would amplify it so as to give everybody a ten-acre lot and fence 'em in it. This would give us all elbow room and protect us from the people who make themselves gratuitously offensive. Unfortunately in the present state of semicivilization this is impossible. We are all herded together like sheep in a pen, and there is no way to keep people from dancing on our corns and treading rough-shod over our sensibilities.

This being the case—life being a jam instead of a desert island, and each of us being one of the multitude instead of a Robinson Crusoe—it does look as if we might enter into some sort of a mutual protective organization in which we would agree to keep off of other people's grass if they would keep off of ours. This is far enough from being the case. Each of us lives his life as if he, or she, were the only person in the universe, and the absolute disregard we show for other people's comfort and pleasure is simply appalling.

Not many of us are consciously human hogs. We are simply swine without knowing it, bent on getting the best of everything for ourselves and doing as we please without reference to anybody else's pleasure or comfort. The man at the theater, for instance, who makes a whole line of women get up twice between every act to let him go out and get a drink, who musses up their pretty frocks by crowding by them and tramples on their feet, does not consider himself a brute. Neither does the musical gentleman who hums the score of the opera in your ear so that you can not hear the singers on the stage.

No more does the intelligent lady

who opines nobody but herself has sense enough to understand the plot of the play, and who explains the situations in a loud and audible voice to everyone within a radius of six seats, think of herself as an educated pig. Neither does the woman who meets a friend in the aisle after the play is over and the audience rushing for cars, and who blocks the procession while she explains why her cook left and gives a circumstantial account of the baby's teething. In reality all of these people are good, kind, conscientious individuals who desire to do right by their neighbors, and they would be shocked to know how uncomfortable they make life for the remainder of us and how gladly we would poison them like any other pests of the household if we only dared. For my part, a man never climbs over me at the theater when I have on my best frock, that I do not hope that the bartender will put a cute little pinch of prussic acid in his cocktail by mistake.

Honestly and seriously, do any of us ever sit down dispassionately and think how disagreeable we make things for the people with whom we live and who have no way of escaping us? Do we ever take stock of the little ways and peculiarities in which we indulge and that are simply so many crosses on which we crucify those we love? For the misery of life is not made up of big things; it is made up of trifles. Most of us are given courage to bear a great sorrow. The things that reduce us to skin and bones are the little fretting grievances, and there can surely be nothing else so sad as the fact that the people we would die to save we make willing to die themselves by our little wearing, wearying idiosyncrasies.

For example, there is family curiosity. Of course, we excuse this to ourselves by saying that it is because we love John or Mary that we want to know everything they do, and we never take into consideration the suggestion that John or Mary may take an opposite view of the situation. There are plenty of families in which one can not turn around without a perfect fusillade of questions. Where did you go? Why did you go? Whom did you see? What did they say? Why did you think? What do you think you think? in endless iteration. The third degree of the police system is not a marker to the sweating process that the family inquisitor puts the victim through, and all—dear soul—without the slightest thought that most people would just about as soon have the thumbscrews applied as the cork-screw.

If there is anything more aggravating than a catechism it is yet to be invented. And everybody feels alike about it. Even the worm will turn when questioned about why it crawled down that particular path and why it wriggles. Nor is this because many of us have anything to conceal. It is simply because we feel that we have a right to some privacy of the mind, as well as of the body, some right to come and go as we please without giving an account of

our actions to anybody. It is my private opinion that the reason that so many married men do not come home until 3 o'clock in the morning is because they hope their wives will be too sleepy to salute them with the eternal query: "Where have you BEEN? Where HAVE you been? Where have YOU been?"

Then there is interference. If I were making the laws I would head the list of criminal offenses, punishable with solitary confinement for life, with interference, and I should make an awful example of the individual who can never see anybody doing anything without butting in with a few suggestions, and a bunch of advice. Not many of us would escape on this count, but it would leave things mighty calm and pleasant for the few survivors.

In all good truth, is it not strange that we do not realize how obnoxious we make ourselves by not letting people attend to their own business and raise their own children and run their own houses in their own way? Occasionally we grant this great and precious privilege to strangers, but the people with whom we have to live—our fathers and mothers and husbands and sisters and brothers—the people who can not escape us, we harry ceaselessly with our suggestions. There are households in which it is impossible for a member to even so much as brush her teeth without all the balance of the family asking, Why don't you do it some other way? Why don't you use a hard brush or a soft brush or a rubber

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SALT SENSE

You're wise, Mr. Grocer, if yours is a "quality" store—but don't stop there—make it a *satisfactory* store.

Take salt, for instance.

Table salt is the best kind of salt—for the table, but not for butter making.

In the dairy a coarse, dry, readily soluble salt is necessary. When a salt man begins talking quality to you, ask him *how about results*.

Diamond Crystal Salt—the Salt that's *ALL Salt*, is second to none in quality—it is absolutely clean and pure; but it is more important that *no salt*, quantity for quantity, makes such good butter. It is used in a majority of our largest creameries, and—they know.

If you are anxious to get "the cent above" the market on the butter you sell, try the expedient of selling the *Salt that's ALL Salt* to your trade.

Write for information about our popular $\frac{1}{4}$ bushel (14 lb.) sack of Butter Salt which retails at 25c.

DIAMOND CRYSTAL SALT COMPANY,
St. Clair, Mich.

brush or a prophylactic brush or a paste wash or a powder or dental soap? or whatever it is you don't do. All of us know how irritating it is to have people stand over us with their "Why don't you do it this way?" but we all do it to others, and the real reason that families break up and scatter from Maine to Mexico is because we all want to get among people who won't know us well enough to interfere in our affairs.

As for conversation, would some power the gift to give us to hear ourselves as through a phonograph. What a reform would be there, my countrymen! Surely, these nerve-raspers who begin every sentence with "I say," or "You say," or "Says I," and "Says he," or "You know," or "Don't you know," would lop off their catch words if they knew how they made the listener squirm. Perhaps, too, if he could only realize how very, very tired he made us, the man who reads the funny papers wouldn't feel it necessary to repeat over all the old jokes that all the balance of the world read the same time he did. It might also dawn on the fathers and mothers of infant prodigies that nothing on earth but Christian fortitude sustains a person who has to listen to a batch of sterilized milk baby stories.

As a matter of fact, we are absolutely merciless about boring people, yet being talked to death is one of the most exquisite forms of torture in the world. That doesn't concern us, or raise one throb of pity in our breasts. If we want to talk about ourselves, we simply converse about ourselves, and it is up to the other party to defend himself if he can. If we want to tell the same old story over again, we tell it, although our families and friends may have heard it a million times. If everything we hear and see reminds us of some pointless thing that happened years ago, the spectacle of the agonized countenances of our audiences does not make us cut it short. It is possible that nobody realizes that they are bores, but a general, vague suspicion of ourselves ought to teach us that no story bears telling more than 999 times; that everybody reads the papers and knows just as well what is in them as we do; that nobody is hankering to hear the story of our lives or to listen to anecdotes about the cute things our baby or cat or dog does.

These are merely elemental suggestions for easing the situation for those with whom we live. Nobody will adopt them, but the people with whom we have to live deserve our heartfelt sympathy just as we have a right to theirs. It is hard on us both, and yet as a multitude of people may pass freely to and fro in a narrow street if every one only keeps to the right, so might we live our lives with freedom and safety and comfort if every one would only respect the rights and privileges of the people with whom they live.

Dorothy Dix.

Where there is whispering there is lying.

Just as Good as Ever.

A great many pessimistic people are continually prating of what they call the degeneracy of the modern woman. The fact is there has been no deterioration of late years in women, either physically, mentally or morally, but rather a steady improvement. Of course, there are many silly women; possibly our present mode of life encourages an inordinate love of excitement, but no one who is keenly observant and calm enough to watch the progress of events without being influenced by this scare and that crusade and the other hysterical outcry can be long in doubt as to the exaggerated view taken of feminine delinquencies and degeneracy. Nowadays the civilized world is in a large measure swayed by women, and no matter in what direction one looks we generally find that feminine influence is in some way at work. Despite the lurid pictures painted by excited people, who seem to imagine they were born to set the world aright, the majority of women, whether they be in society or are numbered among the great body of middle-class workers, not only take a practical interest in the affairs of life, but are more at pains to grapple with the questions which would have been absolute Greek and gibberish to their foremothers.

It may be that foolish women drink more than is good for them; that they are careless in their friendships and conversations; that they are feverishly unrestful must also be admitted, but when we come to think of the amount of philanthropic work done by women who are really to be numbered among the leaders of society and of the very valuable aid they lend their husbands in official, social and political work we are forced to arrive at the logical conclu-

sion that women are not quite so black as they are painted and that society is not going to the dogs so fast as some would have us believe.

In all generations there have been discreditable members of society. Gambling is no new vice, nor is disregard for marriage vows peculiar to the present age. Other times have had other morals—and the lack of them—and each new age finds new ways of defying propriety and conventionality, but, taking women as a whole, it surely must be conceded by those who are not blinded by prejudice or eager for sectionalism that the average woman of to-day takes herself rather seriously and that certainly her influence is more for good than for evil.

Naturally, misdeeds, rather than sterling virtues, force themselves into prominence. While we hear of the women who drink and gamble, and flirt and dishonor themselves, little or nothing is said of those who pursue the even tenor of their way and really hold sway.

Egotism.

It is this coolness, this calmness and self-study that really produce

results. Don't be a slave to overweening egotism. It is a mountainous handicap and no man has ever reached true success who has not cast it aside early in life. You can learn more from your enemies than from your friends. They may hurt your feelings, but they often uncover real faults. **Bernarr MacFadden.**



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



IT WILL BE YOUR BEST CUSTOMERS,

or some slow dealer's best ones, that call for

HAND SAPOLIO

Always supply it and you will keep their good will.

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

THE SHOE CLUB.

How It Happened To Get Its Start.

Dear Brother Sole Dispensers—I hope you're all doing nicely this bright new year, and not letting anybody convince you that there won't be any tan shoes sold this present year of grace.

For there must be.

I said last year they would come back certainly.

But they didn't.

And if they don't come back this year I'm going to quit writing prophecy.

Looks like conversation, does it not?

But it isn't.

It's just a few words I've written down on this "do-up" paper, while I'm trying to think how to begin telling you about the new club. That's Mr. Laster's definition of a good extemporaneous speaker. "A man who can stand on his feet and talk along interestingly while he is thinking of something to say."

But I flatter myself. What I want to tell you about is a little more about the fate of the "early closing" scheme in Lasterville.

You know I told you how it failed because two or three dealers were inclined to break over a little, and of how, finally, Mr. Laster and Mr. Fitem got good and mad, and the order went out that our store must stay open until every other shoe store in Lasterville had closed each night.

As I told you, three of the fellows went home about 8 o'clock on each ordinary night, while the one whose turn it happened to be stayed on watch until all hours.

One night it would be me, one night Hi Ball, the next night Mr. Fitem and the next night Mr. Laster. We all told the old man that he needn't stay, but he insisted on standing his watch with the rest, like a good soldier, and so, when the fourth night after we started the scheme came, he came down to the store just about regular closing time with the evening paper and a new box of cigars under his arm and told us to clear out. I knew it would be a good long watch, eleven, anyway, and maybe later, so I said nothing to anybody, but made up my mind that I'd run up the street and look around and bye and bye come back, and say there was nothing going on, and I thought I'd just drop into the store for a minute on my way home, and maybe I could help the old man out, or anyway keep him company and help close up, so I did so.

Well, you'd laugh, but, without saying a word to each other, all three of us had thought of the same thing and when I got back Hi Ball was sitting back by the stove with Old Laster, and a minute after I got in, in comes Mr. Fitem. That shows how much we all think of Laster.

We looked at each other for a second, in a puzzled sort of way, and then we all snickered. Laster was sort of up a stump for a minute, but in a minute he tumbled and the tears sort of came into his eyes, he was so tickled.

We all got our little speeches off about having just dropped in for something or another. Fitem thought he had on somebody else's rubbers, Ball thought he had forgotten to charge a pair of wool boots he sold to Old Job Medderland, and I had to think quick and said I wasn't sure if Mr. Laster had a key.

The old man laughed and told us to clear out, but we didn't. We just squatted around the stove and sat and talked, and talked, and talked. I never knew a shoe clerk, anyway, who knew when it was time to go home.

"My gracious," said Mr. Laster, "this makes me think of the old days in the general store I worked at in the country when I was a boy, and the other clerks around town would come in after we'd closed up and we'd scramble eggs on a greased paper on top of the old flat-bottomed stove. Great old times, those. Did I ever tell you about the time the store was robbed?"

He never had. I guess he'd told Mr. Fitem, because Mr. F. has been with him so long, but Mr. Fitem wouldn't have let on for a dollar that he'd ever heard the story before. "Cause we were there to help entertain the old man, and nothing entertains a man, especially an old man, like being allowed to tell his favorite stories as many times as he wants to.

"Well," said Mr. Laster, "it was when I was working in this store I've been telling you about, where we used to scramble eggs and all that. Another clerk and I used to sleep in a little room at the back of the store. It was a sort of a storeroom, where we kept extra barrels of molasses and sugar, and firkins of butter, and cases of eggs that we'd bought, and boxes of double-breasted codfish, and unopened cases of kip boots, and all sorts of extra stock. A front corner had been partitioned off for us. I can see that old room now. It was a pretty rough sort of sleeping room, but land, we young fellows didn't mind. Plain, unpainted board partition on two sides and rough walls of the side of the building, and the partition between the storeroom and the store for the other two sides.

"The storeroom was so high that for warmth our little den was roofed over about ten feet up, but that fact has nothing to do with this story. We could not get into our room directly from the store, but had to go through a door into the storeroom first, and then through another door into the den.

"Just above the head of our bed—old-fashioned cord bedstead, with a straw tick—a little peep hole had been cut in the store partition, about as big as an old-fashioned copper penny, so that by putting an eye to the hole a complete survey of the store could be obtained without the watcher being detected at all.

"The store side of the partition was 'grained,' and the hole was made to come right in the center of a grained knot hole so that its presence could never be suspected by a casual observer. The clerks always guarded the secret of the peep hole

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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.,
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The OLDEST and LARGEST rubber company in the WORLD. Founded in 1842—sixty-two years old. You have the benefit of this LONG EXPERIENCE. We carry a large stock and can fill orders promptly.

WALDEN SHOE CO. GRAND RAPIDS
SELLING AGENTS FOR MICH.

When Looking

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

Don't Forget

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

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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.

very jealously. The hole was of the greatest service. Sometimes, when one of us would happen to be alone, and wanted to go into his room for a minute or two, to wash up for dinner, or something, he could keep track of things in the store by a peep occasionally. Many a time I have thought I heard a noise in the store, jumped out of bed and taken a cautious look through the peep hole, only to find all quiet, and the noise probably made by a rat. Once I saw a man about 3 o'clock at night, by the faint light of the moon, working away at the front door. Frank, my partner, and I worked our way up along through the store, quietly, but when we got to the front door we didn't know what to do. I had an old-fashioned double-barreled shot gun, and Frank had an old navy revolver, so we were ready for him if he should get in, but we weren't over anxious to have him get in. There were two men, we could see, now, one working at the door and one out by one of the awning posts, evidently keeping watch. We didn't know what to do until I happened to think of a big slot in the door, cut there for the convenience of people who wished to mail letters after hours.

