

MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 10, 1904

Number 1064

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information furnished upon application to
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Grand Rapids, Mich.

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THE HORNET AND THE BEAR.

The eyes of the earth are turned to-
wards the Far East. The bear is on
his haunches with uplifted paws and
the hornet with angry buzz is whirl-
ing with contracting circles to the
point of attack. If history had not
so often proven that the battle is not
always with the strong, the result
of the coming contest could easily
be foretold.

If the purely physical alone is to
receive consideration Russia's affair
with Japan will be as the idle wind
which she regards not. In the matter
of territory Russia has 8,666,000
square miles to Japan's 147,000. In
population Russia has 140,000,000 and
Japan has 44,000,000, so that in popu-
lation alone the chances in Russia's
favor are something over 3 to 1.

In the consideration of these
chances, however, other questions
arise. According to a statement of
the Bureau of Statistics at Washing-
ton the funded debt of Russia in 1902
was considerably over \$3,000,000,000,
with an interest annually of more
than \$151,000,000. It is stated that
even with the exacting methods of
the Russian tax collectors it has been
found impossible to collect over 85
per cent. of a tax averaging about
15 cents an acre on farming lands,
so that any additional taxation which
war might make necessary could not
probably be collected. It looks, then,
as if the Russian government can not
expect to raise much more money

than at present by adding to the tax
burden, and will in consequence have
to look for it in the money markets
of the world. How her applications
will be received is at present a matter
of conjecture. A writer on this point
says that during the many years of
constant borrowing and free expen-
diture in the construction of railroads
and factories and other developments,
the abyss towards which Russia was
tending was not so apparent as it
has become since general distress su-
pervened and the day of payment is
at hand.

While Japan has little to boast of
financially, she appears to be in a
much better condition than Russia.
Besides possessing a Chinese indem-
nity reserve on which she is able to
draw, her national debt is only about
\$200,000,000—a light burden for her
44,000,000 people—so that she can in-
crease taxation without impoverish-
ing her population. She is understood
to have at her disposal for war pur-
poses \$150,000,000 at least, and could
double this amount by borrowing
from her own people, while her
chance of securing a foreign loan
would be as good as that of Russia
and probably far better. During the
last ten years Japan has made great
industrial and commercial progress
and placed her finances on a sound
basis, so that she is in a favorable
position to borrow abroad should she
so desire. Then, too, she needs less
money than Russia because she would
not fight at so long a range.

The military and naval strength
of the two are considered as about
equal, although Japan can put a much
larger number of troops in the field
if the reported number of Russian
soldiers in Manchuria is correct. A
war between Russia and Japan in its
earlier stages would be a naval one,
and it is believed that in this Japan
will prove the superior. In disci-
pline the Japanese navy is said to be
inferior to none and there is no
doubt in regard to the fighting qual-
ities of her soldiers and sailors.

Reasons for this belief are not hard
to find. With one-third of Russia's
population Japan publishes as many
books every year and as many news-
papers. In schools and colleges she
has 5,000,000 pupils and students—
one in nine—where Russia has one
in thirty-five, a condition leading
readily to the belief that Japan with
her 44,000,000 has more subjects who
can read and write than Russia with
her 140,000,000.

By far the most important fact
that faces Russia is that her labor-
ing classes are almost in a state of
revolt. The mutterings of years of
hard treatment and oppression have
found expression in speech, clear and
loud. The more intelligent of the
laboring class read inflammable liter-

ature and discuss their wrongs and
the bolder ones even assist in scat-
tering the literature intended to in-
cite revolution. It is from these
classes a large part of the army is
recruited. The rest of the soldiery
is made up of conscripts from the
agricultural districts that are repre-
sented as dull and slavish with noth-
ing but doglike loyalty for the Czar;
but it is said that the leaven of the
others is spreading among this class.
Then there are the Poles, who refuse
to be Russianized and are entertain-
ing lively hopes of ridding themselves
of Russian control.

With a dissatisfied laboring class,
with a soldiery without enthusiasm,
with the irrepressible and patriotic
Poles to fret her and with revolt
watching for an opportunity to break
forth, it is easy to understand why
Russia hesitates to declare war
against her apparently insignificant
neighbor. Of course, her mammoth
foot is planted on Manchuria, and ter-
ritory once so covered is hers for all
coming time; but under the conditions
it does look as if she must grant the
demands that Japan is strenuously in-
sisting on or else make more humili-
ating concessions when the deter-
mined hornet has accomplished its de-
termined work.

The death of Fred Macey natu-
rally causes considerable speculation as
to who will be the successor of the
deceased, and it appears to be gener-
ally conceded that there is only one
man in the city who has the energy
and the courage to take up the work
where Mr. Macey left off and carry
it forward to a successful termination.
That man is W. D. Bishop, who has
won a reputation as a mail order ad-
vertiser in the furniture line second
only to that enjoyed by Mr. Macey
himself. Mr. Bishop is covering prac-
tically the same ground, in an adver-
tising way, so assiduously cultivated
by the Macey company and a judi-
cious combination would not only
result in a joint saving of one-half
the present expense, but also give
the Macey institution a vital force
which would place it on the high
plane sought by its founder and man-
ager. There may be some delay in
consummating this plan, but, in the
opinion of the Tradesman, it is the
only practical solution of a very se-
rious problem which now confronts
the stockholders of the Macey estab-
lishment.

Those caterpillars who last fall
proved that an open winter was due
by appearing on our streets attired
in black continue to hibernate. Afraid,
probably, to face an outraged public.

By the way, what has become of
that sanguinary campaign recently
begun down in Colombia?

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

TIES THAT BIND.

Why the Grocer Can Trifle With His Customers.

The other evening my wife sat figuring up her grocery bill for the week. My wife has a scent for a cent overcharge as keen as a bird dog's for game, and she smells through the bill every week with the strong hope of finding something.

"Mr. Smith tried hard to get me to buy a bottle of a new Worcestershire sauce to-day," she said presently. "I told him I was perfectly satisfied with —'s, but he wanted me to try the new badly. Why should he try to get people away from things that they're perfectly satisfied with? Do you suppose he makes more on something else?"

"I suspect that that may be the case, my dear," I said lazily. "Did you buy the new brand?"

"I did not," she said. "Why should I? It was exactly the same price as the old and, as I was satisfied with the old, why should I change?"

Suppose my wife's grocer had stopped handling the brand of Worcestershire sauce she liked, would it or would it not have been easier to persuade her to take something else?

And would she have left him in high dudgeon for some other grocer?

Not on your life, she wouldn't.

For that is exactly what has happened several times, and my wife is still doing business at the same old stand.

And she's no easy mark, either; I can tell you that.

I remember once that we got accustomed to a certain brand of canned peas. They were all right. It was a New York brand and as fine peas as I ever tasted. They were small and young and wrinkled—as good as fresh peas any day.

I believe my wife paid 16 cents a can for them. (What difference does it make how much things cost if you don't pay for 'em?)

One night for dinner I sat down to a dish of peas that weren't worth within 4 cents a can of the old.

"Where'd these peas come from?" I demanded in a tone that gave the cat nervous prostration.

"Why, Mr. Jones has stopped keeping the other kind, he told me to-day," said my wife, "and these are the best he has. They cost exactly the same."

But they didn't cost Mr. Jones the same, I'll risk a little gamble on that.