"The man was standing almost directly in front of it. I crawled cautiously along the floor until I could reach the door with my gun, placed the muzzle as near as I could get it into the slot and let go, first of one barrel and then of the other.

"There was an awful yell, in fact, a pair of them, outside the door, which I heard as I was keeling over and over backward on the floor from the 'kick' of the old gun. When we looked out cautiously there was nobody in sight, but there was a hole in the panel of the front door big enough to stick a quart pail into, and in fact that is what we did stick into it until morning.

"I think I must have hit both of the burglars in the legs, for there were two distinct little trails of blood in the dust leading off down the road. I think we could have traced them for a long distance, but in the morning when we got people roused up it was too late, for the constable hadn't gone ten rods on the trail before a big storm came up and washed everything into mud.

"Another night," continued the old man, after puffing his cigar quietly for awhile, as he recalled the days of long ago, "Frank heard a noise in the store. He woke me, and being on the front side of the bed I jumped up and put my eye to the hole. All was dark in the store, and strain my eyes as I could, nothing seemed to be stirring. We listened intently, and occasionally could hear a bit of noise in the store, but we couldn't see a thing, not a movement or a glimmer of light, and we finally made up our minds that the rats were out in full force and went back to bed and to sleep.

"In the morning we found that the store had been entered, all of the loose money and stamps taken out of the postoffice part, together with a lot of miscellaneous stock. From

the appearance of things the robbers must have been at work for two hours or more. We could not understand how we could have failed to see them until we found that a slate on which we wrote a list of goods needed, and which hung on the partition, had been moved to another nail which chanced to be located just above our peep hole, so that we had been straining our eyes in the dark recesses of a framed bit of black slate, and it was no wonder that the store looked dark and quiet.

"We were never certain whether the burglars had known of the peep hole and carefully covered it, or whether some of us had carelessly hung the slate back on the wrong nail. I rather think that it was placed carefully against the door leading into the storeroom, the men evidently knowing where we slept.

"We never got any trace of these burglars, either. But, goodness me, here it is 11 o'clock, and it's time the other fellows were closed, anyway."

I went to the front, and even old Isinsole's lights were out, and so we locked up and all went home together. And that's how the Lasterville Shoe Retailers' Club happened to get its start, but I haven't space now to tell about the second meeting.—Small Sizer in Boot and Shoe Recorder.

Some Things Desirable To Drop.

Drop a hot iron; it burns.

Anything else? Yes, lots of things that farmers are trying to handle, but which do more harm than good—some of them.

Drop trying to get over more ground than you can till well.

Drop the old cows, sheep and hens. They will make the richest man poor.

Drop the cows that have been favorites and yet never have paid their board a single year since you got them.

Drop the crops that you have been raising to a disadvantage. Profit comes from growing things that can be produced in your locality at low cost for labor and marketing.

Drop loose methods of culture. They will bring nothing but trouble.

Drop promising more than you can perform.

Drop unkindness to members of your family, in the house and in the barn.

Drop loitering about town when you have no business there.

Drop saying, "It is nobody's business what I do." It is somebody's business. No one can draw a line about his feet and say, "I live in here. Everybody else must keep out."

Drop oaths, love of gossip and telling foul stories.

In short, drop everything that helps to make a man less worthy to be trusted, and more to be dreaded, by all good citizens.

Hot iron burns, but there are many things that hurt worse.

Reflection On the Milkman.

Wayne MacVeagh, the lawyer and diplomat, has on the outskirts of Philadelphia an admirable stock farm. One day last summer some poor

children were permitted to go over this farm, and when their inspection was done to each of them was given a glass of milk.

The milk was excellent. It came, in fact, from a \$2,000 cow.

"Well, boys, how do you like it?" the farmer asked when they had all drained their glasses.

"Gee! Fine," said one little fellow. Then, after a pause, he added: "I wisht our milkman kep' a cow."

A RECORD

Since moving into our new and commodious quarters on August 1, 1903, all previous records as to our sales have been broken. *We sold more goods during the last five months of the past year than in a whole year less than five years ago.*

WALDRON, ALDERTON & MELZE

Wholesale Boots, Shoes and Rubbers
No. 131-133 N. Franklin St.
SAGINAW, MICH.

The Sale on Rubbers For This Season Is By No Means Past

Just as soon as it begins to thaw you are going to sell a good many more pairs.

It's a good time now to send to us for an assortment of the sizes you are going to have calls for in the BOSTON and BAY STATE brands.

They are superior goods in durability, style and wear.

We have sold them over a quarter of a century and we know.

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

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

Boys' and Youths' Hard Pans

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

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

Number of Millionaires in the United States.

If there are 100,000 millionaires in the United States, as Senator Depew said at the dinner given by John D. Rockefeller, Jr., to his bible class, an official of a great commercial agency and the President of one of New York's richest banks are decidedly in error. Both placed the number of millionaires in the entire world at 10,000. There are 7,000 in the United States and 1,000 of these live in New York City, whether paying taxes there or not. The financial Red Book, a carefully compiled publication, gives the names of practically all the persons in the United States who are supposed to be worth more than \$300,000. And there are only 15,000 names on the list. No claim is made that the name of every person worth that amount or more is given, but the proportion of those left out is extremely small, for a most exhaustive investigation has been made.

"There may be a few more than 7,000 millionaires in the United States," said the official of the mercantile agency. "I doubt it, however. I also doubt if there are more than 1,000 millionaires in New York. It is absolutely impossible to tell accurately. It may seem strange that we should not be able to tell, especially when we are engaged in finding out how much a man is worth and giving such information to our subscribers. But in the last few years there has been a marked tendency among men of wealth to conceal the amount of their worldly possessions. The first incentive in this respect is the very vulgar prominence given to the man that has lots of money.

"There are other reasons men have for suppressing knowledge of the amount of their wealth. Some wish to avoid heavy taxation and give false returns. Another man may have made his money in a business not commonly supposed to be especially lucrative and he does not care to have his affluence blazoned forth to arouse competition. There are also some rich politicians, but it might arouse suspicion if they stated the exact amount of their wealth. And there is another class—the men that have their piles in callings that might be frowned upon in the circles they wish to enter—proprietors of gambling-houses, saloon-keepers, owners of dives and other resorts. They don't care to have others know how much they have accumulated.

"So while it is impossible for us to tell exactly how many millionaires there are, we would not take the number of those who are known to possess a thousand thousand at least, and then multiply the number by ten. For that is what Senator Depew seems to have done in his anxiety to urge Mr. Rockefeller's young men to get rich."—New York Press.

Public Schools Close When Walnut Time Arrives.

The culture of the English walnut has become an important industry in California of late years. The first walnut orchard in the State was planted with seed from the Los Angeles mission gardens, where the

padres had started a few trees with nuts brought with them from Spain. The undertaking was a success from the first, and the acreage of walnuts has steadily increased—slowly at first, but now with rapid strides. The walnut tree's early age of bearing, its long life and the steady demand for its product tend to make the enterprise deservedly popular. Already it is superseding the orange in favor among fruit growers.

The walnut tree begins to bear when six or seven years old, and nothing is known definitely of its age limit of bearing. Fabulous stories are told of trees in Spain one or two centuries old, bearing enormous crops. The oldest trees in California are still bearing, but deductions from the short history already made show the tree is in its prime from its twenty-fifth to its thirtieth year. Fifteen hundred pounds of nuts to the acre is a good average yield, making seventy-five pounds the average weight from one tree.

The harvest time begins about the middle of September and lasts nearly six weeks. The nuts begin to fall with the leaves, and the perfect cultivation under the trees leaves no chance for them to lose themselves among clods or weeds. The brown, dead leaves alone hide the nuts. Under normal conditions they drop free from the outer husk or hull, through its irregular bursting, and getting the nuts picked up is a simple matter. Sometimes the trees are well irrigated just before harvest time to insure the clean dropping of the nuts.

Boys and girls, men and women, Japanese and Chinese, are all pressed into service, and on hands and knees the great orchards are gone over, not once, but several times, on account of the irregular ripening of the nuts. The trees are occasionally shaken during the season to loosen the nuts, and before the last gleaning they are "poled" to start the very tardy ones. This is done by long, coarse, bamboo poles, whose light weight makes them easily handled.

In certain rural districts the public schools close regularly for a "walnut vacation." The help of the children is needed, and the children are nothing loath to replenish their diminishing purses. Pails, cans and gunny-sacks are scattered among the pickers, and when the bags are full they are carried to the drying grounds, where they are spread on slat trays to dry.

School Essay on Ducks.

A school boy in Jewel City, Kan., was assigned to prepare an essay on the subject of "Ducks," and this is what he wrote: "The duck is a low, heavy-set girl, composed mostly of meat and feathers. He is a mighty poor singer, having a hoarse voice caused by getting too many frogs in his neck. He likes the water and carries a toy balloon in his stomach to keep from sinking. The duck has only two legs and they are set so far back on his running gears by nature that she came purty near missing his body. Some ducks when they get big have curls on their tails and are called drakes. Drakes don't have to

set or hatch, but just loaf, go swimming and eat. If I was a duck I'd rather be a drake every time."

A "Success" Plan.

"Be open in all your dealings and try to inspire confidence in all with whom you come in contact, for without perfect confidence disaster will surely come to every one, whether man, firm or government.

"Never borrow money unless it is absolutely necessary, and then only such amounts as you are perfectly sure that you can return.

"Make few engagements and always keep them.

"Be cheerful under all circumstances, do not complain at every little trifle; it is invariably the cheerful man who succeeds in life."

By following these rules you may be reasonably sure of success.

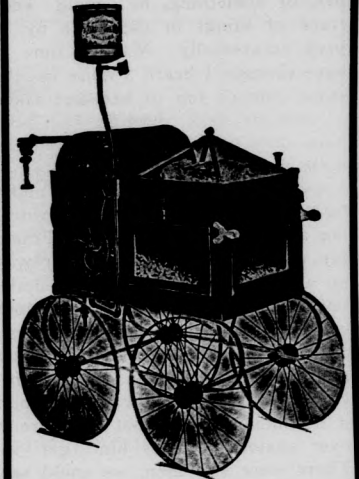
The Man She Prays For.

A fancy-free young woman of Kal-amazoo says with an air of charming ingenuousness that she prays every night for a husband, "because, you know, if I am to be married my husband is living somewhere in this world, and I pray always that he may be delivered from all temptations, be kept in good health and be successful in whatever path of business he has chosen."

"And is this all you pray for in reference to him?" she was asked.

"Oh, no!" and she blushed a little as she made this admission: "I pray that we soon may be brought together."

Little Gem Peanut Roaster

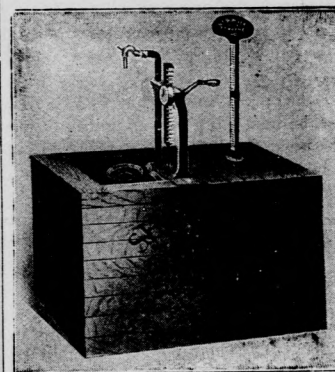


A late invention, and the most durable, convenient and attractive spring power Roaster made. Price within reach of all. Made of iron, steel, German silver, glass, copper and brass. Ingenious method of dumping and keeping roasted nuts hot. Full description sent on application.

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

Kingery Manufacturing Co.,
131 E. Pearl Street,
Cincinnati, Ohio

Economy Is Clear Gain



FIRST FLOOR OUTFIT.

SO STOP WASTING TIME AND OIL

BY USING OLD OUT OF DATE METHODS. TURN YOUR PRESENT LOSS INTO GAIN BY INSTALLING THE

IMPROVED

BOWSER

SELF-MEASURING AND COMPUTING

OIL OUTFIT

It Saves Oil

There is no evaporation; no leakage; no spilling or waste from dirty, "sloppy" measures; no over-measure, etc.

It Saves Time And Labor

There is no running up and down stairs or to the back room for oil; no oily cans to wipe or oily hands to wash. Pumps five gallons in less time than to pump one gallon in any other way.

Saves Oil Time Labor Money

Bowser Outfits Are Built to Last.

- THEY HAVE
- All Metal Pumps
 - Dial Discharge Registers
 - Money Computers
 - Anti-Drip Nozzles
 - Float Indicators
 - Double Brass Valves
 - Double Plungers
 - Galvanized Steel Tanks
 - Handsomely Finished Cabinets
 - They Pump Accurate Gallons, Half Gallons and Quarts

We Make FIFTY DIFFERENT STYLES Send for Catalogue "M"

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

LACK OF BUSINESS

May Come From Lack of Knowledge.

The word "success" is so comprehensive and far-reaching that many attributes are involved in its complete definition. Judgment in choosing what one shall try to attain, sagacity in finding the right way to attain it, resolution in putting oneself on that way and resolution in holding thereto—all are so essential to a full realization of the idea, that we may say success arises from the harmonious and fullest use of all the faculties. No man simply happens to succeed. Those who win success are those, as a rule, who thoroughly understand the subject before it is undertaken, who are eminent in constancy of purpose, energy and ability, in heroism, culture, enthusiasm, faith, intelligence, endurance, prudence, perseverance and patience, supplemented by an unconquerable will to succeed, and a wise husbanding of resources; in other words, economy. Economy, by the way, is one of the greatest virtues. It consists in using the talent given us to the best advantage, not burying it. It is not only essential in the pursuit of wealth, but a requisite to a full and well-rounded life. We must economize our strength, our health, and, especially, our time, making use of odd moments. One is fearfully handicapped in life's journey if weighed down by care and suffering under the despotism of physical want. One might as well try to run a mill from a small stream without a dam as conduct the business of life without reserve capital. Capital is acquired by saving, just as is power from the water accumulated in the dam.

To succeed you must have a congenial occupation; love the work you are engaged in. Washington Irving tried business; he failed because it was not congenial. He loved literature, and in that field became a master. Bryant also failed in law, and won distinction in letters. Hawthorne as a Federal office-holder was nobody; when he turned to his true vocation he grew to be one of the immortal. It is an old saying that many failures come of getting round men in square holes. Constancy is a great virtue, an essential to success, but if you find yourself in an unsuitable position, it is wise to change as soon as possible. When one is traveling in the wrong direction the more energetically he proceeds the farther he will go from his goal. It is far better to be a good farmer than a bad preacher, or a good mechanic than a bad lawyer or doctor. Stagnant pools or dangerous washouts come of bending a stream from its natural course.

In choosing a vocation it is well to remember that the professions are crowded. There is only room to be found at the top, to which access is so difficult that only those of extraordinary strength, ability and energy can ever reach it. Many a man may succeed in business who would fail in the professions. Genius is not essential. That majestic quality has been defined as a definite capacity for taking pains. That is too

much to claim for such capacity, perhaps, yet it is altogether true that genius is not a power of attainment all at once, but of holding to what is attained and making it a step to further progress. Do not let your blunders discourage you; treat them as stepping-stones. Success does not come of freedom from blunders, but of not making the same blunder twice. It often follows disappointment; when we sink, let it be in order to rise higher.

Lack of success, after all, may come more from lack of knowledge than lack of ability. A man is apt to get what he most wants at the time of getting it. The prevailing discontent bears witness, however, that what he has obtained is too often very far from what he wishes he had. If a young man finds himself with money in his pocket and gives it for a play or a drink instead of saving it for future use, that young man may be said in a sense to have achieved a success; he had what he wanted. Then if the result of it all is to have him without capital, dependent for each month's living on that month's work, others will speak of him and he will look upon himself as a proof of how difficult success is to attain, and how untrue the saying that man may get what he wants. Yet this is a confusion of thought. The trouble with our young friend was not that he failed to get the things he wanted, but that he failed to want the things that would be of most worth to him, and to want them enough to pay the cost of getting them. If, while wanting to save capital and lay by for himself a competency, he had always wanted it enough, the money would have stayed by him instead of scattering in all directions. He would not have been more successful in getting what he wanted, but his success would have been of a different kind because his want would have been different.

The important thing is to have the right desire and have it strong enough. When William Cobbett, a common soldier on the march, desired a knowledge of grammar; when Hugh Miller, a stone mason, dependent upon daily toil, would become a geologist; when Michael Faraday, an unschooled peasant boy, would make himself a philosopher; when Benjamin Franklin, a tallow chandler's son, a truant printer's apprentice, would become master of English composition; when Abraham Lincoln, an uncouth backwoodsman, who had never read but two books in his life and had to walk miles after a day's work to borrow the volumes needed for his studies, would gain a knowledge of law—all triumphed over every impediment.—Success.

Not more than 400 of the "cedars of Lebanon" are standing to-day. They do not, although their age is measured in years by thousands, rival in dimensions the cedars of the Western world, being but twelve feet in diameter. No tree gives so great an expanse of shade as the cedar, and it never dies, except from lightning stroke or the woodman's ax.



The First Step

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

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

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

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

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

Save three Pennies

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

Ask Dept. K for catalogue.

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

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

Dayton



Moneyweight



DRAWING TRADE.

Unique Idea Adopted by a Country Merchant.

Written for the Tradesman.

Last week I had occasion to visit the store of a country merchant in a place near Grand Rapids about the size of Lowell. If this dealer did business in a larger city he might not set the world on fire with his bright ideas, but in his home town he certainly keeps his competitors on the qui vive watching his smoke.

He is a man about 40 years of age and always was an odd sort of genius, and so homely that he is actually distinguished in appearance. His friends characterize him as "eccentric," "original," while his foes (of course, being "different" from his fellows, which some seem to regard as a crime, he isn't free from envy) denominate him "peculiar," a "crank." Be that as it may, the man accomplishes wonders in his line, and is one who is "looked up to" in the community in which he resides. His friends and acquaintances criticize him, but his virtues are of the sterling sort and he is liked in spite of his "oddities" and "peculiarities."

Living in a comparatively small town, he of course is restricted somewhat by his environment, but, if this is so, it is also true that he makes up for the disadvantages under which he labors by a fertility of resource and a happy faculty of making the most of the materials with which he has to work.

Asked how he accomplished such trade-bringing results with the meager (seemingly) things at his command as to window displays, he replied:

"Of course, my window fixtures are not 'in it' with those employed in the city stores, so I am obliged to rely on what you might call something startling in the way of the displays I arrange behind the front glass.

"You might not believe it but I kept our people agog with curiosity all last summer in regard to the meaning of the cards I exhibited with the most ordinary, everyday sort of articles—things with whose sight they are perfectly familiar by constant association, but which presented a new aspect by being accompanied with a card whose meaning was Greek—or rather mostly Latin and French—to them.

"I happen to possess a faculty of handling a brush or pen with equal readiness and I relied on this gift for assistance in the scheme I had in view.

"I would fill the window space at my disposal with, generally, a quantity of objects of one sort, or maybe two or three, but never more kinds than the people could easily keep in mind, in describing the scene presented, when they returned to their homes. And you would be surprised at amount of free advertising I got by simply the exercise of a little ingenuity.

"For instance, you see, being a 'general dealer' I handle a little of 'most anything under the sun,' so I am able to make many an amusing combination. One window I fixed

up in this wise: I merely made a miniature kitchen of it. It had to be a tiny one, necessarily, in so small a space, but I made it as realistic as possible—in fact, I must say I called in my wife's ingenuity here and she rigged up a regular little parlor-car of a kitchen. It was as neat as a pin and for days it was 'the talk of the town,' you might say. I know this to be true, for Jim, the delivery boy, took a heap of orders for Jemima flour at the 'real kitchen' doors that week, and for many weeks after.

"My window display was to advertise Aunt Jemima's pancake flour, and I had one of the big pasteboard figures of the old darkey that these flour people send broadcast over the land. I stood her up straight against the background, and on the real kitchen stove at her elbow I had a big pancake griddle—one of these that go way across the stove, just such as Mother used to bake on at home for her brood of six hungry youngsters! How well I remember how good the old flapjacks used to taste and how 'scairt' we all would be for fear the pancakes wouldn't 'flap' just in the nick of time. On Aunt Jemima's griddle I put half a dozen enormous flapjacks that I had my wife make, and at a little stand nearby I hired a convenient small boy to sit perfectly still by the hour, in the act of transferring to his open mouth a big mouthful of pancake from the plate in front of him, on which was a huge cut-up pancake swimming in maple syrup. It was hard work, you may imagine, for the kid to sit still, but 50c a day didn't grow on many of the bushes in his widowed mother's yard and the piece of silver looked big to his unaccustomed eyes.

"Right down in front of the window I placed a good-sized white card on which neatly painted in readable black letters were these words: 'Tout comme chez nous!' Translated, you know this means, 'Just as it is at our house.'

"I'm no great scholar in the 'furin' languages myself," this with a twinkle of the eye, "so you might wonder where I got my 'furin' card from. Come close and I'll tell it in 'yer listenin' ear," and the versatile storekeeper pantomimed his command.

"Dictionary!" he said, in a loud stage whisper.

"Fact!" he asserted. "And you would have laughed to hear the comments of the window-gazers, especially of the country customers. The little French I've picked up here and there I utilized to the utmost in my dealings with them that 'Aunt Jemima week,' and I never enjoyed anything more than their conjectures and comments on the meaning of the words on the card in the window.

"Of course, they never got within hailing distance of the pronunciation of the four little words, and every time my wife makes flapjacks now she says we'll eat some 'toot commy cheese noose!'" and the country dealer laughed a merry Ha! Ha!

Well, now, as the boys say, "Wouldn't this come and get you!" Here was a storekeeper who had hit on a perfectly original—and at the same time perfectly feasible—plan of

creating comment. I don't remember ever to have seen such a scheme carried out. Yet how simple—all he had to do was to hunt up in the back part of the dictionary a "furin" phrase and arrange a window to illustrate the idea conveyed by the words. Any one could do it.

The last sentence makes me think of a fellow who, for days before one particular Christmas, sold a small tin toy that wound up with clockwork inside. It was a funny-looking clown drawn by a donkey. The donkey would balk every once in so often and the antics of the clown in consequence of the donkey's actions were laughable in the extreme. The peddler would wind up the animal every time he gave indications of "running down," and his talk about the toy and what it would do and what any one could do with it was worth pausing to listen to. He always said the same lingo and the people in the store at the corner where the donkey and the clown and the peddler held forth were informed 500 times a day, by the bawling voice of the last mentioned member of the triumvirate, that "Any small child can operate it!" They have that for a byword in that establishment yet—"Any small child can operate it!"

And so this uncommon idea of my country merchant is almost a parallel case—"Any small child can operate it!" Jennie Alcott.

A liar's legs can never keep up with his news.

The ACME Potato Planter



Your Customers

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

Acme Potato Planters

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

They Are The Right Tool

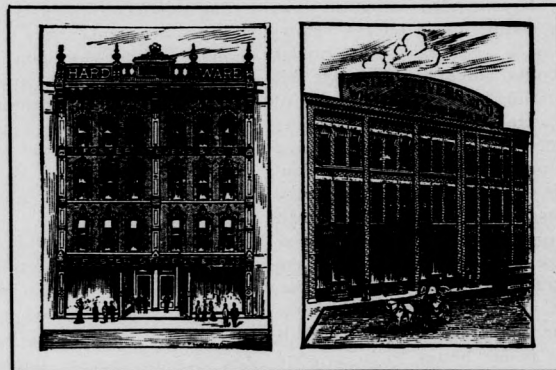
rightly made and rightly sold. No catalogue or mail order house ever has or ever can sell them. Your implement hardware jobber does. Your customers have to get them of you.

POTATO IMPLEMENT COMPANY
Traverse City, Michigan

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

The
Acme
of
Potato Profit

Foster, Stevens & Co.



Grand Rapids, Michigan

Buckeye Paint & Varnish Co.

Paint, Color and Varnish Makers

Mixed Paint, White Lead, Shingle Stains, Wood Fillers

Sole Manufacturers CRYSTAL-ROCK FINISH for Interior and Exterior Use

Corner 15th and Lucas Streets, Toledo Ohio

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

George Francis Train as a Hustler.
Written for the Tradesman.

One cold and blustering day in late February, 1869, the local manager of the popular music hall in Milwaukee sat in his office chatting with Elton Hatch, the bill poster, and other friends, when the door opened and, as though he was a portion of the tumult from outside, a man dashed into the room saying: "I want Music hall for next Sunday evening. What is your fee?"

The manager, somewhat depressed over a week of bad business for the hall, replied that the usual charge was \$100, and the unceremonious visitor threw aside a great cloak that enveloped his person, and producing a wallet, began counting out the money.

"But hold on," ventured the manager. "For what purpose do you want the hall?"

"I want to preach in it," was the reply without interrupting the money proceedings. "I want to tell the people a few things they already know, but things they do not dare to voice. They are waiting for a leader and I am here."

By this time the manager and the bill poster, thinking they had an insane man before them, began to smile dubiously and one of them asked: "What is your name, please?"

"I am George Francis Train," the visitor responded proudly; as he laid the money on the desk, he continued: "Able to buy and own and operate your hall—the entire city of Milwaukee for that matter, only I haven't the time to give to it." The manager began running over the bills when Mr. Train, addressing Hatch, said: "Can you get a boy to show me to a job printing office where they do good work and on time?"

And this was where I came in. I was working in the printing office where George Treyser was the superintendent and Treyser was the partner of Hatch in the bill posting business. These facts were explained to Mr. Train who said: "Never mind the details—I must have 5,000 'snipes' printed and posted by daylight tomorrow morning. Can you do this?" Hatch replied that he could. Mr. Train asked the manager for a receipt and turning to me said: "Come on my boy."

And so Mr. Train, Mr. Hatch and myself, leaving the manager in something of a daze, left the office on our way to Mr. Treyser's office. It was then about two o'clock in the afternoon and at eight o'clock that evening—Mr. Train having taken the cars in the meanwhile, for Jonesville, where he was to lecture that night—Hatch and Treyser sent out four sets of two men each, to cover Milwaukee with the gutter-snipes.

Of course Mr. Train provided the texts for these advertisements and among those that I remember are: "George Francis Train First and Nature Afterward, at Music Hall next Sunday Evening."

"Dollars and cents are not so good as George Francis Train and the Golden Rule at Music Hall, etc.

"The Man Who Built Omaha and Lost It, at Music Hall, etc."

"Come and See the Legal Lunatic at Music Hall, etc."

"Brains and Psychology—George Francis Train and his Story at Music Hall, etc."

And so on, through the ten sets of a thousand swipes each, were the announcements put up during the night—telegraph poles, curb-stones, dry goods boxes, barrels, dead walls, bill boards and the like being plastered with them before daylight on Saturday. The town was astounded. Merchants protested because their goods had been covered, the police authorities threatened, the religious element was in arms and everybody was aroused so that Music Hall was packed to the doors Sunday evening at 50 cents a head. And Mr. Train's lecture was an interesting one. He reviewed the building of the Union Pacific Railway, told about the birth and development of Omaha, explained in general terms how he was going to build a ship canal across the Isthmus of Panama and, among other things that I remember, predicted that a dozen railways would soon span the American continent and that he expected to live to see the United State's armies invade China and Russia in defense of civilization.

I do not know how much Mr. Train profited from his receipts that evening, but I do know that each one of the men who worked for Treyser & Hatch that night received a five dollar bill as a gift from the distinguished lecturer.

Anyone Can Defy an Army With Rifles.

Since the invention of firearms much labor has been expended in the effort to devise an armor that would protect the wearer from harm by flying missiles of lead, but each successive experimenter has been compelled to confess defeat. It is now announced that such a vesture has been perfected, and the Italian government is negotiating for its use. It is of importance that we see just what the results are, although it is necessary to state that the invention remains a secret, and this notwithstanding attempts to discover its details. Thus we shall have to deal with a general description and with the results of experiments.

The armor is a sort of felt, the stuff being capable of adaptation to any form whatever; for example, a breastplate with a collar or a sort of coat which completely envelops the wearer and absolutely guarantees him from gunshot wounds. The thickness of the protector varies from one-sixteenth to seven-sixteenths of an inch, according to the arm the effects of which it is designed to destroy. Against the armor of seven-sixteenths of an inch the regular ordnance revolver with steel covered ball is powerless, and also the gun of the 1891 model charged with smokeless powder. In numerous experiments which have been made—in firing at a distance of several yards—the ball, whether it be of lead or steel, when it strikes the protector is arrested and deformed, in some cases rebounding and in others being almost reduced to a pulp. Thus there

is not only an arrest of the ball, but deformation as well, and in this deformation the force of the ball is converted. While there should be a high degree of temperature at the point touched by the ball, it seems that the ball alone feels the effects, for the protector does not seem to be burnt in the slightest.

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

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

Bitter remedies often have blessed results.

Of Interest to Hardware and Agricultural Implement Dealers



Any potato planter will plant potatoes. But some plant better than others, and thus sell better and give better satisfaction. To be vigorous, uniformly and yield abundantly, the seed must be deposited in moist soil at the proper depth. It is evident that to deposit the potato in moist soil the desired distance in the ground. It is equally obvious that to plant at a uniform depth there must be a positive depth gauge. Finally, as the depth depends on the soil, the climate and the method to be pursued in digging, and therefore varies, the depth gauge must be adjustable. From the foregoing it will be seen that the ideal potato planter has self locking jaws and an adjustable, positive depth gauge. Our Eureka and Pingree planters are the only potato planters made having these features, the Eureka being a tube planter and the Pingree a stick planter. We also manufacture the old fashioned non-locking stick handle planter. This we make in two styles—the Dewey, which has an adjustable depth gauge, and the Swan, which has a stationary depth gauge. Both of these planters are provided with very heavy pivotal rivets, which are guaranteed to last as long as the rest of the planter. Do not forget that we also manufacture the celebrated Segment Corn and Bean Planter, the lightest and most accurate corn and bean planter made.

Ask your jobber for the foregoing
Greenville Planter Co.
Greenville, Mich.

Our Salesmen

Will Soon See You

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

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

With best wishes for a Prosperous New Year

Fletcher Hardware Co.