Well, we grumbled and we grumbled and I cackled a lot about it, but what did it amount to?

The same thing happened several times more. It happened once with a brand of olives and a brand of corn and a brand of peanut butter.

All these things we had grown accustomed to and liked; but I suppose they didn't pay enough profit and they gave place to some other brands that paid more, some of which we liked and some of which we didn't. Mostly we didn't.

One day I said to my wife:

"My dear, you claim to be unable to get the things you want at Jones. Why don't you go to somebody else?"

"I ought to," she said, "but I've been dealing there for four years and they've got used to me and I to them, and it's not easy to change."

And there you have the great truth in a nutshell, brethren.

"It's not easy to change." All this tommy-rot put up by manufacturers that a consumer is going to take her dolls and go home if her grocer doesn't happen to keep just what she wants is all a lie. She won't do it.

You see, it's this way: A woman gets to going to a certain grocery store. She gets to know everybody in it. She feels so much at home that she can bully the clerks into giving her extra good measure. The order clerk comes to her house every morning; he knows her likes and dislikes, and in most cases gives her exactly what she wants. If she has a check to cash, she can send it up to the store by a servant and the grocer shells out the cash without a minute's hesitation. If she's a little short when the first of the month comes, he carries her another month. Sometimes she even borrows money of him.

Think she's going to pull up stakes and go to some other store where she's strange, just because there are one or two things she can't get?

Not on your tintype! In nine out of ten cases it happens just as it did with my wife. She doesn't like it. She even gets cross over it and says things. But it always ends the same way, unless, at least, the cases get a little too bad, and then she may really go.

What I mean by all this is that in most cases a grocer can deliberately stop handling a favorite brand of goods without losing much, if any, trade. The customer is loath to leave him, if his service is mainly satisfactory.

There is little, if any, chance of escaping from an unprofitable brand if he continues to keep it. What argument can he offer for a change unless there is some manifest advantage, like lower price? But if he hasn't the goods any more, she must have something and she'll usually take the new brand if he goes about offering it diplomatically.—Stroller in Grocery World.

One of the prettiest things in the way of a new trifle for woman's wear is a combined or joined sachet and powder bag. The sachet is made in the form of a narrow bag some three or four inches long, which draws up at the top with a narrow ribbon. Caught at the top of the longer bag is a little round one, in which my lady puts her powder puff, powder rag, or whatever she uses for this part of her toilet. The bags are made of the most delicate silks in white and painted by hand in pretty designs. One of them will only cost \$1.50, which is certainly reasonable. The two bags are drawn up with white or very narrow colored ribbons. The long sachet slips inside the top of the corset to prevent the pressure of the corset steel.

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

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Just What the People Want.

Good Profit; Quick Sales.

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Write for prices

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Don't Order an Awning

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

We make all styles of Awnings for stores and residences. Send for blanks giving directions for measuring.

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

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

Of course you have read of the expected war between Russia and Japan. How will this affect the importing industry of our country? Rice and tea will become scarce and consequently the prices advance.

Our stock of Rice is the very best and our Teas cannot be surpassed in quality or price.

WORDEN GROCER COMPANY

Grand Rapids, Mich.

We have a thoroughly modern mill, situated in the best wheat-producing section of Michigan. Our "GOOD AS GOLD" Flour has a firmly established reputation and a grand record. We want your business. We want to work with you for our mutual benefit. We believe if you once try our flour you will ever after be its firm friend and recommend it to your customers. Will you try it?

PORTLAND MILLING CO., Portland, Michigan

Beef Production a Good Occupation To Engage In.

Is the supply of beef cattle keeping up with the demand? In a sense, if the least time and space are allowed for, the supply and the demand of an article traded in are always equal. Any cause tending to sunder them is at once annulled by its own operation. The effect of all movements is immediately an equation, at some price or other, between supply and demand. Strictly, therefore, demand can never for any length of time or width get away from supply.

Of beef, like any other merchandise, there will always be a supply at some price. It will never cease to be possible for people who can pay the price of beef to obtain it, although of course the price might conceivably so soar that beef could be procured only by those of ample means. And there will always be a demand for beef.

Is the supply of beef likely to continue sufficient at present prices, or after a little while, will lower prices rule or higher prices? The question calls for enquiry into the possibility of beef cattle production, and into the probability of the beef cattle demand during the years just before us.

There are some causes at work tending to diminish the supply of beef cattle and certain to do this unless demand increases. The free pasture area on the public domain is lessening. Here is the great argument for a public land leasing law. Into this I do not enter; but it is clear to all that if such a law could be devised, which would enable stock owners to control their ranges so that care for the land would pay, and at the same time not hinder honest homesteading, great and permanent good would be done.

As it is, it being no one's interest to prevent, precious soil is blown away by the wind, covered with gravel by millions of gophers, tramped by cattle, gullied into rivers by rains and streams and made desert by thieves stealing and cutting the trees which shelter it. These things ought not so to be. The federal ox pasture has also been invaded by homesteading. This process is still rapidly going on—destined to be furthered, too, by a number of resources whose power is only just coming to be felt.

One of these is irrigation, public and private. We need not go so far as some irrigation enthusiasts to be convinced how vast an area now too dry for profitable agriculture will by and by become good agricultural land. As much more will be withdrawn from pasturage a little later by the creation of forests. This process seems to be accentuated by the growing impossibility of obtaining sufficient timber for the needs of this great country from the sources hitherto known.

Clearly, public pasturage must in no very long time cease to be an important factor in raising beef, whether the supply derivable from this source has not become so small as to lose all effect upon prices in the great centers. A few years ago,

I take it, the Chicago price of beef cattle was fixed, usually at least, by the free pasture cost of production. Perhaps the considerable rise during 1892 may be accounted for by the trade then for the first time becoming aware that the feed cost of beef and not the free pasture cost must henceforth rule.

The production of beef cattle is cut down by the spread of the dairy industry. All along east of the free pasture belt are small herders, who, a few years ago, were herders and nothing more, but are now to a considerable extent producers of butter fat.

We now turn to note circumstances tending to increase the production of beef, even supposing the demand to remain the same. A battle of the breeds is going on, one man thinks there is no beef ox like the Aberdeen Angus; another argues for the Hereford, while not a few still maintain that on the whole the Shorthorn is the best beef-maker. There is equal progress in breeding methods. Hand breeding is more and more practiced. As some beef farmers are eking out their profits by producing cream, so dairy farmers are learning how they may advantageously raise beeves "on the side," so to speak. Ordinary milk cows are bred to beef males, the offspring not seldom developing beef carcasses practically as perfect as if of pure Hereford blood. The spread of veterinary science and skill will no doubt in the course of a few years enable us to keep alive and to fit for the market thousands of cattle now carried off by disease.

Improvement is perhaps even more telling in modes of feeding stock, a given amount of food being made to go a greater way than formerly. I am not to give away secrets, but may assure you that the steer Challenger, which won the beef sweepstakes recently at Chicago, probably owed his victory more to feeding than to blood; which you will appreciate on being told that he was at least one-eighth Holstein, no doubt a considerable handicap on him as a flesh-maker.

If we now compare the causes tending to lessen production with those tending to increase beef production; better breeds, improved breeding, veterinary science and feeding, we can not, I think, help concluding that the forces repressing beef production greatly outweigh those promoting this.