Detroit, Michigan

ABORIGINAL HANDICRAFTS.**Lessons To Be Learned From Western Indians.**

No more interesting element has ever entered into the industrial development of this nation than the present activity in the revival of the art handicrafts of the aboriginal dwellers. In a sense this is an awakening, for hitherto the curious attention paid by collectors to the products of the untutored and for the most part nomadic tribes of North American Indians has been lacking in perception of their inherent artistic values. Little by little the realization has gained ground that, crude although these products be, born in the midst of poverty and want and a barrenness of prepared materials, they nevertheless possess beauties of original design and form and coloring which entitle them to first rank among the work of aboriginal dwellers of all lands in all times. And so it comes about that most cultured American women to-day are literally going to school to savages, and going to school to good purpose.

To the careless eye there is remarkable variety in the fabrication of Indian baskets, but even collectors will be surprised to find no less an authority than George Wharton James declaring that "there is not a single stitch or weave known to modern art, made with loom however complicated, that the Indian woman did not invent and has not had in actual use for centuries." And he asserts that the man of to-day "is indebted to the Indian woman, as to other inventors of primitive times, for that which gives him his clothing, napery, bedding and upholstery." Be this as it may, it is true that enterprising American women the country over are now patiently learning Indian basketry weaves, and, employing materials easily procurable, such as the cheap and pliable raffia and the convenient modern dyes, are fast turning out baskets as closely as possible following the designs of the primitive tribes. Some of these workers are establishing a lucrative industry and flooding the market with modern examples of an art so nearly extinct.

The Indians of the Southwest—the Navajo and his neighbor, the Hopi—have admittedly excelled in the weaving of blankets of a fine, close texture, distinguished by beauty of design and brilliancy of coloring. The Navajo in particular stands pre-eminent among primitive men in his skill and taste in this direction, and for twenty years or more the products of his rude loom have been eagerly sought by wealthy buyers, commanding a large premium over the most finished products of the great factories, with their corps of trained designers, their chemists and their costly machinery. So diligently have these blankets been gathered in by collectors that of late it has been next to impossible to secure really good examples of the weave, the products of the looms being engaged long in advance. Here, again, Yankee appreciation and Yankee enterprise have seen their opportunity, and

the renaissance of art industries in this country includes the Navajo blanket, which is being closely imitated in the workshops of modern craftsmen.

The latest craze in the fashionable world is for artistic beadwork. Ancient beaded tapestries are being resurrected and mended, and new designs wrought out in flashing crystal, pearl and turquoise, gold and silver disks. Stoles and collarettes, bracelets, belts and hatbands are made of solid beadwork. In the multiplicity of design, the most effective, the most popular, the most distinctive, are copied from the work of squaws. The Indian squaw, child of nature that she is, has a gift for conventionalizing the suggestions of nature, in which she outshines all of our modern craftsmen. They, too, are going to school to her.

The end is not yet. Not yet have the deft-handed toilers of modern art industries undertaken the feather work in which the aborigine has wrought such wondrous effects, both decorative and in solid weaves. Not yet have the craftsmen begun to collect fine quills, and, dyeing them with ochres, with red, green, blue and purple, embroidered leather hangings in rich and unfading arabesques which shall outwear any woven fabrics, borrowing their suggestions from the moccasins the Indian mother works for her papoose and her ornamentation of her liege lord's paraphernalia. We have yet to add to our pottery the forms of grace fashioned by the primitive dwellers of the great Southwest hundreds of years ago, with their daring symbolical ornamentation. There are lessons still to be learned from those mysterious inhabitants of the islands off the southern coast of California, who vanished centuries ago and left no sign behind them to tell the story of their coming or their going, but who fashioned exquisite articles, toys and implements from the serpentine so plentiful throughout that State, certain grades of which, fine grained and easily polished, are the veritable verd antique, and who made a beginning in a new scheme of ornamentation, inlaying this with flakes of the beautiful abalone shells, which still go to waste annually by the ton.

The American Indian, affronted, threatened, unjustly treated, is a fiend who stops short at no crime that savagery can conceive in avenging his real or fancied wrongs. None the less, he is at once the proudest, bravest and most capable aborigine that the world has ever known, with an intellectual capacity that puts to shame many of his contemners. As the pipe of peace is tardily smoked, as he vanishes from the earth, it is fitting that the race which is dispossessing him should perpetuate the art handicrafts which had their birth in his wigwam and pueblo.

A Good Claim.

"So he brought back a fortune from the gold fields! He must have staked out a good claim."

"You bet he did. Why, he staked out the best saloon location in the district the very first thing."

LIFE ON THE FARM.**What the Country Offers to the Poor Man.**

A correspondent writes to the Tradesman, offering to be one of twenty persons who agree "to contribute \$10 or \$20 per month each to some reliable and disinterested land expert who will buy at most advantageous rates, in one or more blocks, the land required for all, and undertake to plant the kind of fruit best adapted to the locality and attend to the same for, say, five years, when possession could be taken by the installment purchasers, who would probably by that time be able to actively take charge of the acreage for which they had paid." The proposition involves the rendering of monthly statements by the manager, including not only the financial items but such detailed information regarding the land and crops as should, with their own studies and experiments carried on meanwhile, fit the purchasers to take charge of their farms. Simultaneously with this, the colonists would be laying aside by monthly installments another fund for building the house and paying for the other equipment of a small farm. Apparently, our correspondent contemplates a total investment of \$15 or \$20 a month.

We know a better way than that. Let each of the twenty deposit his \$20 a month in some savings bank to draw interest at 3 per cent., compounded every six months, for five years, and at the end of the term go and hire out for a year in the district he desires to move into, and then buy farm, house, stock and all with the money saved and move on to it. By adopting this plan one will get about twice as much farm for his money as by the plan proposed by our correspondent, and his experience in a year of hiring out will be worth forty times as much as that which he will get from a study of a manager's report, no matter how clear and detailed. And, what is of more importance, he will run no risk of loss if sickness or death prevent keeping up his payments, nor will he be tangled up with nineteen other persons, some of whom are quite sure to fall out by the wayside.

The man with health, strength and resolution, but without a dollar in money or any knowledge of farming, and whose family is like him, can become the owner of a small farm in a few years if he will. To get it he must be at work at 5 o'clock in the morning for six days in the week, and keep at it as long as he can see. He must take his rest in the winter. He must dress plainly, live simply and stay in one place—it makes little difference where. The man who shirks no hard jobs, regards his employer's interests as his own, exercises reasonable intelligence and saves his money will never lack for work in the country and will soon be able to work for himself. There was never a better time than now for such men, for they were never so scarce. If one has a little money to begin with, or if he can save a little before he starts out, it will be so

much easier. Farming by the sweat of other folks' brows is profitable only when the farmer is an experienced and skilled man, with the capital adequate to his business. For one who knows nothing of farming to attempt to develop land which he perhaps never saw by hired men whom he never will see is to invite disaster. It does not always come, but it is always impending.

It is unfortunate that in Western Michigan the man who has little or no money and no knowledge of farming should almost invariably think of beginning country life with a fruit farm. For a man who understands the fruit business or who has the money to spare in learning it at his own expense, there is doubtless nothing better than a fruit farm, but fruit is one of the most speculative agricultural industries, for the reason that it is impossible for any one to foresee when a tree is planted what the market for fruit will be when it comes into bearing, or what competition there will be in it. It requires more capital than almost any other agricultural industry for a given area of land, and there is none commonly followed that can compare with it in requirements of experience and skill. It can not be learned from books, nor can it be learned without books. It is a constant and costly fight with pests, in which the fittest survives—and the "fittest" almost invariably turns out to be the pest when the orchardist is unskilled and without capital. The man with little money needs to begin his training in some other man's orchard. In fact, it is unwise for any city-bred man to undertake farming of any kind without first serving an apprenticeship as an employe. The first object of a novice in farming should be to produce what his family consumes, with a firm resolution, if poor, to consume as little as possible that he does not produce. Annual crops—that is, crops which are harvested the year in which they are sown—are the safest. They never yield such returns as sometimes come to the orchardist, and, on the other hand, they never involve such losses as are possible for the producer of fruit or hops. The poor man should seek to get no more land than he and his family can cultivate.

There is no life of ease for the poor man on a small farm. It is hard work, long hours, rude environment—at first—and small money reward, but it is the most independent life in the world. With thrift it leads to assured provision for old age. It is worth some hardships to call no man master and to know that no landlord can turn you out doors for non-payment of rent. It is comfortable not to have to dig up the rent money, even if you can. There is satisfaction in the increasing comfort year by year as the result of your own labor. There is happiness in seeing your children grow up into strong youths learning to work at a trade which they can enter without asking anybody's consent. There is pleasure in the comradeship of a rural neighborhood, whose people know

and are interested in each other and are ready to be helpful in time of trouble. There is pride in recognizing one's self as a known factor in the community, even if a small one. There is joy in the assurance of shelter, raiment and food while you live. There is content in the comfort of a home which is your own, even if rude, and which you love because you made it and it is yours. These are the simple pleasures of rural life. Their price to the poor man is the lack of most other things, hard work for all members of the family, and long hours. They are worth the cost. Frank Stowell.

Less Contention About Shoe Prices.

One disturbing element which in no small degree impeded a year ago the efforts of those who sell shoes at wholesale is to-day almost wholly absent, or at least very much diminished. We refer to the contentions in regard to prices. Salesmen writing home at this time in 1903 complained in almost every communication of the persistent demands of retailers for regular lines of goods at reduced prices. This demand was based on the drop, slight although it was, on sole leather—a drop which made scarcely a fractional change in the cost of shoe construction.

The change to-day is due, there is little doubt, to the widespread prosperity, and the fact that the public is demanding and purchasing better shoes. The traveling salesman is, therefore, less hampered in his efforts to sell goods, and business runs along on pleasanter and more amicable lines.

Following the Christmas sales of shoes and the gradual lifting of the post holiday dulness, the average retailer is in good mood to make arrangements for meeting the prospective requirements of his customers. The character of the trade is being elevated. Credit is improved, and both jobbers and manufacturers report collections less difficult. This is an excellent condition of affairs as we cross the threshold of a new season from which much is justly expected.

Bottom stock of all descriptions, as well as every other material that enters into the manufacture of shoes, is firm; hides are high, and likely to advance when short haired stock comes into the market, and the retailer who, without change of figures, contracts for supplies of footwear to meet his wants during the next six months makes, in our judgment, no commercial mistake. Many retailers are putting in higher priced goods, knowing, with true business sagacity, that good shoes give satisfaction, and prove an excellent advertisement for his house.

The absence, then, of contention regarding the prices of shoes may be taken, we think, as a good augury of the times; indicative of better information on the cost of shoe material on the part of the retail merchant, the experience, gleaned from recent sales—that people are prepared to pay a fair price for a good shoe, and that this condition promises to be enduring.—Shoe Trade Journal.

Hardware Price Current

AMMUNITION			
Caps			
G. D., full count, per m.	40		
Hicks' Waterproof, per m.	50		
Musket, per m.	75		
Ely's Waterproof, per m.	60		
Cartridges			
No. 22 short, per m.	2 50		
No. 22 long, per m.	3 00		
No. 32 short, per m.	5 00		
No. 32 long, per m.	5 75		
Primers			
No. 2 U. M. C., boxes 250, per m.	1 60		
No. 2 Winchester, boxes 250, per m.	1 60		
Gun Wads			
Black edge, Nos. 11 & 12 U. M. C.	60		
Black edge, Nos. 9 & 10, per m.	70		
Black edge, No. 7, per m.	80		
Loaded Shells			
New Rival—For Shotguns			
No.	Drs. of Powder	Shot	Size Gauge
120	4	1 1/2	10
129	4	1 1/4	9
128	4	1 1/4	8
126	4	1 1/4	6
135	4 1/2	1 1/4	5
154	4 1/2	1 1/4	4
200	3	1	10
208	3	1	8
226	3 1/2	1 1/4	6
285	3 1/2	1 1/4	5
284	3 1/2	1 1/4	4
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. Bronse	6 50		
First Quality, D. B. Bronse	9 00		
First Quality, S. B. S. Steel	7 00		
First Quality, D. B. Steel	10 50		
Barrows			
Railroad	13 50		
Garden	32 00		
Bolts			
Stove	70		
Carriage, new list	70		
Flow	50		
Buckets			
Well, plain	4 50		
Butts, Cast			
Cast Loose Pin, figured	70		
Wrought Narrow	60		
Chain			
Common	7 c.	6 c.	6 c.
BB	8 1/2 c.	7 1/2 c.	6 1/2 c.
BBB	8 c.	7 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	17		
List 12 13 14 15 16 17	18		
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. 3 3/4		
Yerkes & Plumb's	dis. 40&10		
Mason's Solid Cast Steel	30c list 70		
Hinges			
Gate, Clark's 1, 2, 3.	dis. 60&10		
Hollow Ware			
Pots	50&10		
Kettles	50&10		
Spiders	50&10		
Horse Nails			
Au Sable	dis. 40&10		
House Furnishing Goods			
Stamped Tinware, new list	70		
Japanese Tinware	30&10		

Iron

Bar Iron	2 25 c rates
Light Band	3 c rates
Nobs—New List	
Door, mineral, jap. trimmings	75
Door, porcelain, jap. trimmings	85
Levels	
Stanley Rule and Level Co.'s	dis
Metals—Zinc	
600 pound casks	7 1/4
Per pound	3
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	
Steel nails, base	2 75
Wire nails, base	2 30
20 to 60 advance	Base 5
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	35
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	33 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
Solder	
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.	
Boller 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, Nickled	30
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70&10

Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	48
1 to 6 gal. per doz.	6
8 gal. each	52
10 gal. each	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 gal. per doz.	45
1 to 5 gal., per gal.	7 1/4
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 25
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
1 gal. galv. iron with spout, per doz.	1 40
2 gal. galv. iron with spout, per doz.	2 30
3 gal. galv. iron with spout, per doz.	3 25
5 gal. galv. iron with spout, per doz.	4 20
3 gal. galv. iron with faucet, per doz.	3 70
5 gal. galv. iron with faucet, per doz.	4 60
5 gal. tilting cans	7 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 65
No. 1 B Tubular	7 25
No. 15 Tubular, dash	6 50
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	13 50
No. 3 Street lamp, each	3 60
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx, 10c.	50
No. 0 Tub., cases 2 doz. each, bx, 15c.	50
No. 0 Tub., bbls. 5 doz. each, per bbl.	2 25
No. 0 Tub., Bull's eye, cases 1 dz. e'ch	1 25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0, 3/4 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



Why Egg Prices Are High.

One of the oldest produce dealers in Whiteside county, Ill., attributes the high price of eggs and scarcity to the patent shipping cases, refrigerator cars, good roads and telephones.

"It is a peculiar condition of things that confronts the dealer and the consumer of eggs these days," says he, "and the man who has stopped to consider the causes of the stringency of the egg market and the high prices that are demanded by retailers will find that a combination of circumstances has entered into it.

"Illinois eggs are going to the big Eastern cities and Chicago, largely, though, to the latter place. There was a time when this could not be done so advantageously to the egg producer as now. The patent egg cases which come 'knocked down,' and which can be filled rapidly and with safety to the product by small hucksters or the farmer, allow them to make some shipments East in refrigerator cars. They are not compelled to drive to the small cities to dispose of their product, but can make shipments with ease at their closest railroad station. Good roads give the small huckster a chance that he did not have when illy kept and bad roads were the rule.

"The telephone is another factor. When a huckster draws up his wagon at the home of a farmer and offers a price for eggs, the farmer need not take the huckster's word as to the market price. He goes to the telephone, calls up the town grocer, learns the price, and sells his product without fear of being beaten. Some years ago this was impossible, and the farmer brought his eggs to town himself. There is no necessity of doing so now. He can sit at home and get the market price.

"There is every tendency for eggs to get into the hands of shippers and packers. The small retail dealer in the medium-sized cities is outclassed, and he suffers from the famine and the consumer must pay fancy prices, wherever he may be."

Similar conditions, the gentleman asserted, exist in the poultry business. The facilities for making quick shipments East cause the bulk of poultry on the average farmer's place to reach the huckster instead of the city dealer direct.

Got Ahead of Russell.

One of the few men who have ever managed to get ahead of Uncle Russell Sage in a business transaction is a young curb broker named Tucker, and he did so more by accident than design. It happened this way:

Tucker had ten shares of gas stock which he was trying hard to dispose of, with no result. Finally, one of his acquaintances, in a spirit of fun, said to him: "Say, old man, I understand that Sage wants that stock bad and is willing to pay 95 for it."

At that time the stock was selling for 91, when it sold at all, so naturally Tucker, who was a newcomer on the curb, started off post haste for Mr. Sage's office, and half an hour later offered his shares in person at 95.

"Don't want it, young man," was the financier's reply. "I can go out and buy all I want at 91."

Then, as he realized that he had been "taken in," an idea struck Tucker. "Mr. Sage," he said, "since you don't want to buy my stock, maybe you'd like to sell me any of the same stock you may own at 93."

"Eh, what?" queried Mr. Sage. "Ninety-three?" He pondered for a moment. Then, "I'll take your ten shares at 95," he said. And the sale was made.

A little later on, when Mr. Sage found that he really could have bought all the stock he wanted at 91, his feelings were anything but friendly toward Mr. Tucker. The next day, however, he was in a different frame of mind. "Any man," he said, "who can take care of himself like that is useful, and I want Mr. Tucker to watch out for any business I may have on the curb."

And that is what Mr. Tucker is doing to-day.

Sayings of the Sage.

Two heads are better than one, excepting when you have a headache.

You shouldn't take the will for the deed, because while the will gives you property, the deed makes it a sure thing.

The last drop doesn't always make the cup run over. You may be drinking out of the cup.

No one should refuse an introduction to a girl who isn't pretty—because she may introduce them to one who is pretty.

Most folks study to be worthy of their parents—and then turn around and wonder if their parents are worthy of them.

While life is sweet, it doesn't improve cheese.

A man is never too old to learn, but sometimes he is too young to realize it.

Before applying a poultice cover the skin lightly with glycerine to keep any particles of the poultice from adhering.

Buyers and Shippers of

POTATOES

in carlots. Write or telephone us.

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

WE NEED YOUR

Fresh Eggs

Prices Will Be Right

L. O. SNEDECOR & SON

Egg Receivers

36 Harrison Street, New York

Reference: N. Y. National Exchange Bank

R. HIRT, JR.
WHOLESALE AND COMMISSION
Butter, Eggs, Fruits and Produce
34 AND 36 MARKET STREET, DETROIT, MICH.
If you ship goods to Detroit keep us in mind, as we are reliable and pay the highest market price.

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

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.

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FOOTE & JENKS
MAKERS OF PURE VANILLA EXTRACTS
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TERPENELESS EXTRACT OF LEMON

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FOOTE & JENKS' JAXON Foote & Jenks
Highest Grade Extracts. JACKSON, MICH.

NEW YORK MARKET

Special Features of the Grocery and Produce Trade.

Special Correspondence.
New York, Jan. 30—The month goes out with a big snow storm over the city and as a consequence the streets in many sections are almost impassable, rendering the trucking of goods very difficult, and this leads to delay in the delivery of goods. It is a winter that will be remembered, and if ice is not cheap next summer it will not be because the supply is not of sufficient volume to meet requirements.

Coffee is excited and higher. The speculative market has been almost as full of "thrills" as has that of cotton, and the leaders in the action are men who have the wherewithal to back their opinions. Sully, a new member of the Exchange, bought 150,000 bags on his first day's appearance. The real article is firm, as might be expected. Package coffees have gone to 13c and Rio No. 7 is worth 9@9½c. This breaks the record for years and there is every indication of further advance. In store and afloat there are 3,244,317 bags, against 2,673,762 bags at the same time last year. The receipts at Rio and Santos from July 1, 1903, to Jan. 27, 1904, aggregate 8,494,000 bags, against 8,908,000 bags at the same time last year. Mild sorts seem to sympathize with Brazilian grades and are firm and higher, Good Cucuta being held at 10¼@10½c. East India sorts are quite active and firmly held at full rates.

Refined sugar is quiet and the little business that is going forward is simply of withdrawals under old contracts, and new trade is almost nil. Quotations are practically without change. Some transactions have taken place in raw sugars, but the amount of business is by no means large.

A moderate trade has been done this week in teas and quotations are, as a rule, adhered to. Importers are not anxious to part with holdings save at full rates and buyers are not disposed to "kick." Line trade is fair.

There is a slight but seemingly steady increase in activity in the rice market and dealers look forward hopefully to a real "spurt" of trade later on. Stocks here are not overabundant and quotations are generally well sustained. Little is to be reported as to foreign grades, but the situation generally seems to favor the holders.

The whole market for spices continues very active and quotations for cloves and pepper show a steady advance. Zanzibar cloves are worth 19@19½c, and the same for Amboyna. These rates are about 125 per cent. above those prevailing a few months ago, and there seems to be ground for the assertion that the mark of 25c may yet be reached for cloves. Luckily the burden will not "lay heavy on the the consumer."

There is a steady call for shipments of molasses on old contracts, and new business is also of quite a satisfactory nature. Quotations are firmly sustained and stocks are so light that an advance seems quite likely. Good to prime centrifugal, 18@27c. There is a light offering of syrups and with a fairly good demand the market closes rather favorable to the seller. Good to prime, 19@25c.

Little can be said of the canned goods situation. Sales of futures are not numerous enough to cause much comment, and there is simply the usual mid-winter trade. Corn, New York State pack, can be bought at 82½@85c. There is a little firmer feeling for salmon, but the volume of business leaves a good deal to be desired. Sales are of small lots and the best that can be reported is this feeling of confidence. A good deal of anxiety is felt over the asparagus crops of the Pacific coast. Good authorities assert that it is only a question of a short time when the whole industry will be destroyed if no remedy can be found for the rust. Gallon apples are gathering strength and it is thought that the severe weather of last November materially reduced the material for the pack.

The top grades of butter continue in good request at lately prevailing rates. Medium sorts are in good supply; in fact, there is more than can be readily taken care of, and quotations are hardly as firm as previously. Best Western creamery, 22@22½c; seconds to firsts, 17@21c; Western imitation creamery, 15@18c; Western factory, 14@14½c, latter for held stock; renovated, 14@16½c, and packing stock, 12@14½c.

Eggs are booming and near-by stock is worth 40@42c; fresh-gathered Western, 38c, and seconds, 36@37c; inferior stock, 30@31c, but there is hardly anything worthy of being called an egg that will not bring 30c.

A little better trading is to be noted in the market for cheese and with the advancing season dealers feel more confidence. No change is to be noted as to quotations.

Sympathetic.

Fuddy—Anything new this mornin'?

Duddy—I suppose you have heard of the big strike on the street cars?

Fuddy—You don't mean—

Duddy—Yes; all the conductors and motormen have gone out in sympathy with the barbers, who object to so many men shaving themselves. The men who have gone out will stay out until there isn't a self-shaver in the city.

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Highest cash prices paid
MICHIGAN AND OHIO HAY CO.
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We want beans and will buy all grades. If any to offer mail good sized sample.
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WE CAN USE ALL THE
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you can ship us, and will guarantee top market price. We are in the market for your **TURKEYS.**
S. ORWANT & SON, GRAND RAPIDS, MICH.
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THE VINKEMULDER COMPANY
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Sweet Potatoes, Spanish Onions, Cranberries, Figs, Nuts and Dates.
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Write or 'phone us what you have to offer in Apples, Onions and Potatoes in car lots or less.

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CAPACITY \$51,000,000
"What They Say"
Owensboro, Ky., 4-4, '03
Century Cash Register Co., Ltd.,
Detroit, Mich.
Gentlemen:—The Century Cash Register we bought of you on Feb. 7th has given us such universal satisfaction and we were so well pleased that we ordered another Century Register on the 20th of March, and now have both in use. They are certainly ornaments in our store, and as to their accuracy must say, that it would be impossible for you to make any improvements. We have carefully examined other registers that were bought from other factories at six times the cost of yours and could not even find one point that was an advantage over yours, which only cost one-sixth the price. In fact, if prices were equal, we would prefer the Century over all others that we have examined. No doubt you will feel conceded over the compliment that we are paying you, but we feel that you are justly entitled to it, and at any time that we can be of any service to you for reference in regard to the Century Register, we shall certainly be delighted in recommending it with the merit it deserves.
Yours very truly,
Meyers & Moise,
Queensware, Glassware, Cutlery, Notions,
Fancy Goods and Bar Goods.
The writer of the above is a leading Kentucky merchant and a very large dealer, rated in Dunn and Bradstreet at \$20,000, amply able to have purchased high-priced machines had he considered them better than ours; ordered the second Century after giving the first a hard test of a couple of months' use. We are daily in receipt of similar letters from many other responsible merchants too numerous to print, which we will be pleased to send on application. Endorsements from reliable merchants like the above are the best argument that any manufacturer can advance to prove the merit of his goods. Every machine sent on seven days' trial and guaranteed for five years.
SPECIAL OFFER—We have a plan for advertising and introducing our machine to new trade, which we are extending to responsible merchants for a short time, which will put you in possession of this high-grade, up-to-date Twentieth Century Cash Register for very little money and on very easy terms. Please write for full particulars.
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Flint.

Grand Rapids Council No. 131, U. C. T.
Senior Counselor, W. B. Holden; Secre-
tary-Treasurer, Oscar F. Jackson.

Snide Traveling Men Who Flimflam Grocers.

I've been knocking up against grocers for I suppose fifteen years.

I've gotten pretty close to a good many of them in that time.

They're a generous lot of fellows. The unobtrusive alms of the retail grocer go on every day in the year.

Now that I've sugar-coated the pill somewhat, I want to say what I started out to say, and that is that the grocer is just about the easiest mark alive.

He's a rare good thing and the woods are full of wily schemers who push him along to beat the band.

I have in my mind grocers who are shrewd and careful to the last degree where it comes to such business as buying goods. Yet a honey-tongued salesman for some scheme or other will get their signature to some little-ended contract in five minutes.

I don't understand ia.

Not long ago I passed through Scranton, Pa. One of the best grocers in the city—I take him to be—gave me a tale of woe that was really incredible, when you consider the personality of the grocer who was victimized.

A salesman for some Western scheme house had come into his store and represented that he was introducing some new brands of toilet soap. All he wanted the grocer to do was to make a place in his store for a handsome standing show-case in which the soap was to be displayed. The firm would then put a corps of canvassers in the town and work up a demand for it. People would be told that they could get the soap at this grocer's and they would go there and buy. Others would see the goods displayed in the show-case and would buy it.

It was a great scheme. On all the grocer sold, if he sold any, he was to remit to the firm, after deducting a golden profit for himself. If he didn't sell any he was to pay nothing, and after awhile the concern would come and take the case away.

"Well," said the grocer to me, "I didn't see where I was taking any risk. I thought I had everything to make and nothing to lose, so I said yes. Then he asked me to sign a paper agreeing to have the case put in, which he said he had to send on to his house. I signed it in duplicate and he left me a copy.

"In about a week the goods came, and by jiminy, there was a bill with 'em for \$148! Then I got out my copy of the paper I had signed and

I'll be blamed if I hadn't signed a contract to buy the stuff outright. And it wasn't only toilet soap. There was stuff to remove superfluous hair and stuff to enlarge busts in it, too. What d'ye think of that?"

I told him, "in a few well-chosen words," what I thought of it. I read the contract. It was perfectly open and fair. If he had read it, he couldn't have failed to know that he was agreeing to buy the stuff. But he didn't read it, and that's where he got up against it.

"I took it to my lawyer," he said, "and he says I'll have to pay it because I could have read the contract and didn't."

Did you ever hear anything like that in your life? Here was a business man, just as sharp as they make 'em, signing a paper that a perfect stranger lays before him, without reading it. By George, you'd hardly believe it!

Plenty of 'em are doing it every day. If I had a dollar for every sad awakening that comes when a grocer gets out "his copy of the paper he signed" and reads it, I wouldn't have to hit the road for a living. I can tell you that.

Another case comes into my mind. A grocer in a town in Burlington county, N. J., a few months ago was waited on by a slick individual who was getting up a souvenir book of the county. A part of it was to be little biographies of the leading citizens and business men. It was only to cost the small sum of \$1.50, and the hypnotized grocer, tickled to death at being considered one of the leading citizens, signed a contract to have the story of his life appear.

This fellow left a copy of the contract, too, but the grocer was busy just then and threw it into a drawer of his desk without reading it.

In a month, when he got a bill for \$6, his jaw dropped so hard it nearly dislocated. He, too, got out his copy of the paper he signed, and learned, not to his delight, that he had signed a contract for a weekly advertisement to run one year in a trumpery little sheet published spasmodically in Philadelphia called the American Fireside.

I looked at this contract, too. It was just as plain as a contract could be. Not even a child could be left in the dark as to what it meant—if he read it.

But the grocer signed it without reading it. I have never heard the sequel—what he did about it—but I'll bet he had to pay it.

Think of the juicy returns that a small grocer in a country town will get from an advertisement in the American Fireside, published in Philadelphia!

And another funny thing about it is that this particular grocer doesn't believe in advertising—he doesn't think it pays, and he has always refused to take space in his own local paper.

Well, maybe the American Fireside will bring him so much business that he won't have to advertise anywhere else.

Not long ago a solicitor for a collection agency went in to another

grocer whom I know pretty well—a Baltimore man. The agency purported to be located in New York City.

The solicitor promised to collect all the bad debts the grocer had ever made or ever would make. He represented that after the grocer had seen their magnificent system of bringing dead-beats to time he would go out of his way to trust out goods to doubtful people simply for the pleasure of watching the agency collect for 'em.

This service wasn't to cost a cent unless something was collected. The fee then was to be something like 15 per cent.

"I thought I'd give him a trial," said the grocer, in telling me, "since it wasn't going to cost me anything; so I signed an agreement which he said I had to, so as to show that I agreed to pay them the 15 per cent. I gave the solicitor a list of the bills I wanted collected and he left.