In thus endeavoring to get at the net tendency of the beef supply, we have assumed the demand for beef to be constant or nearly so. We must now examine this assumption. Population in those countries which draw their main supply of beef from the United States is increasing by leaps and bounds, with no likelihood of curtailment.

Improvement is incessantly going on in the quality of beef, making it more and more delightful and more and more suitable for good use. As artificial beefmaking more and more takes the place of pasture feeding the quality will improve.

The rich as well as the poor are learning the exquisite deliciousness

and the great food value residing in beef pieces of the cheaper sorts, such as shanks, shins and chucks. Rapid improvements already visible and still to appear in cooking must also do much to make men relish beef and seek it as an important article of their diet.

There are forces tending to lessen the beef supply. Among these one naturally considers first the prevalence of vegetarianism. Whether this theory and practice of diet will increase or diminish is probably for the most part a matter of individual opinion. So far as I can judge, vegetarianism is not increasing.

It may be feared that pork, mutton and other forms of flesh will take the place of beef. This is not likely; first, because they are never much cheaper for any length of time, and secondly because for the great majority of people they are less useful and less agreeable as food than beef is.

A review of the various forces affecting the demand for beef thus reveals a very strong net tendency to increase this demand. We have confronting us a strong tendency to decrease the supply of beef cattle and also an equally strong net tendency to increase the demand for beef. From this it would appear inevitable that beef prices must in the next few years considerably advance.

But let us not conclude until we arrive at a conclusion. Must not higher prices immediately act to obstruct the enlarging demand? No, not necessarily, at least for a very long time. The case is briefly as follows: The population of the world is increasing by leaps and bounds. All must live off earth products,

which of course include beef. If the product of men's toil other than husbandry were to increase in cost as husbandry products must, the power of non-agricultural producers to obtain husbandry products would fall off; but this is not the case. While husbandry products are going to be harder and harder to get, other products are, as a rule, destined to be obtainable at lower and lower cost as the years pass. The result must be that in spite of the higher cost of beef, the ability of non-agricultural producers to obtain beef will not substantially change. The higher prices of beef will, therefore, to all likelihood, not cut down the demand.

The production of beef, hence, has no dubious or cloudy future, like deep mining, for instance. It will have its ups and downs, but must, in the long run, be like the path of the just, as depicted in the good book. It is a good occupation to engage in.

E. B. Andrews.

In a recent discussion at the Academy of Medicine, Paris, Lucas Chaponiere said that every day more confirmation was forthcoming of the idea that it was the abuse of a meat diet which was the principal cause of appendicitis. In those countries where the natives eat very little meat, as in Brittany, appendicitis is very rare. In England and the United States, where a great deal of meat is eaten, appendicitis is four times more common than in Paris.

Senator Hanna is no longer a boss. He has been deposed by his physician, Dr. Rixey, who says the time has come when he must obey orders. The Senator has been far too active for his strength.

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.

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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.

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All Grocers Have It—Price 10 Cents.

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AROUND THE STATE

Movements of Merchants

Iron Mountain—C. I. Smith has discontinued the grocery business.

Kalamazoo—Miller & Walker succeeded C. W. Cook & Co. in the drug business.

Alden—Hirschman Bros. & Co. have sold their clothing stock to B. Jacobson.

Manistique—Mrs. Alice M. Lewis has sold her millinery stock to M. G. Guile & Co.

Port Huron—Henry C. Schubertt has purchased the grocery stock of Henry A. Rose.

Alpena—Greenbaum Bros. & Co. have purchased the clothing stock of A. E. McGregor.

Albion—A. L. & D. C. Young have closed out their grocery stock and retired from trade.

Parma—C. C. Winslow succeeds Finch & Winslow in the dry goods and grocery business.

Mason—E. A. and Bert Tyler have purchased the agricultural implement stock of John Lasenby.

Sanford—Cornelius J. Shreeve has sold his implement and hardware stock to Haskell & Son.

Bangor—Casper Oppenheim has engaged in the clothing, furnishing goods and shoe business.

Jenison—Ohler Bros. have purchased the grocery and boot and shoe stock of N. Bouma.

Bradford—Chas. McCreery has engaged in general trade, having purchased the stock of R. E. Beebe.

Detroit—Howland & Mott, manufacturers of neckwear, have dissolved partnership, M. L. Mott succeeding.

Jasper—Service & Van Marter succeed Stout & Van Deusen in the agricultural implement and vehicle business.

Elsie—E. A. Fuller has purchased the furniture stock of F. C. Peck and also his interest in the undertaking business.

Muskegon—O. C. Peterson has purchased the interest of his partner in the grocery business of O. C. Peterson & Co.

Dewings—Chas. Carlson has purchased the interest of his partner in the hardware and lumber business of Carlson Bros.

Menominee—M. I. Perelstein, dealer in boots and shoes and men's furnishing goods, has removed to North Crandon, Wis.

Detroit—Alfred Eades has purchased the interest of his partner in the cigar and tobacco business of Doyle & Eades.

Howell—A. W. Cummer has purchased the grocery stock of Warner Newel and will continue the business at the old stand.

Cassopolis—O. F. Northrup and W. G. Bonine continue the furniture business formerly conducted by Nelson & Northrup.

Shelbyville—Glen E. Pratt succeeds his partner in the grocery, hardware and meat business of Wheeler & Pratt.

Allegan—Frank Nichols succeeds S. P. Blaine in the cigar business.

Ithaca—John H. Watson succeeds Parrish & Watson in the drug business.

Lake City—Jas. Berry has purchased the harness and boot and shoe stock of J. W. Goudie and removed same to his store.

Ludington—Benjamin Budreau has purchased an interest in Roussin's Bargain store, the new arrangement to take effect March 1.

Kalamazoo—Frank A. Boyce has purchased the interest of his partner in the paint, oil and wall paper business of Congdon & Boyce.

Detroit—Grabowsky & Co. have changed the name of their firm to the Giant Clothing Co. The members are Anna Grabowsky and Sarah Goldstein.

St. Johns—A New York racket store has been opened in the Morrison block. The proprietors are P. C. Elwell and son, S. J. Elwell, of Owosso.

Hillsdale—Geo. Schmitt has purchased the interest of his partner, H. D. La Fleur, in the boot and shoe business and will continue same in his own name.

Grand Ledge—G. M. Every has formed a copartnership with John Walsh in the implement business and the style will hereafter be known as J. H. Walsh & Co.

Marilla—Geo. L. Brimmer has moved his merchandise stock into his new quarters. The building has a steel roof, rock face steel siding and galvanized front plastered with cement.

Jackson—The J. E. Bartlett Hay & Grain Co. has taken possession of the hay business of F. W. Lipe. Chas. D. Livingston, of the former firm of Livingston & Knapp, is manager of the new enterprise.

Oxford—The grocery, book and stationery stock of Olive & Howser has been sold at auction to David Howser, who will continue the business at the same location. The consideration was \$2,000.

Petoskey—G. D. Gardner has purchased the furniture stock of H. Howe, of Boyne City, and will move a part of his stock here to the new store, dividing his time equally between the two places.

Belding—J. H. Henderson, who has conducted a grocery business here for the past six weeks, has consolidated his stock with his former partners, Pierce Bros., under the old style of Pierce & Henderson.

Middleville—M. S. Keeler, John Campbell and Wm. A. Quinlan have purchased the general stock of M. C. Hayward & Son and will continue the business at the same location under the style of Wm. A. Quinlan & Co.

Calumet—J. J. Argall, who has conducted a furniture store and undertaking establishment at this place for the past eight years, is closing out his stock and will take up his residence in the South on account of ill health.

Pontiac—Geo. Nusbaumer has disposed of his grocery stock on North Saginaw street to Thomas McConnell. Mr. McConnell has been connected with the grocery store of

Lewis & Crofoot for the past fourteen years.

Thetford Center—L. J. Benjamin, Louis Brady and Leonard Brown have engaged in the cheese business under the style of the Thetford Cheese Co. The capital stock is \$1,200, held in equal amounts by the members of the company.

Sault Ste. Marie—Love & Friedman, who recently uttered a chattel mortgage on their dry goods and clothing stock, now offer to settle with their creditors on the basis of 35 per cent. The creditors are understood to be holding out for a better offer.

Jackson—The clothing stock at Brooklyn conducted by H. M. Farnham has been purchased by C. B.

Farnham of this city, and H. M. Farnham has acquired an interest in a clothing business at Battle Creek. C. B. Farnham will conduct the Brooklyn business in connection with his store at this place.

Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids
Detroit Opera House Block, Detroit

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

A Roof Without a Leak

— THAT —
is what can be obtained by using

Wolverine Ready Roofing

Put up in rolls already to lay.

Easy to handle. Sold through the dealer.

Write for prices and samples.

H. M. Reynolds Roofing Co.

Grand Rapids, Michigan

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 Wolverine Brass Works has increased its capital stock from \$75,000 to \$150,000.

E. Barton has opened a grocery store at Howard City. The Worden Grocer Co. furnished the stock.

Daniel A. Keech has engaged in the grocery business at Cedar Springs. The stock was furnished by the Worden Grocer Co.

Church & West have increased their capital stock from \$20,000 to \$100,000 and changed their style to the West's Drug Stores.

Zalmon F. Morrison has effected a settlement with his creditors on the basis of 10 cents on the dollar. A few who held out, on account of their claims being in the hands of local attorneys, received 15 per cent.

Raymond Mancha, who recently sold his quarter interest in the Grand Rapids Show Case Co. to Samuel M. Lemon for \$24,000, is having plans made for a new factory building, which will probably be erected somewhere on the West Side. Mr. Mancha will be associated with a number of Grand Rapids gentlemen, who will contribute about three-quarters of the capital stock of a \$100,000 corporation, Mr. Mancha taking the remainder of the capital stock and assuming the management of the business.

All indications lead to the belief that the annual banquet of the Grand Rapids Retail Grocers' Association, which will be held at the Pantlind on Feb. 29, will be the most enjoyable function ever given under the auspices of that organization. The announcement in last week's Tradesman to the effect that assessments on the jobbing trade will not be resorted to this year—that the members of the Association will pay for their tickets in man fashion and not resort to grafting tactics to cover the cost of the entertainment—is meeting with generous recognition at the hands of the jobbing trade.

The Produce Market.

Apples—Local dealers hold their stocks at \$2.50@3 per bbl.

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

Butter—Factory creamery has advanced 2c, owing to scarcity, being now held at 24c for choice and 25c for fancy. Receipts of dairy grades are not so 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.

Cocoanuts—\$3.50@3.75 per sack.

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

Dressed Calves—8@9c per lb.

Dressed Hogs—\$6@6.25 per cwt.

Eggs—The market is still higher

than a week ago, due to the continuance of cold weather. Dealers hold fresh at 29@30c for case count and 31@32c for candled. Cold storage stock is completely cleaned out.

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

Grapes—Malagas 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.

New Potatoes—Bermuda, \$2.75 per bu.

Onions—The market continues to strengthen, due to scarcity of stock. Local transactions are on the basis of \$1 per bu.

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.

Pineapples—\$5.50 per crate.

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

Potatoes—The market is strong, with an advancing tendency. Store lots, 90c@\$1; car lots, on track, 85@88c per bu. in bulk.

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. Strawberries—Florida, 40@45c per quart.

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

The Boys Behind the Counter.

Ludington—John Gavin will succeed Benj. Budreau as clerk in the dry goods store of Adam Drach.

Grand Ledge—T. B. Robinson has engaged Frank P. Nichols, of Lake Odessa, to take charge of his grocery department.

Bangor—Casper Oppenheim has engaged two salesmen in his new clothing and shoe store—H. Marvel, of Detroit, and Milton Cohn, of South Haven.

Pellston—Rudolph Meyer, who has been employed in the hardware and furniture store of Fred J. Meyer, has severed his connection with the firm. Mr. Meyer has made many friends who wish him success in whatever he may undertake.

Z. Clark Thwing and Cyrus E. Perkins left the city to-day for Colon, Panama, to investigate the merits of a tract of mahogany timber, estimated to cut 60,000,000 feet, on which the Grand Rapids Veneer Works has an option.

Secretary of Agriculture Wilson wants to see the time when Americans will produce everything they require. He even includes diamonds. It would be great fun to run a diamond farm. There would be no trouble in getting help.

The Grocery Market.

Sugar (W. H. Edgar & Son)—Refined has been advanced by the American and Howell five points, all grades in barrels only, showing again a scarcity in cooperage stock. New Orleans advanced five points on all grades all packages on the 3d, making their barrel basis 4.40 per cent. net, cash less 1 per cent. Refined sugar is so cheap that a heavy buying movement could be easily started. We believe the situation will bear very close watching. Freighters are still badly delayed and in some places positively blockaded. Orders should be placed well in advance of requirements.

Coffee—All grades of Brazilian coffees have declined, Rio No. 7 being now 3c above the point when the boom began and Santos 2¼c above. The cause of the decline was the fact that the market had advanced too rapidly. Cotton speculative interests had come into the coffee market, and when cotton slumped it became necessary to get out on coffee. The large buyers have taken stock heavily at the decline. Mild coffees declined about ½c during the week. Javas are ½c higher on account of the short crop showing its effect on sales. Mochas have also advanced ½c, due to the gradually advancing tendency from an abnormally low point. Manufacturers of package brands dropped their prices 1c on Friday, evidently due to the fact that the package people found that the trade did not take to the package goods so readily at almost 15c when there are a large number of good brands of bulk coffee that can be bought below that figure.

Rice—Brokers report the rice market as very irregular, due largely to the bad weather which has extended well into the South and interfered with the movement materially. Locally there is no change in the situation. There is a continued call for the better grades particularly, and a gradually increasing demand as compared with former years is noted by some of the jobbers.

Syrups and Molasses—Owing to the higher corn and cereal markets generally there has been a decided stiffening in corn syrup. While no actual advances are reportable, such may occur at almost any time. The demand continues to hold up very well for all grades of syrup and molasses. There is a good trade in sorghum and the fact that there is no pure on the market seems to have little effect on the trade. Mixtures are in good demand and are selling at unchanged prices.

Canned Goods—There is a shade firmer feeling in the tomato market although it can scarcely be said to have advanced. As the time passes the true size and quality of the pack is becoming more and more apparent and with the result that the market is becoming stronger. As a general proposition the canned goods market is rather dull. The demand for California fruits has not been quickened by the strong advices from the coast jobbers, it is said, having not yet moved out the stocks representing their last autumn's purchases.