"In about a week I got a request from the agency to please mail check for \$15 that I had agreed to pay under such and such a date. I didn't know what to make of it. I got out my copy of the paper I had signed and read it over. There it was in black and white. I had signed a contract to pay 15 per cent. commission on all the bills collected and \$15 in advance for membership fee."

"What did you do about it?" I asked.

"I refused to pay it and they threatened to sue me, so I paid it rather than have any trouble."

"Why didn't you read the contract before you signed it?" I asked.

"Why," he said in an injured tone, "he said it was only to show that I agreed to pay the 15 per cent. I thought he was honest."

"Well," I said in that tone of wise finality which ought to have made me a judge on the bench long ago, "the best thing for you, old man, is to consider every man who gives you a contract to sign dishonest until you've read the paper and proven that he isn't."

"You bet your old bald head I will!" he said, rather insultingly, I thought, after I had given him such good advice.

I have described these cases at random, just as they have occurred to me. I suppose I could describe a

hundred, if I sat down to think 'em up. The grocer seems peculiarly easy about such things. Out comes his little pencil and down goes his name on the slightest provocation, but the awakening always comes. When he "gets out his copy of the paper he signed" and reads it he makes an iron-clad vow never to sign another paper until he has read it.

But he usually does.—Stroller in Grocery World.

An unfortunate mistake was made by a bridegroom lately. After getting on the train on his bridal journey he saw a shoe on the floor of the car. Thinking one of the bridal company had thrown it there during the send off, he chucked it out of the window. A little later he saw a passenger, just awakened from a nap, peering under the seats and enquiring if any one had seen a shoe. Then it happened that the bridegroom's first purchase of his married life was a new pair of shoes for an absolute stranger.

Be the best kind of a clerk possible for the sake of being a bang-up good merchant by and by. Save your ducats, but remember that ambition can make up for many lacking dollars, although many dollars will not fill the place of lacking ambition.

LIVINGSTON HOTEL



The steady improvement of the Livingston with its new and unique writing room unequalled in Mich., its large and beautiful lobby, its elegant rooms and excellent table commends it to the traveling public and accounts for its wonderful growth in popularity and patronage.

Cor. Fulton & Division Sts., Grand Rapids, Mich.

When in Detroit, and need a MESSENGER boy send for

The EAGLE Messengers

Office 47 Washington Ave.

F. H. VAUGHN, Proprietor and Manager
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GOLD IS WHERE YOU FIND IT

The "IDEAL" has it

(In the Rainy River District, Ontario)

It is up to you to investigate this mining proposition. I have personally inspected this property, in company with the president of the company and Captain Williams, mining engineer. I can furnish you his report; that tells the story. This is as safe a mining proposition as has ever been offered the public. For price of stock, prospectus and Mining Engineer's report, address

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DETROIT, MICH.

THE GENERAL FERMENT.

Revolutions are most important when they involve a transformation, or a fundamental breaking-up, of a social structure, without the direct and conscious operation of purely political forces. Revolutions looking only to a change in the form of governmental institutions have usually proven merely transient attacks upon the existing order. It is a common saying that the world is always changing, but to the student of general history no fact appears better established than the decisive force of tradition and habit over the great majority of the human race. Before the dawn of the Christian era, the cause of progress appealed only to a few favored nations. Where it made its greatest advances it was commonly checked and defeated by external causes. The political and economic policy of the Roman Empire summed up and controlled all that was left of the civilizations that antedated its establishment. A vast deal was obliterated by its triumph, a vast deal was confirmed; but all progress had been transferred from Asia to Europe, and for a thousand years the greater part of Europe remained in the depths of an immemorial darkness. To-day it is easy to see that the seed-field of time did not lie entirely fallow throughout the long lapse of the Middle Ages; but it is wonderful what little advance was made in science and in the practical arts of life for so many centuries. The Renaissance, dating from the fall of Constantinople in 1453, primarily was but a revival of ancient learning, philosophy and art. That was, therefore, a period of recovery, rather than of progress. And, at the best, only a few European countries, and only the privileged classes in these countries, were directly affected. Something essentially inspiring and infectious was latent in the old ideas and ideals brought once more to light, but centuries were yet to pass before the whole loaf of civilization could be leavened with the vivid principle of a logically necessary, constant and universal advance. The birth of that idea marks the beginning of the modern world.

The Europe of to-day suggests in its social and political aspects a geological analogue. It does not, as a whole, belong to one period of time. Older formations are still here and there emergent above the crust. Older forms of life are still struggling for existence. Indeed, it is only by faith in the inevitableness of the triumph of humanity over privilege and caste that one can still expect the grand democratic opportunity, an open career for all talents, on that continent, for that matter, anywhere on this earth. But, so far, a great part of Europe has only vaguely apprehended the true democratic idea.

The procreative power of the principle of advance has been enormously enhanced by increased facilities of communication which have made intelligence to spread like fire through the remotest quarters of the earth. Here and there it encounters greenwood which kindls slowly, but the pervasive power of its heat is telling

and the eventual blaze is certain. The case of Japan is in point. There immemorial precedence and customs have yielded with comparative readiness to the touch of modern energy. The marvelous aptitude of the Japanese people has taken in the whole significance of the movement which has transformed the life of so much of Europe and America. As with the turning of the wrist, the kaleidoscope presents a new and perfect picture, Japan has emerged from the past, conformed to modern conditions and determined upon their development. The sleep is ended. Its dreams are gone. The significance of this fact is that it demonstrates the progressive capacity of oriental nations. China will follow in the wake of Japan. What Europe and America could not teach, China will learn from her long-patient pupil, and take a place in the general onward march. Reaction has already begun in that sluggish mass. China feels the thrill of a new life, stirring at the roots of arrested civilization, and presently will begin to sprout and burgeon.

Evidently a new precipitate is to be expected from the general ferment which is tingling even here in the United States. We have our own special problems to deal with and precisely the same problems which interest us must, in the course of time, demand solution everywhere. Nothing is certain but radical crystallization. Every indication points to the conclusion that the white race, the Caucasian peoples, must stand at last crystal pure.

Annual Meeting of the Grand Rapids Butchers.

Grand Rapids, Feb. 2—Thursday, Feb. 4, is the time for holding the next regular meeting of our Association, at the Board of Trade rooms, on Pearl street. At that time there will be many matters of importance introduced for discussion. Some of them are the advisability of affiliation with the Master Butchers of America, and the report of the committee on the feasibility of establishing a credit system for the butchers of Grand Rapids. After the business session chop suey and other refreshments will be served.

There should be election of officers. The present officials, to a man, are desirous of having the honor passed around to the membership. We have plenty of good material to select from. If it is a good thing, why not pass it around? The question may also come up as to the advisability of the abandonment of our Association. There must be more interest shown by the members to create better results. A few can not do all, all the time. Our Association is on a sound basis financially.

We hope you will consider yourself as a committee of one to act in behalf of the Association to assist in creating enthusiasm and to see that the meetings are better attended.

L. J. Katz, Sec'y.

The Death Rate.

Dyer—What is the death rate in your town?

Duell—About two per automobile.

Manufacturing Matters.

Detroit—The Commercial Adding Machine Co. has increased its capital stock from \$100,000 to \$150,000.

Petoskey—J. B. Hoffer has purchased from W. A. Blakely the planing mill recently owned by the latter.

Detroit—The capital stock of the Northern Engineering Works has been increased from \$125,000 to \$150,000.

Petoskey—The Clark Shoe Co. has decided to re-concentrate its business and the Evart stock will therefore be shipped to this place.

Hillsdale—The Worthing & Alger Co., manufacturer of fur robes and overcoats, will move its plant down town. New buildings will be erected this spring.

Lake Odessa—Ernest McTaggart, of this place, and S. N. Wright, of Greenville, have purchased the roller mills at Woodland and will repair same and begin operations as soon as possible.

Lakeview—Eli Lyons has purchased the cheese factory at this place and will begin operations in about two months. Buttermaking machinery will also be added to the equipment.

Ithaca—E. R. Engledue has purchased the interest of his partner in the dry goods, furnishing and boot and shoe business of Frost & Engledue and will continue the business in his own name.

Vanderbilt—Morehouse, Parks & Kelly, saw and shingle mill operators, have dissolved partnership, Mr. Morehouse retiring from the business. The business will be continued under the style of Parks & Kelly.

Vriesland—The Michigan Brick Co. has incorporated its business with a capital stock of \$12,000, held as follows: John Velderman, Zeeland, 985 shares; H. H. D. Langereis, Grand Rapids, 200 shares, and Geo. E. Kollen, Holland, 15 shares.

Assyria—A. G. Shepard, A. T. Shepard and H. L. Mayo have engaged in the butter and cheese business under the style of the Assyria Creamery Co. The capital stock is \$5,000, held in equal amounts by the members of the company.

Pontiac—The Peninsula Macaroni Co. has incorporated its business with a capital stock of \$30,000. The stockholders and the amount of stock held by each are: Vincent Elias, 910 shares; M. N. Tremman, 600 shares, and Paul P. Davis, 1 share.

Bay View—Frank Taylor, of Baldwin, will shortly engage in the manufacture of canvas gloves and aprons at this place. Employment will be given to from fifteen to twenty people at the beginning. The factory will be located for the present at 814 Saginaw street.

Detroit—The Marsh Valve Co. has been organized to manufacture pressure, regulating and supply valves and other plumbing specialties. The authorized capital stock is \$30,000, held as follows: H. P. Nagel, 1,990 shares; E. A. Marsh, 1,000 shares, and M. H. Bishop, 10 shares.

Mt. Clemens—The Indiana & Iowa Brick Machine Co. has engaged in the sand, cement and brick business.

The authorized capital stock is \$38,000, held as follows: E. C. Kelley, 3,300 shares; J. G. White, 20 shares; A. W. Kent, 10 shares, and G. A. Skinner, 10 shares.

Detroit—The Simonetta File Co. has been organized to manufacture files, rasps and other metallic articles. The authorized capital stock is \$25,000, held as follows: Rudolph Simonetta, 1,450 shares; E. C. Whitney, 100 shares; C. F. Berry, 25 shares, and H. J. Boerth, 25 shares.

Milan—The stockholders of the Stimpson Standard Scale Co. have decided that, as the business is not running satisfactorily, they will turn it over to Booth & Edwards, of Detroit. The latter company will run it and will issue 5 per cent. bonds in lieu of stock. Wm. N. Stimpson retains one-half interest in the concern.

Flint—The Buick Motor Co. has been incorporated to manufacture gas and gasoline engines, automobiles and to engage in a general foundry and machine shop business. The authorized capital stock is \$75,000, held by David D. Buick, 1,500 shares; J. B. Whiting, 1,588 shares; G. L. Walker, 500 shares, and W. S. Ballinger, 72 shares.

Woodbury—Ira Hay, of the lumber, saw and planing mill firm of Hay, Schelter & Co., has sold his interest in the lumber yard to John Schelter and Smith Bros., who sold their interest in the mill to Mr. Hay and Harlen Horn. The lumber yard business will be conducted under the style of John Schelter & Co., while the mill business will be continued as Hay & Co.

Jackson—A new company has been organized at this place to manufacture medicated pads, connecting appliances and medical compounds. The style of the concern is the John Poeston Panacea Co. The capital stock is \$3,000, held by the following persons: L. B. Cowley, 30 shares; F. H. Helmer, 25 shares; N. E. Gridley, 25 shares, and F. Winchester, 10 shares.

The Boys Behind the Counter.

Ann Arbor—Ed. Jenkins, recently with Edson, Moore & Co., of Detroit, has entered the employ of Mack & Co. and is working in the capacity of assistant trimmer. Chas. Hutzel has assumed charge of the bazaar department.

Hart—Frank Gillespie has resigned his position with John D. Muir & Co., Grand Rapids, to take his old position in the Nicholson drug store here.

Benton Harbor—Bert Burger, who recently sold his interest in the Star Drug Co., has accepted a position with G. M. Bell & Son. Mr. Burger was a pharmacist some years ago for the Bell drug store and did efficient work in that capacity.

That Settled It.

The Tramp—I once lived on water, lady, for six months.

The Lady—You don't look it. How did you manage it?

The Tramp—I was a sailor.

Every minister is hopeful that the strife in the choir will cease when the millennium rolls around.



Michigan Board of Pharmacy.
 President—Henry Helm, Saginaw.
 Secretary—John D. Muir, Grand Rapids.
 Treasurer—Arthur H. Webber, Cadillac.
 C. B. Stoddard, Monroe.
 Sid A. Erwin, Battle Creek.
 Sessions for 1904.
 Ann Arbor—March 1 and 2.
 Star Island—June 20 and 21.
 Houghton—Aug. 23 and 24.
 Lansing—Nov. 1 and 2.

Mich. State Pharmaceutical Association.
 President—A. L. Walker, Detroit.
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 Trade Interest—W. C. Kirchgessner, Grand Rapids; Stanley Parkill, Owosso.

A Perfect Vacuum.

Prof. Elmer Gates, director of the Laboratory of Experimental Psychology at Washington, claims to have produced the first absolute chemical vacuum known to science, and from which he has created rays which exhibit strange phenomena never mentioned as being accomplished by the Roentgen rays. The method of making the absolute vacuum was so simple and apparently effective that it is worthy of notice. He took a large, thick test tube made of the hardest potash glass, whose melting point was at an extraordinary high temperature. Into this he poured, while in a liquid form, a much softer glass, whose melting point was at a comparatively low temperature.

Allowing the liquid glass to cool gradually, it formed a solid mass with the tube. After attaching a suction piston to the mouth of the test tube, the whole mass was slowly heated for about thirty hours. At the end of that time the softer glass became liquid again, while the tube still remained solid. By forcing the piston outward the greater part of the molten glass was expelled. Enough was allowed to remain at the mouth of the tube to seal it by cooling in that position. Back of this stoppage there was left a space where there had never been the least quantity of gas, hence, a complete and perfect vacuum.

The Drug Market.

Opium—Is firm in the primary market but weak here.

Morphine—Is unchanged.

Quinine—Manufacturers reduced their price 2c per ounce on last Friday. It is said that it is now being sold for less than cost, and the action of manufacturers in reducing the price is not understood.

Balm Gilead Buds—Are scarce and the price has advanced.

Lycopodium—Is in small supply and as none is coming forward higher prices will rule.

Menthol—Is steadily declining on account of large stocks and anxiety to sell.

Santonine—Has been advanced by

manufacturers on account of scarcity of raw material.

Vanillin—On account of further advance in oil cloves, which enters largely into the manufacture of this article, has again advanced.

Oil Cloves—Has again advanced on account of higher price for spice.

Oil Sassafras—Is very scarce and high and is steadily advancing.

Oil Wintergreen—Is in small supply and has advanced.

Arnica Flowers—Have advanced in the primary market and are firm here.

American Saffron—Is in small supply and has advanced.

Gum Camphor—Has advanced twice since our last report, once 3c and again 2c on the 1st inst. There is very little to be had outside of contracts, and there is very little coming forward from Japan.

Sunflower Seed—Stocks are small and the price has advanced.

Cloves—Supplies are steadily declining in all markets and the price has advanced.

Linseed Oil—Has again advanced on account of higher price for the seed.