In vegetables the most marked feature is the demand for spot corn. Offerings of the latter are meager. Cheap pears are being gradually picked up and the market is now held to be in good shape. At the opening prices on 1904 asparagus there is understood to have been a good deal of business closed. Spot stock is very scarce and firm. More interest is being shown in red Alaska salmon, but no very important sales are reported. The market is firm, but without quotable improvement. There has been a very good movement in medium red and some sellers are sold up. The coast market is said to have been cleared of the latter description by recent large purchases for the east. Cheap grades are still quiet and offered at low prices. Sardines are quiet and unchanged.

Fish—As Lent begins on Feb. 17, the market will probably soon rally from its present lethargy. Mackerel are in slow demand, but rather weak. Irish mackerel have been cut about \$1 per barrel for several days, but close the week somewhat stronger. Norways are also weak and sales have been made at concessions. The bulk of shore mackerel is firmly held, but some odd lots have been sold during the week at a decline. Sardines are dull and unchanged, no general movement having been made as yet to offer futures. Cod, hake and haddock, particularly the first and last named, are still very high and very scarce. Trade is expected to improve within the next two weeks. Salmon is dull and unchanged. Lake fish is scarce and high.

New Paper House To Be Launched.

The Grand Rapids Paper Co. has been organized by Frank Vandeven, John J. Blicke, Christian Gallmeyer, John Rempis and Geo. J. Heinzelman, each of whom has contributed \$1,000 to the capital stock. The company will be officered as follows:

President—Christian Gallmeyer.

Vice-President and Manager—Frank Vandeven.

Secretary and Treasurer—John J. Blicke.

The company has leased the ground floor and basement at 20 Pearl street and will occupy it as soon as the stock can be purchased with lines of wrapping paper, paper bags, twine, etc. Mr. Vandeven has had considerable experience in the retail trade, having conducted a grocery store on Wealthy avenue for six years and traveled in Minnesota for the past eighteen months for the Diamond Crystal Salt Co. He and Mr. Blicke will devote their entire attention to the business, the other stockholders acting only in an advisory capacity.

Albion—John Franklin, who lately clerked for A. L. & D. C. Young, and John Dorrance, who for the past fifteen years has clerked in the leading groceries here, have formed a partnership under the style of Franklin & Dorrance and have embarked in the grocery business.

The production of beer is now more than half a barrel for every man, woman and child in the United States.

SALE OF STOCKS IN BULK.

Scope and Purpose of Laws Regulating Same.

In obedience to what in recent years has developed into a positive demand on the part of the commercial interests of the country, and in furtherance of its policy of correcting business evils as far as possible and raising the standard of mercantile transactions and intercourse, the National Association of Credit Men, a few years ago, inaugurated the agitation in behalf of laws governing bulk sales, to the end that the rights of creditors and the interests of creditors in unpaid-for stocks might not be prejudiced or violated. This agitation has been successful, as proven by the passage of such laws in the States of Louisiana, Oregon, Minnesota, Tennessee, Wisconsin, Ohio, New York, Colorado, California, Idaho, Utah, Delaware, Territory of Oklahoma, Virginia, Massachusetts, Connecticut and Georgia.

These laws should and do aim at transactions out of the ordinary course of trade. When men who are engaged in the wholesale, retail or any other line of business seek to dispose of their entire stocks in bulk, there must be a special reason for their action. If that reason be honest, be fair, be just, then they have nothing to fear from a law such as we advocate. If their reasons be other than fair, than just or honest, then those whom they are owing for the very goods they intend to dispose of have a right to know that such action is contemplated, especially when their only recourse as to securing payment lies against that very stock. The man who is desirous of disposing of his goods and intends to deal honestly with his creditors has no objection under such a law as we suggest to taking his creditors into his confidence. It is the individual who is anxious to dispose of his goods so that he may take the proceeds and seek "other fields and pastures green" that objects to the publicity which we demand should be given to these transactions, and that individual objects to the law because under it his attempts at robbery will be frustrated. But there is only one way of making a law like unto this effective and practical, and that is to lay upon the shoulders of the purchaser of the stock such duties in respect to insuring the publicity of the sale as will prevent his being a party to a fraudulent transaction; and a purchaser who objects to what we ask is, in ninety-nine cases out of a hundred, afflicted with the same symptoms of dishonesty as the seller. A man who considers it honorable to buy in a stock at 50 per cent. or 33 1-3 per cent. of its value, when he knows that the effect of the purchase will be to leave the creditors of the seller without payment for the very goods he is taking over, is a discredit to any business community. In some instances he has been an innocent purchaser, but in order to reach those cases where he has not been and could not be innocent of the real nature of the deal—and they constitute a vast majority of the cases—

he should welcome the opportunity to so conduct the transaction that there would be no room for charges of fraud or collusion.

This is the position which we hold the purchaser should occupy, and in order to enforce it we have provided that it should be his duty to make enquiry of the seller as to the names and addresses of the parties he may be owing, and the amounts due each, and it shall then devolve upon him, under the law, to notify those creditors a stipulated period before the sale is to actually take place, so that they (the creditors) may have an opportunity to investigate the transactions, and adopt such measures as are needful for their own protection. That this constitutes an effective barrier to the perpetration of fraud upon creditors no one will honestly question, and that these midnight sales and the great losses that have resulted from them will be avoided under such a legal precaution and restriction as we have described no one will doubt. The time limit placed upon such purchasers of such stocks in which they must notify creditors varies to an extent in the different laws, but in none is it less than five days nor more than ten days. The shorter time limit of five days seems, however, to have the preference.

But another and as important a feature as these laws contain, or could contain, is the duty also imposed upon the seller and the purchaser to prepare an inventory of the goods to be sold, also stating the cost price of them to the seller, as far as the exercise of due diligence will permit, and that the purchaser when advising the creditors of the proposed sale shall also state to them the cost price of the merchandise to be sold, and the price at which it is proposed to sell it. The seller is also required under the law to truthfully answer all the enquiries of the purchaser in respect to these different matters. The great merit of such a provision as this is that the inventory giving the cost price, taken in connection with the notice of the price at which the goods are to be sold, will establish the correctness or honesty of the basis on which the sale is to be made; and any attempt on the part of the seller to sacrifice the goods will be uncovered and open to just attack on the part of the interested creditors. The laws also hold that any avoidance of the duties imposed upon the seller and the purchaser under them shall be presumed to be with fraudulent intent, and in some it is held as prima facie evidence of fraud.

Wm. A. Prendergast.

The activity of American inventors is evinced in the number of patents issued by the Commissioner of Patents during the year 1903. There were applications filed for 50,213 and 31,699 were issued. Doubtless a large percentage of the inventions covered will not prove of practical value, but the fact that so many novelties have secured letters patent shows that the field of human necessity is growing faster than the inventive genius of man can supply it.

The Passing of the Dividend.

Written for the Tradesman.