Origin of the Name Glauber's Salt.

The popular name for hydrous sodium sulphate has in it a suggestion of the medieval alchemist's dream of the philosopher's stone, and his futile search for a method of transmuting the baser metals into gold. Johann Rudolf Glauber was born at Karlstadt, Bavaria, in 1604. He was one of the class of alchemists that began to see the greater possibilities in the practical use of the knowledge that had been gathered in the futile search for the philosopher's stone, and may be considered one of the first of the modern school of chemistry. He was quite a voluminous writer on chemical subjects. The hydrous sodium sulphate, discovered in 1658, was called by Glauber "sal mirabile," and was at first thought to be identical with the "sal enixum" (potassium sulphate) of Paracelsus. Glauber died at Amsterdam in 1668.

Robbie Identified Nero.

The other day a teacher asked her pupils if any of them knew who Nero was. The only response came from a little fellow, who held up his hand. "Well, Robbie," said the teacher, "do you know who Nero was?" "Yes, Ma'am," he answered, proudly; "he's the one we sing about in Sunday school." The teacher could not recall any particular religious music devoted to Nero. "What is the song, Robbie?" she asked. "Nero, My God to Thee," came the confident answer.

Where Elephants Go to Die.

A cemetery containing only the bones of elephants is at the foot of a chain of mountains in Uganda. The beasts have evidently come there for a long time as soon as they felt that death was approaching them. In no other way can anyone account for the fact that hundreds of skeletons of elephants are to be found there. The natives know well that the lordly animals are in the habit of selecting this quiet spot as their last resting place.

Horses Smell the Land

The ability of horses to smell land when far at sea is not generally known, but an announcement made to-day shows that the equine must be credited with this acute sense. When Thomas McGuiness, a well-known horseman of Philadelphia, went to Europe some time ago he took a blooded horse with him. The animal was in a specially prepared stall on deck, and enjoyed the trip, despite the rough weather. When Mr. McGuiness thought land should soon be sighted he asked the captain how far the ship was from the Irish coast. The commander of the steamer, in his usual gruff manner, replied: "Your horse will tell you; watch him."

The owner of the animal could not understand what the captain meant, and he was not particularly pleased with the answer. Finally, however, and in a couple of hours before land was observed, the horse, which was a magnificent bay, poked his head through the grating and, stretching his neck, whinnied loudly. "There you are," said the captain to Mr. McGuiness. "Your horse smells the land." The horse was like a different animal thereafter until the coast loomed up. The captain, in explaining the odd occurrence, said that the thoroughbred detected the odor from pasture lands that was wafted far seaward, and that horses on board ocean steamers always give the first signal when land is near.

Collecting an Outlawed Note.

A lawyer in a Southern Kansas town received a note for collection against a wealthy business man. The note was outlawed because the business man had not always been in a position where the debt could be collected from him. The lawyer wrote him that as he was now able to pay he ought to do so. The business man replied that he refused to pay the note, but if the holder was in need he would contribute, and enclosed a bread check. The lawyer credited the note with the value of the check, which renews the note under the laws of that state and he will now proceed to collect the note with interest.

Willing to Take a Chance.

A pious citizen has a fifteen year old son who does not promise to be exactly "a chip off the old block." Not long ago the father discovered to his sorrow that his boy and several others of the neighborhood had a habit of matching nickels. The wrathful parent led the erring lad to the time-honored attic, where hangs a certain strap. The boy didn't have any agreeable impression of what was to come, and, on the ground that it is only the first plunge that counts, he called out: "Say, dad! I'll go you heads or tails for two lickings or none!"

Not Scrupulous.

The Mother—Bobbie, didn't your conscience tell you that you had done wrong?

Bobbie—Yes'm; but I don't believe everything I hear.

Don't Place Your Wall Paper Order

Until you see our line... We represent the ten leading factories in the U. S. Assortment positively not equalled on the road this season.

Prices Guaranteed

to be identically same as manufacturers'. A card will bring salesman or samples.

Heystek & Canfield Co.

Grand Rapids, Mich.

Valentines

Our travelers are out with a beautiful line—"The Best on the Road." Every number new. Kindly reserve your orders. Prices right and terms liberal.

FRED BRUNDAGE

Wholesale Drugs and Stationery
 32-34 Western ave., MUSKEGON, Mich.

Do You Contemplate Incorporating YOUR BUSINESS?

Then call to your assistance the services of our Auditing and Accounting Department to formulate a plain and complete statement of your business and assist you in the preliminary steps of the undertaking.

Write today for particulars.

The Michigan Trust Co.

Grand Rapids, Mich.

Established in 1889

PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced— Declined—

Table listing various drugs and their prices, including categories like Aeldum, Tinctures, Potassium, Radix, Semen, Spiritus, Sponges, Syrups, and Oteum.

Table listing various drugs and their prices, including categories like Mannia, S F, Memthol, Morphia, S P & W, Sapo, M, Sapo, G, and others.

Advertisement for Hazeltine & Perkins Drug Co. featuring the word 'Drugs' in large letters and text: '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.' The address is Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

Index to Markets

By Columns

Table listing various market categories such as Axle Grease, Bath Brick, Brooms, Butter Color, Confections, Canned Goods, Carbon Oils, Catsup, Cheese, Chewing Gum, Solid Back, Pointed Ends, Stove, Butter Color, Candles, Paraffine, Wax, Wicking, Canned Goods, Apples, Blackberries, Beans, Blueberries, Brook Trout, Clams, Little Neck, Little Neck, Clam Bouillon, Burnham's, Cherries, Red Standards, White, Corn, Fair, Good, Fancy, French Peas, Sur Extra Fine, Extra Fine, Fine, Moyon, Gooseberries, Standard, Hominy, Lobster, Star, Picni Tallis, Mackerel, Mustard, Soused, Tomato, Mushrooms, Hotels, Buttons, Oysters, Cove, Cove, Cove, Peaches, Pie, Yellow, Standard, Fancy, Marrowfat, Early June, Early June, Plums, Pineapple, Grated, Sliced, Yeast Cake.

1

Table listing various market categories under column 1, including Axle Grease, Bath Brick, Brooms, Butter Color, Confections, Canned Goods, Carbon Oils, Catsup, Cheese, Chewing Gum, Solid Back, Pointed Ends, Stove, Butter Color, Candles, Paraffine, Wax, Wicking, Canned Goods, Apples, Blackberries, Beans, Blueberries, Brook Trout, Clams, Little Neck, Little Neck, Clam Bouillon, Burnham's, Cherries, Red Standards, White, Corn, Fair, Good, Fancy, French Peas, Sur Extra Fine, Extra Fine, Fine, Moyon, Gooseberries, Standard, Hominy, Lobster, Star, Picni Tallis, Mackerel, Mustard, Soused, Tomato, Mushrooms, Hotels, Buttons, Oysters, Cove, Cove, Cove, Peaches, Pie, Yellow, Standard, Fancy, Marrowfat, Early June, Early June, Plums, Pineapple, Grated, Sliced, Yeast Cake.

2

Table listing various market categories under column 2, including Pumpkin, Raspberries, Russian Caviar, Salmon, Col'a River, Pink Alaska, Red Alaska, Fancy Alaska, Domestic, Domestic, Domestic, California, California, French, French, Shrimps, Succotash, Good, Fancy, Strawberries, Tomatoes, Perfection, Water White, D. S. Gasoline, Decord'd Nap'a., Engine, Black, winter, Columbia, Columbia, Snider's quarts, Snider's pints, Snider's 1/2 pints, CHEESE, Acme, Amboy, Carson City, Elsie, Emblem, Gem, Gold Medal, Ideal, Jersey, Riverside, Edam, Leiden, Limburger, Pineapple, Sap Sago, American Flag Spruce, Beeman's Pepsin, Black Jack, Largest Gum, Made, Sen Sen, Sen Sen, Sen Sen, Sugar Loaf, Yucatan, Bulk, Red, Eagle, Franck's, Schener's, Walter Baker & Co.'s, German Sweet, Premium, Vanilla, Caracac, Caracac, Sisal, 60 ft., 72 ft., 90 ft., 120 ft., Cotton Victor, 50 ft., 60 ft., 70 ft., Cotton Windsor, 50 ft., 60 ft., 70 ft.

3

Table listing various market categories under column 3, including Cotton Braided, Cleveland, Colonial, Colonial, Epps, Huyler, Van Houten, Van Houten, Van Houten, Webb, Wilbur, Wilbur, COCOANUT, Dunham's, Dunham's, Dunham's, Bulk, COCOA SHELLS, Less quantity, Pound packages, COFFEE, Rio, Common, Fair, Choice, Fancy, Santos, Fair, Choice, Fancy, Peaberry, Maracalbo, Fair, Choice, Choice, Fancy, Guatemala, Java, African, Fancy African, O. G., P. G., Arabian, Package, New York Basis, Arbuckle, Dilworth, Jersey, Lion, McLaughlin's XXXX, McLaughlin's XXXX sold to retailers only, Holland, Felix, Hummel's, Hummel's, National Biscuit Company's Brands, Butter, Seymour, New York, Family, Salted, Wolverine, N. B. C., Select, Saratoga Flakes, Oyster, Round, Square, Faust, Argo, Extra Farina, Sweet Goods, Assorted Cake, Dixie Gems, Belle Rose, Bent's Water, Butter Thin, Coco Bar, Cococanut Taffy, Cinnamon Bar, Coffee Cake, Coffee Cake, Iced, Cococanut Macaroons, Cracknels, Currant Fruit, Chocolate Dainty, Cartwheels, Dixie Sugar, Frosted Creams, Ginger Gems, Ginger Snaps, Grandma Sandwich, Graham Cracker, Hazelnut, Honey Jumbles, Iced Honey Family, Iced Honey Crumpet, Imperials, Indiana Belle, Jerico, Jersey Lunch, Lady Fingers, Lady Fingers, hand m'd, Lemon Biscuit Square, Lemon Wafer.

4

Table listing various market categories under column 4, including Lemon Snaps, Lemon Gems, Lem Yen, Maple Cake, Marshmallow, Marshmallow Cream, Marshmallow w/nut, Mary Ann, Malaga, Mich Coco F's'd honey, Milk Biscuit, Mich Frosted Honey, Mixed Picnic, Molasses Cakes, Scio'd, Moss Jelly Bar, Muskegon Branch, Iced, Newton, Newsboy Assorted, Nic Nacs, Oatmeal Cracker, Orange Slice, Orange Gem, Orange & Lemon Ice, Penny Assorted Cakes, Pilot Bread, Ping Pong, Pretzels, hand made, Pretzettes, hand m'd, Pretzettes, mch. m'd, Rube Sears, Scotch Cookies, Snowdrops, Spiced Sugar Tops, Sugar Cakes, scalloped, Sugar Squares, Sultanas, Spiced Gingers, Urchins, Vienna Crimp, Vanilla Wafer, Waverly, Zanzibar, DRIED FRUITS, Apples, Sundried, Evaporated, California Prunes, 100-125 25 lb. boxes, 90-100 25 lb. bxs., 80-90 25 lb. bxs., 70-80 25 lb. bxs., 60-70 25 lb. boxes, 50-60 25 lb. bxs., 40-50 25 lb. bxs., 30-40 25 lb. bxs., 1/4 c less in b. cases, Corsican, Citron, Imp'd, 1 lb. pkg., Imported bulk, Peel, Lemon American, Orange American, London Raisins, London Layers, Cluster, Loose Musca's, Loose Musca's, L. M. Seeded, L. M. Seeded, Sultanas, FARINACEOUS GOODS, Beans, Dried Lima, Med. Hd. Pk'd, Brown Holland, Farina, 24 1 lb. pkgs, Bulk, per 100 lbs., Hominy, Flake, 50 lb. sack, Pearl, 200 lb. sack, Pearl, 100 lb. sack, Maccaroni and Vermicelli, Domestic, Imported, Pearl Barley, Common, Chester, Empire, Peas, Green, Wisconsin, Green, Scotch, Split, Rolled Oats, Rolled Avena, Steel Cut, Monarch, Monarch, Quaker, cases, East India, German, German, broken pkg, Tapoca, Flake, 110 lb. sacks, Pearl, 130 lb. sacks, Pearl, 24 1 lb. pkgs, Wheat, Cracked, bulk, 24 2 lb. packages, FISHING TACKLE, 1/2 to 1 in, 1 1/2 to 2 in, 2 to 2 1/2 in, 2 1/2 to 3 in, 3 in, Cotton Lines, No. 1, 10 feet, No. 2, 15 feet, No. 3, 15 feet, No. 4, 15 feet, No. 5, 15 feet, No. 6, 15 feet, No. 7, 15 feet, No. 8, 15 feet, No. 9, 15 feet.

5

Table listing various market categories under column 5, including Linen Lines, Small, Medium, Large, Poles, Bamboo, Bamboo, Bamboo, FRESH MEATS, Beef, Carcass, Forequarters, Hindquarters, Loins, Ribs, Rounds, Chucks, Plates, Pork, Dressed, Loins, Boston Butts, Shoulders, Leaf Lard, Mutton, Carcass, Lambs, Veal, Carcass, GELATINE, Knox's Sparkling, Knox's Sparkling, Knox's Acidu'd, Oxford, Plymouth Rock, Nelson's, Cox's, Cox's, GRAIN BAGS, Amoskeag, Amoskeag, GRAINS AND FLOUR, Wheat, Winter Wheat Flour, Local Brands, Patents, Second Patents, Straight, Second Straight, Clear, Graham, Buckwheat, Rye, Subject to usual cash discount, Flour in bbls., 25c per bbl. additional, Worden Grocer Co.'s Brand, Quaker 1/2s, Quaker 1/4s, Quaker 1/8s, Spring Wheat Flour, Clark-Jewell-Wells Co.'s Brand, Pillsbury's Best 1/2s, Pillsbury's Best 1/4s, Pillsbury's Best 1/8s, Lemon & Wheeler Co.'s Brand, Wingold 1/2s, Wingold 1/4s, Wingold 1/8s, Judson Grocer Co.'s Brand, Ceresota 1/2s, Ceresota 1/4s, Ceresota 1/8s, Worden Grocer Co.'s Brand, Laurel 1/2s, Laurel 1/4s, Laurel 1/8s, Laurel 1/8s & 1/4s paper, Meal, Bolted, Granulated, Feed and Millstuffs, St. Car Feed screened, No. 1 Corn ad Oats, Corn Meal, coarse, Wheat Bran, Wheat Middlings, Cow Feed, Screenings, Oats, Car Lots, Corn, Corn, old, Corn, new, Hay, No. 1 timothy car lots, No. 1 timothy ton lots, HERBS, Sage, Hops, Laurel Leaves, Senna Leaves, INDIGO, Madras, S. F., JELLY, 5 lb. pails, 15 lb. pails, 30 lb. pails, LICORICE, Pure, Calabria, Sicily, Root, CONDENSED, Condensed, MEAT EXTRACTS, Armour's, Armour's, Liebig's, Liebig's, Liebig's, Liebig's.

Market price table with columns 6-11. Categories include Molasses, Mustard, Olives, Pickles, Playing Cards, Provisions, Meats, Fish, Soap, Spices, Starch, Syrup, Tea, Tobacco, Egg Crates, and various other goods. Prices are listed in cents and dollars.