For something like a decade the United States has been looked upon as the land of the large. Its physical properties from the same point of view have always been conceded. The Alps are dwarfs; the Danube is a rivulet; Leman and Lucerne are ponds and distance that is worthy of the name is found only in the Western world. With this stupendous in marked contrast as a representative of the American people has stood the diminutive "Almighty Dollar." Small as it was and insignificant as it was it was a fair type of the nation that worshipped it, and this worship went on until the worshippers themselves became aware of their debasing paganism. Then the awakening came and with a revolution which startled finance American commercialism has taken the American dollar in hand and made it a worthy counterpart of the continent's greatness; so that here alone are undertaken those tremendous enterprises already conceded as peculiar to this country and people. We alone have a billion dollar Congress; we alone can dig the Isthmus canal and we only have the billion dollar corporation whose fat dividends are the envy of the timid and the weak outside of our borders.

This enlargement of our idol to proportions commensurate with our physical size and importance has been due to no illogical guess work. System and the divine law of the integer form the basis upon which the whole thing rests. The penny saved is the penny earned and only in the vast undertaking, combination and combination again, until waste and saving are reduced to the minimum, can be realized that legitimate dividend whose amount corresponds to what has now become a figure in harmony with the national idea.

Let us consider this: Any industry which carries along a raw material through several processes into a finished product is attended with more or less waste and so with a resulting lessening of the dividend. Combine under one management all the establishments devoted to a manufacture of a single raw material and the saving is almost beyond belief. Fewer men are wanted. Freight rates are reduced. One President takes the place of many, and this reduction of the cost of manufacture extended all along the line only shows what a billion-dollar enterprise can be made to realize when its management is placed in hands with million-dollar brains behind them.

That is what the United States Steel corporation does. It mines its own ores; it makes its own coke; it ships these products on its own vessels and railroads to the furnaces and with a reduced number of employees it places the manufactured product on the market. Nothing is left to chance. It is practical logic from beginning to end; so thoroughly so that there was allowed to be not even a chance in the slightest degree of the failure of American prosperity, and even if there should be found a flaw in the logic would not the enor-

mous earnings of the corporation and the colossal surplus a great deal more than compensate for that?

So much for capital; but what a boon this combining was to prove to labor! It was to result in stability of prices and this in the long run and the short run meant for the workman steady work at high wages. So the world heard and read about the economy of the integer, was impressed with its invincible logic and bought "steel common" at 45 as a good investment, as a bargain at 30, and as a road to competency at 20—the whole culminating in a dividend which corresponds with a billion-dollar congress and a billion-dollar country and a billion-dollar corporation.

For something like a dozen years now the United States Steel corporation has been working out its invincible logic. For some unaccountable reason the practical part of it does not lead to promised results. In other words, there is a passing of the dividend, appalling as it is unexpected and disastrous. Instead of waxing, prosperity has waned. The billion-dollar financier has not developed his boasted ability to control the tides of the business world. The economy of the integer is proving to be the reverse of that and the only direct saving is effected by a cut in the cost of labor, either by lowering wages or by inventing labor-saving devices, neither of which gladdens the workman's heart. The raw material through the various processes costs just the same in times of low prices for finished products as in seasons of high prices, unless the wage cost is reduced—a statement not at all weakened by the recent rise of cotton to 17 cents a pound.

The conclusion of the whole matter is this: Finance has been buncoed and the passing of the dividend is its convincing proof. R. M. Streeter.

It is proposed to celebrate the centennial of Robert Fulton's invention of the steamboat by a monster water parade in New York harbor in 1907. Fulton's first boat, the Clermont, was launched late in the spring of 1807 and it was not until August 17 that she made her initial trip to Albany and return. She was 140 feet long, 16 feet beam and drew 28 inches of water. She had a Watt & Bolton's engine, having a bell crank motion, with a cylinder 24 inches in diameter and 4 feet stroke of piston. Her boiler was 20 feet long, 7 feet diameter, 21 feet circumference. Her side wheels were 15 feet in diameter and 48 inches face. The boat made the trip to Albany and return at an average speed of five miles an hour. She was the predecessor of a considerable fleet that soon made its appearance on the Hudson. This was followed by the extension of steam to boats upon other inland waters and the larger development of the navigation that the Clermont had made possible and practical for all forms of maritime transportation.

That "busy buzz" development by the Citizens Telephone Co. of Grand Rapids has created one of the sorest spots on the entire anatomy of the bankrupt Michigan Telephone Co.

LYON BROTHERS MONSTER LIST

GOOD ITEMS FOR YOUR BARGAIN BASEMENT OR COUNTER

THIS IS OUR MONSTER ASSORTMENT OF 5c BARGAIN TABLE GOODS

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

SPECIAL INTRODUCTORY OFFER

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

1,604
PIECES

\$45.75

LESS 2 PER CENT FOR CASH

NOTIONS AND STATIONERY

Cost		Cost	
1 dozen M. C. Peacock Pins.....	\$0.34	1 dozen American Hair Pins.....	\$0.25
1 dozen papers, No. 3 Manchester Safety Pins.....	.33	1 dozen No. 306 Purses.....	.30
1 dozen No. 2073 Key Chains.....	.37	1 dozen No. 660 Pencils.....	.25
1 dozen Invisible Drawer Supports.....	.35	1 dozen No. 113 Pencils.....	.30
1 dozen No. 277 Hair Pins.....	.40	1 dozen No. 295 Penholders.....	.30
1 dozen Embroidery Hoops, size 6.....	.35	1 dozen No. 74 Colored Crayons.....	.35
1 dozen 7/8 Loom Web.....	.35	1 dozen Kirk's Assorted Inks.....	.35
1 dozen No. 1503-7 Dressing Combs.....	.40	1 dozen Lion Glue.....	.35
1 dozen No. 1106-14 Fine Combs.....	.36	1 dozen No. 23501 School Bags.....	.35
1 dozen No. 2067 Aluminum Pocket Combs.....	.35	1 dozen No. 180 Pencil Boxes.....	.38
1 dozen No. 1318 Round Combs.....	.38	1 dozen No. 23641 Papereries.....	.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. 20291 Men's Armbands.....	.30	1 dozen No. 23539 Memorandum Books.....	.40
1 dozen No. 36 Ladies' Garters.....	.30	1 dozen No. 23619 Counter Books.....	.35
1 dozen No. 20261 Men's Garters.....	.35	1 dozen No. 23597 Composition Books.....	.38
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.....	.36
1 dozen Tracing Wheels.....	.20	1 dozen 1-quart Dippers.....	.38
1 dozen No. 2241 Locks.....	.35	1 dozen 10-inch Pie Plates.....	.28
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.....	.80
1 dozen 4x5 Brackets.....	.25	1 dozen 1-quart Pails.....	.40
1 dozen No. 161 Harness Hooks.....	.40	1 dozen 2-inch Gravy Strainers.....	.30
1 dozen 4-inch Light Strap Hinges.....	.38	1 dozen Yacht Cups.....	.30
1 dozen Perfect Hasp and Hinges.....	.30	1 dozen Fruit Jar Fillers.....	.38
1 dozen No. 8 Rivets and Burrs.....	.30	1 dozen No. 13 Comb Cases.....	.40
1 dozen No. 80 Fire Shovels.....	.38	1 dozen pint Stamped Cups.....	.30
1 dozen 4-inch Slim Taper Files.....	.39	1 dozen 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.....	.28
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. 374 Pants Hangers.....	.40
1 dozen No. 1086 Nail Brushes.....	.23	1 dozen No. 41 Plate Handles.....	.24
1 dozen No. 20241 Tooth Brushes.....	.30	1 dozen No. 53-10 Hangers.....	.40
1 dozen No. 20152 Shaving Brushes.....	.40	1 dozen Sink Cleaners.....	.40

CROCKERS' 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 Chamorro 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.....	.25	1 dozen No. 300 Soap.....	.25
1 dozen Dying Pig Balloons.....	.35	1 dozen No. 308 Soap.....	.39
1 dozen Lucky Pennies.....	.40		

FOR A COMPLETE LINE OF GENERAL MERCHANDISE WRITE FOR OUR CATALOGUE No. C 367 POSITIVELY NO GOODS SOLD TO CONSUMERS

LYON BROTHERS

Largest Wholesalers of General Merchandise in America
MADISON, MARKET AND MONROE STS.

CHICAGO



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

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Grand Rapids

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Extra copies of current issues, 5 cents; of issues a month or more old, 10c; of issues a year or more old, \$1.

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

WEDNESDAY - FEBRUARY 10, 1904

AN OLD, OLD LESSON.

No, my son, the appalling conflagration at Baltimore does not prove that the art of architecture is a failure, does not condemn steel construction in buildings, does not prove anything except that there are limitations to human effort as against the irrepressible force of Nature in her moments of tumult.

As a metropolitan city, Baltimore is something over a hundred years old and, as in all cities of that age, there were many old and almost worthless tinder boxes of buildings, concealed behind pretentiously veneered fronts of stone and brick—indulgences in pretense to secure returns upon high land values.

Every American city has more or less of such sham. It is a natural condition of youth in urban development and so can not be condemned, in fairness. "They do things differently in France"—and Germany and England because they are compelled to do so by the venerable ages of those countries. It is not that the business communities in Europe are more wise, more patriotic and public spirited, or more generous, than are the corresponding communities in America. The explanation is that they are so old they can not help it.

American cities, even those with more than a century of time to their credit, have not wholly outgrown the era of lumber, have not entirely addressed themselves to bricks and stone. There are thousands of beneficiaries of estates yielding incomes depending entirely upon the existence of buildings that have been in service fifty, seventy-five and a hundred years. And the insurance companies humor such audacity.

Ultimately, when the Portland cement factories in Michigan are producing 20,000 barrels of cement daily, when lumber may not be had at less than from one hundred to two hundred dollars a thousand feet, when structural steel can be had in any quantity on the shortest kind of orders, when contractors and builders and carpenters, masons, plumbers, steam and gas fitters and painters learn that the only sure way and right way out of their troubles is by mutual fairness and co-operation, then will it be, perhaps, that we will have outgrown the dangers such as

were so dreadfully exemplified at Baltimore.

GENERAL TRADE REVIEW.

Aside from the two great happenings of the past few days—the commencement of hostilities in the East and the burning of Baltimore—there were enough of adverse influences to keep the tendencies of stock trading downward. Thus the cotton upheaval and break in prices and the speculation in grain and other staples monopolized attention to the exclusion of general trading. Then there was the announcement of the requirement of large sums for special uses, as the Government \$40,000,000 for the canal purchase and another similar sum for the Pennsylvania Railway loan and other minor demands aggregating enough to cause a strong probability of financial disturbance. While these are not of sufficient importance to cause any uneasiness in view of the abundance of reserve everywhere to draw from, it takes but little of such indications to call a halt in stock speculations. The strength of the situation is indicated by the little real disturbance attending the realization of the worst forebodings in the Eastern question.

General trade has kept up well for the time of year. Comparisons with former years are all favorable except with the last, when it is to be remembered that nearly all records were left far behind. Considering the unusually severe cold activity is well sustained; indeed, on account of it winter stocks are being well sold out. Footwear still takes the lead in the apparel industries, orders having been placed to secure activity for several months. The break in cotton, while temporarily demoralizing, is a necessity for the future of the cotton goods trade. Orders are being placed more freely and the tendency of prices is toward a parity with the staple.

A Minnesota husband put his wife into his trunk and had her checked as baggage to save railroad fare. The train on which they were to travel, however, was two hours late and after being exposed to the severe cold on the station platform during this time the woman's endurance collapsed and she screamed to be released, and spent the rest of the day trying to resist an attack of pneumonia. Not many women love their husbands well enough to be willing to follow them in this fashion.

Chicago admits that it is very wicked, but it insists that it is very prosperous. It claims a greater increase in postal receipts and bank clearings than any other city in the country. The Record-Herald remarks: "Chicago may have many things to regret or be sorry for, but the condition of her business is not one of them."

And in case the Democratic leaders succeed in adopting "Good Roads" as a shibboleth during the coming campaign, what is to become of our own "Good Roads" Earle, Chief Genial Light and Founder of the League of Genial Lights?

EDWIN A. STRONG, THE CHARACTER BUILDER.

It is customary to save all the good things we know about a man until he is dead and then lavish them on his memory, smother his coffin with flowers and his grave with blossoms. The custom is a beautiful one and enjoys the distinction of having come down to us through the ages, but the Tradesman believes—and has always undertaken to act on such belief—that a little less eulogy at the funeral and a little more acknowledgment of the obligation due the individual this side of the grave are by no means out of place.

Especially is this true when applied to the life work of Edwin A. Strong, whose experience in the various channels in which he exerted himself during the twenty-five years he resided in this city is graphically described by eighteen contributors elsewhere in this week's issue.

What Mr. Strong's services were to this community others know in part; but only his associates in the schoolroom can understand the peculiar inspiration, the infectious and quickening enthusiasm, which he carries into his daily labor.

To work with him is of itself a liberal education. His praise is a sufficient gerdun; his own brilliant method at once the spur and the despair of others. As Emerson spoke of Carlyle's descending to the drudging details of his Life of Frederick from a superior height of cosmic knowledge, so Mr. Strong appears to apply himself to the questions of the hour, laden with the wisdom of the ages.

And to garnered knowledge and wide experience he adds a moral judgment which pierces even to the dividing asunder of soul and spirit, so that to no man can better be applied the epitaph of Thirlwall: *Cor sapiens et intelligentis ad discernendum judicium.*

To every one privileged to observe or to share his work as a teacher, his very personality is a thrilling summons. His inexhaustible fertility, his ever-renewed freshness, his indomitable spirit—falling to rise and baffled to fight better—these are among the qualities which perpetually astonish and delight those who are with him in daily association.

Mr. Strong has never talked cant. He gives simple expression in conversation, as well as in his lectures, to what he believes both practical and natural when perceived and understood. He has faith in the divine which is in every human heart, however obscured it may be by outward circumstances and environment. His judgment is not swayed by sentiment, but by the conviction that humanity is in a process of evolution into higher conditions; and that every effort to bring a more complete realization of possibilities must bear fruit. He gives his life to this end, never losing faith under discouragement.

As the world counts, Mr. Strong's career has not been successful, because neither money nor fame has come to him in large measure, due solely to his own modesty in not only refusing to put himself forward, but in always keeping himself in the background. Many of his best friends insist that this is a serious defect in his character—that by so doing he has deprived the world of much to which it is entitled by constantly belittling his own efforts and decrying his own knowledge—but the Tradesman believes that this characteristic is the chiefest charm in the man; that it is in thorough keeping with his sensitive conscientiousness and methodical methods and rounds out his character into a harmonious combination.