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 85
1 lb. cans, 2 doz. case 60

Royal



10c size. 90
1/4 lb cans 135
6 oz cans 190
1/2 lb cans 250
3/4 lb cans 375
1 lb cans 480
3 lb cans 1300
5 lb cans 2150

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

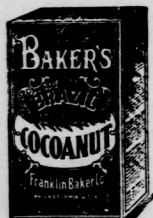
CHEWING GUM

Geleery Nerve

1 box, 20 packages 50
5 boxes in carton2 50

COCOANUT

Baker's Brazil Shredded



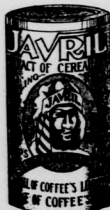
70 1/4 lb pkg, per case. .2 60
35 1/2 lb pkg, per case. .2 60
38 1/4 lb pkg, per case. .2 60
16 1/2 lb pkg, per case. .2 60

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

COFFEE SUBSTITUTE
Javril



2 doz. in case 4 80

CONDENSED MILK
4 doz in case

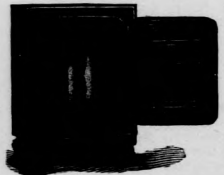


Gall Borden Eagle6 40
Crown5 90
Champion4 70
Daisy4 00
Magnolia4 40
Challenge4 40
Dime3 85
Peerless Evap'd Cream.4 00

FLAVORING EXTRACTS

Foote & Jenks
Coleman's Van. Lem. 2oz. Panel1 20 75
3oz. Taper2 00 1 50
No. 4 Rich. Blake.2 00 1 50
Jennings
Terpeness Lemon
No. 2 D. C. pr dz 75
No. 4 D. C. pr dz 1 50
No. 6 D. C. pr dz 2 00
Taper D. C. pr dz 1 50
Mexican Vanilla
No. 2 D. C. pr dz 1 20
No. 4 D. C. pr dz 2 00
No. 6 D. C. pr dz 3 00
Taper D. C. pr dz 2 00

SAFES



Full line of the celebrated Diebold fire proof safes kept in stock by the Tradesman Company. Twenty different sizes on hand at all times—twice as many of them as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.

SALT

Jar-Salt



One dozen
Ball's quart
Mason jars
(3 pounds each)85

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size. .6 50
50 cakes, large size. .3 25
100 cakes, small size. .3 85
50 cakes, small size. .1 95

Tradesman Co.'s Brand



Black Hawk, one box. .2 50
Black Hawk, five bxs. .2 40
Black Hawk, ten bxs. .2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

Place Your Business

on a Cash Basis by using our Coupon Book System. We manufacture four kinds of Coupon Books and sell them all at the same price

irrespective of size, shape or denomination. We will be very pleased to send you samples if you ask us. They are free.

Tradesman Company
Grand Rapids

We sell more 5 and 10 Cent Goods Than Any Other Twenty Wholesale Houses in the Country.

WHY?

Because our houses are the recognized headquarters for these goods.
Because our prices are the lowest.
Because our service is the best.
Because our goods are always exactly as we tell you they are.
Because we carry the largest assortment in this line in the world.
Because our assortment is always kept up-to-date and free from stickers.
Because we aim to make this one of our chief lines and give to it our best thought and attention.

Our current catalogue lists the most complete offerings in this line in the world. We shall be glad to send it to any merchant who will ask for it. Send for Catalogue J.

BUTLER BROTHERS

Wholesalers of Everything--By Catalogue Only
New York Chicago St. Louis

Ask

G.

P.

B.

Large



For

G.

P.

B.

Size

CONDENSED PEARL BLUING

will not freeze

"Special Packed"

Three dozen large (10 cent) size. One set nickel plated Sad Irons with advertising, price per case, \$2.50. It's a good seller. Order of your jobber or direct.

Jennings Flavoring Extract Co.
Grand Rapids, Mich.

For \$4.00

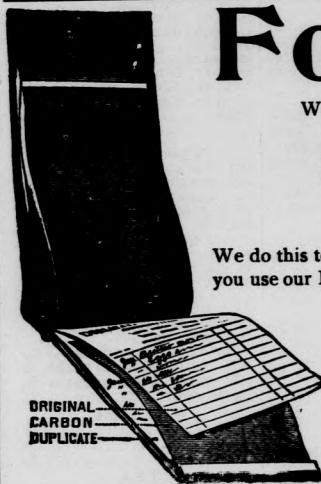
We will send you printed and complete

5,000 Bills
5,000 Duplicates
100 Sheets of Carbon Paper
2 Patent Leather Covers

We do this to have you give them a trial. We know if once you use our Duplicate system you will always use it, as it pays for itself in forgotten charges alone. For descriptive circular and special prices on large quantities address

A. H. Morrill & Co.,

105 Ottawa Street,
Grand Rapids, Michigan



Now is the time

Ye Olde Fashion



Horehound Drops

are in great demand.

Manufactured only by

Putnam Factory, Grand Rapids, Mich.

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

Will sell half interest, with full management, in a fully equipped light manufacturing business, located in a flourishing city in Southern Michigan. Small capital required. Address No. 133, care Michigan Tradesman. 133

For Sale for Cash Only—The only racket store in one of the best towns of 1,500 in Michigan. Cleared 19 per cent. on investment in the last six months of 1903. New stock of about \$2,000. Doing a cash business, which has doubled in the last year. Best location, cheap rent. Address No. 137, care Michigan Tradesman. 137

Wanted—A location in town of 3,000 to 10,000 for a racket store. Address No. 136, care Michigan Tradesman. 136

For Sale—Two show-cases in good repair. One 8 feet and one 12 feet. Address W. B., Box 235, Hastings, Mich. 135

To Exchange—360 acres good prairie land in Grant county, South Dakota, 2 1/2 miles to town, 1/2 mile to school, for general merchandise. Value, \$22 per acre; mortgage, \$3,000. Address Chrisman & Wells, Ortonville, Minn. 133

For Sale—Thirteen acres patented mining ground. Mineral in sight. Address P. O. Box 1064, Cripple Creek, Colo. 132

We are offering for sale a well-established notion store that is a bargain. Good reasons for wanting to sell. City is prosperous and growing. Population 12,000. Address M. V. Kesler & Co., Huntington, Ind. 131

For Sale—\$1,500 stock drugs. Business paying. Large territory. No opposition. Booming town. Poor health reason for selling. For particulars address Box 18, Lum, Mich. 130

For Sale—Stock of general merchandise nine months old, mostly staple dry goods, groceries, shoes, etc.; good town; cash only, no trades. Address No. 140, care Michigan Tradesman. 140

Go To Cuba—A residence lot free to you. The Herradura Land Co. offers for sale 200 40-acre farms near Havana and adjoining railroad; located in the best agricultural section of Cuba; special low prices until March 15. To purchasers, family and household goods carried free from Havana. For particulars address Frank H. Hendrick, Hollister Block, Lansing, Mich. 123

\$12,000 Stock General Merchandise For Sale—Have had a 30 days' sale and sold all my old stock. Make me an offer. W. W. Townsend, Hubbardston, Mich. 141

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

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. Chocolatey 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—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—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

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

For Sale—Acme Hand Push Carriers, cheap. Suitable for any kind of store. Acme Cash Railway, New Haven, Conn. 82

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

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 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, Saranac, 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

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—Good clean stock of general merchandise; will invoice about \$6,000; located in small town of about 500 population, 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

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

Good Location for undertaker, furniture, hardware or general store; well arranged building for same; living apartments above. Marietta Bishop, Horton, Mich. 88

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, Waukeasha, Wis. 103

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

New store building, general stock of merchandise, fine residence for sale cheap. Lock Box 230, Cedar Springs, Mich. 76

120 acre farm two and a half miles from railroad. Wish to trade for stock of hardware. Lock Box 491, Shelby, Mich. 45

For Rent—Large store building and basement. Good town, fine location. Address No. 971, care Michigan Tradesman. 971

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—420 acres of cut-over hardwood land, three miles north of Thompsonville. House and barn on premises. Pere Marquette railroad runs across one corner of land. Very desirable for stock raising or potato growing. Will exchange for stock of merchandise of any kind. C. C. Tuxbury, 301 Jefferson St., Grand Rapids. 835

One trial will prove how quick and well we fill orders and how much money we can save you. Tradesman Company, Printers, Grand Rapids. 815

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 566, Bay City, Mich. 117

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—Salesmen to sell as side line or on commission Dillely 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 Wash ave., Chicago. (Reference, Dun's Mercantile Agency.) 872

MISCELLANEOUS.

Wanted—An experienced, up-to-date shoe clerk for modern shoe store. Must be active and good stock-keeper. State salary expected and experience. Address Lock Box 28, Alma, Mich. 139

Wanted—Registered pharmacist at once. State age, experience and salary expected. Address Drawer B, Alma, Mich. 134

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

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

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. 948

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Trouble
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Office and Warehouse, 3 N. Ionia St.
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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.

Dangerous Decision by the Wisconsin Supreme Court.

The Supreme Court of Washington, sitting in Olympia, recently delivered an opinion in a case that came up on an appeal from a lower court, that seems to have stirred up the bottling and wine trade of the Pacific coast, and that may have considerable weight in drug circles as well. The facts are as follows:

The complainant, a barkeeper, bought from a wine and liquor house, among other things, a bottle of champagne cider. In handling this, it burst, and the explosion destroyed an eye for the barkeeper. He brought suit against the vendors for damages in the amount of \$10,000. When the case came up for hearing in the lower court, it was dismissed on a demurrer by the defendant's counsel, alleging that the bill of complaint did not state sufficient facts to constitute a cause of action. On this decision the complainant took an appeal to the Supreme Court, and on coming to a hearing the dismissal was reversed on the principle that:

One who sells and delivers to another an article intrinsically dangerous to human life or health, such as a poison, an explosive or the like, knowing it to be such, without notice to the purchaser that the said article is intrinsically dangerous, is responsible to any person, who without fault of his, is injured thereby. This rule does not rest on any principle of contract or contractual relation existing between the person delivering the article and the person injured, for there is no contract or contractual relation between them. It rests on the principle that the original act of delivering the article is wrongful and that every one is responsible for the natural consequences of his wrongful acts.

On this reversal the case was sent back to the lower court for rehearing before a jury.

Considering that the complainant was a barkeeper, supposedly familiar with the nature of carbonated or aerated waters, wines and liquors, and aware of the fact that these are prepared under pressure and hence liable to explode; considering, too, that he should, from his calling or occupation, be familiar with the properties of "champagne cider," which was on the label of the exploded bottle, this decision is incomprehensible to us, unless the selling of champagne cider, per se, is an act in violation of the laws of the State of Washington. This is, however, not shown, nor is it shown that there was any misrepresentation or concealment of fact made in the sale of the article.

Champagne cider is an article known to every one who handles wines, liquors, etc., to contain a certain proportion of gas, either naturally produced or put into it artificially, and this gas is therefore an essential property of the liquid. If on opening the bottle there was no evidence of its presence (no popping of the cork or foaming of the liquid), the buyer would have just grounds for complaint, and it is an universal practice (in the older por-

tions of the country, at least) among barkeepers and owners of bars, to return to the wholesaler all bottles of foaming liquids found in this condition, and to demand and receive a rebate therefor, or, if reparation is refused, enforce the demand by law. Can it be possible that a man has a recourse upon a dealer for the presence of a principle or an ingredient, for the absence of which, in the same article, he would also have a recourse? This is a sort of legal juggling, as now you see it and now you don't see it, that it seems to us should have no place in a court of last resort.

The decision is directly at variance with that of the Supreme Court of Iowa in the case of Gibson against Torbert. In this case, Gibson, an ignorant man, ordered by mail a pound of phosphorus from Torbert, a wholesale druggist of Dubuque. The phosphorus was expressed to Gibson, and he, knowing nothing of its properties, handled it so carelessly and recklessly that the chemical ignited and severely burned him. He brought suit against Torbert, claiming that that dealer should have recognized by his chirography, the construction of his letter, etc., that he was an ignorant man, and should have refused to sell him a dangerous chemical, or sent it on protest with due notice of its dangerous qualities. Torbert's plea was that he (Torbert) had a right to suppose that a man who ordered phosphorus understood its nature and character. The Supreme Court in its opinion in favor of Torbert, among other things, said: To admit the validity of Gibson's contention would make every dealer in drugs and chemicals the guardian of the ignorant, careless and reckless of the community, and without compensation of any sort hold him responsible for their follies and iniquities (we quote from memory but the words convey the sense of the opinion.)

In this case the position taken by the complainants was far more tenable than that of the Washington man. The one was grossly ignorant, as shown by his letter ordering the chemical, which is a substance notoriously dangerous to handle, while the Washington man is a professional barkeeper whose business it is to know all the dangers of his trade, while the substance sold is a comparatively harmless one, millions of bottles of which are annually handled (frequently recklessly) without producing an accident.—National Druggist.

Put Him Out.

"Buffalo Bill," during one of his visits to Chicago, was the guest of honor at a dinner given by Mrs. Potter Palmer.

"Colonel, what would you do in a crowded theater if a man yelled 'Fire?'" asked the hostess.

"Take him at his word had I my side arms with me," replied the famous plainsman grimly; "but if not, I should do the next best thing in case of fire."

"What is that?"
"Put him out."

Merged Into a Corporation.

Brown & Sehler have merged their business into a stock company under the style of the Brown & Sehler Co. The capital stock is \$300,000, divided into \$50,000 preferred stock and \$250,000 common stock. None of the preferred stock is to be issued at present, being held in the treasury to provide working capital. Of the common stock, \$197,000 is already subscribed, as follows:

Frank E. Brown.....	\$90,000
John Sehler	80,000
H. W. Sehler.....	10,000
T. B. Snyder.....	5,000
David Drummond	5,000
Samuel Schultz	5,000
Jesse Gingrich	2,000

The officers of the new corporation are as follows:

- President—Frank E. Brown.
- Vice-President—T. B. Snyder.
- Secretary—H. W. Sehler.
- Treasurer—John Sehler.

The gradual growth of this house is a matter of common knowledge and its expansion and prosperity are a cause of frequent comment and commendation, due, as they are, to the excellent business judgment of the gentlemen who have guided the institution from its inception.

A lady in Paris had visited four churches in one day, and on getting home she missed her umbrella. She immediately revisited all four churches and found her umbrella in

the last one. When it was handed to her she said gratefully to the sexton, "The people at this church are much more honest than those at the others."

Sober second thoughts usually occur the next morning.

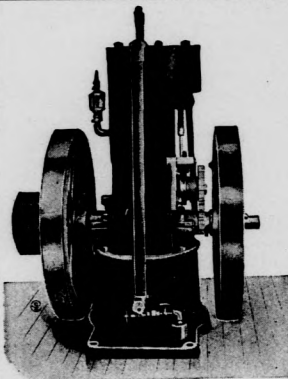
TOO LATE TO CLASSIFY

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

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

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

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



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.

JOHN T. BEADLE WHOLESALE MANUFACTURER



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FULL LINE OF HORSE BLANKETS AT LOWEST PRICES

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