Mr. Strong's sole ambition has been to help his associates and pupils over rough places into ways of pleasantness and peace. His work is character building, and the fruits for himself—a golden harvest—are manifest on every street of Grand Rapids, in every county in Michigan, in every state of the Union. No youth who ever comes under the spell of his influence can help being benefited, strengthened and encouraged. The bad is made good and the good is made better by an unseen force which neither teacher nor pupil is able to understand or define. Nor is this unseen influence confined to a single generation. It is noted in the children and grandchildren of those who imbibed wisdom at the feet of their instructor and it will continue to be a living force as long as time lasts. The man may die and his existence be forgotten by many, but the influence he exerted over the thousands of men and women with whom he came in contact will be perpetuated through generations yet to come.

Millionaires may bequeath us money in unstinted amount to erect hospitals, libraries, art galleries and museums, but Mr. Strong performed a greater service and left a more valuable legacy to this community than any other man who ever lived here, because he devoted his life to the building of men and women and the uplifting of character. For twenty-five years he stood before the people of this city and ministered to them both as teacher and citizen. His life was an open book that all might read, and his character shone forth like a beacon light to guide his fellows in the ways of honesty, duty, faithful service and righteousness.

The Canadians have often pointed the finger of scorn at Americans for permitting dishonest practices in politics. They have always claimed that their political methods were absolutely pure in comparison with ours, and that their government was in every way superior to ours. They could not think of annexation to a country so lawless as the United States. Just at present, however, the Canadians are contemplating a political ulcer in Toronto, a city which they have regarded as a model municipality. In the recent city election there it is alleged that dead men were voted, repeating was carried on with impunity, bribery was rife and general corruption prevailed. They will probably refrain from throwing stones this way for a while.

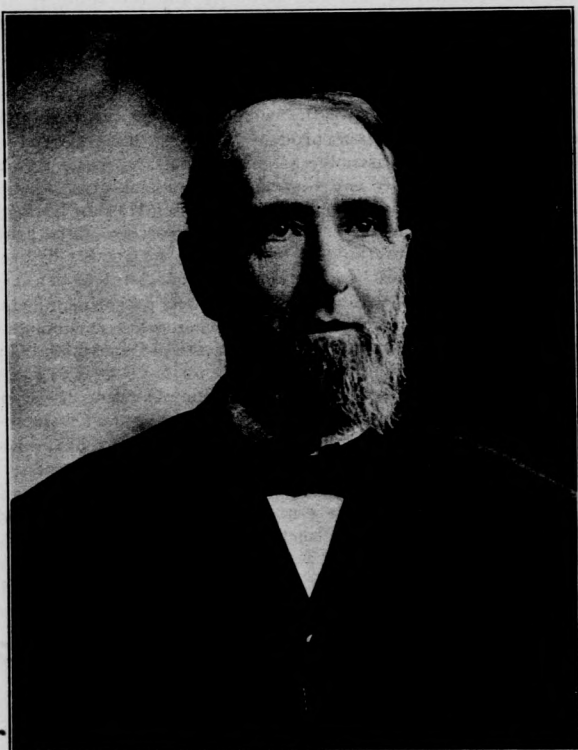
THE MANY SIDED MAN.

Loving Tributes to the Sterling Worth of Edwin A. Strong, the Veteran Educator.

The following letter from the editor of the Tradesman was recently sent to eighteen of the former associates of Prof. Edwin A. Strong, of Ypsilanti: As a student under Mr. Strong I have always felt that his career in the Grand Rapids public schools and as a high minded and exemplary citizen was never given fitting recognition of a public character by the people of this city.

I have frequently discussed this subject with friends, including Hon. Charles W. Garfield, who suggests a symposium of opinions, showing Mr. Strong as the many sided man. In pursuance of this plan we have selected the following list of topics and assignments, and will ask you to kindly co-operate with us in this matter by preparing an article for the series, which we should like to publish in our issue of Feb. 10:

1. His boyhood and early manhood—A. J. Daniels.
2. Mr. Strong as an employe—J. H. McKee.
3. His relation to the early scientists of the city—Dr. Joel C. Parker.
4. His relation to the boys who founded the K. S. I.—Hon. Chas. W. Garfield.



E. A. Strong.

5. His impress on the young men—Omer H. Simonds, Duluth, Minn.
6. The religious side of his life—Rev. A. R. Merriam, Hartford, Conn.
7. His love of the classics—Prof. Calvin Thomas, New York.
8. His ideas on charity—Miss Emma Field.
9. Mr. Strong as an architect—Chas. S. Hathaway.
10. His influence over his associates—Charles Chandler, Miss Annette C. Dickinson, Miss Ellen Dean.
11. His influence over his students—E. F. Sawyer, Cadillac; Mrs. Cornelia Hulst, Miss Helen Sauers, Gaius W. Perkins.
12. Mr. Strong as a public spirited man—Anton G. Hodenpyl, New York.
13. Mr. Strong as a companionable man—Ossian C. Simonds, Chicago.

The response was even more prompt and generous than was expected. Every one invited to contribute to the series insisted that it was a privilege to be given an opportunity to pay a word of tribute to one of the most lovable men living. The result is a very gratifying one to the Tradesman and must certainly be equally so to the many friends of Mr. Strong, whose career in this community from 1858 to 1885—a period of twenty-seven years—is fragrant with good deeds, high motives and unselfish devotion to duty. Generous as the contributors are to their subject, they have not painted the picture in too glaring colors, because no pen can do justice to the massive and solid integrity, the large, warm, generous heart and the brilliant and

gifted mind which are distinguishing characteristics of the man. So long as life lasts and memory lingers all who have ever enjoyed the advantage of association or companionship with Mr. Strong will cherish the recollection of his lofty spirit and his winning manners—simple, sweet and genial.

Mr. Strong's Boyhood and Early Manhood.

I can not remember having seen Prof. E. A. Strong until about his fifteenth year, although our birth places were not more than a mile apart. We had attended different schools and at an early age circumstances had driven me several miles away from my first home. At about the age mentioned above we were working on adjoining farms and here began that acquaintance which has become more and more intimate with advancing years and which will continue while we live.

The four preceding years Mr. Strong spent in New England with a maiden aunt with whom he pursued the studies of philosophy and chemistry, of which he became so fond in after years. I have heard him say that although they constructed the apparatus they used, the results obtained were quite as satisfactory as any experiments he made in after years.

Mr. Strong was born in the township of Otisco, about eighteen miles south of Syracuse, on Jan. 3, 1834. I know but little of his parentage save that his mother was a sister of Samuel Pomeroy, who emigrated from New England at the time of the Kansas-Nebraska troubles and afterward became U. S. Senator from Kansas. The exact place of his birth was on a plateau, near the top of a high hill, from whose summit could be seen the townships of Tully, Cardeff, Pompey, Homer and others bearing classic names. The whole country round about is made up of hills, partially covered with forests, and in the valleys between lie nestled villages and lakes bearing similar names.

Only two miles away, in the next township and in plain view but far below, was another plateau, covered with great rocks of the famous Tully limestone, over which in after years we tramped together, stepping only on the rocks separated by narrow plats of grass.

Far off to the north and east could be seen Oneida Lake and nearer the reservation of the Onondaga tribe of Indians, through which we hauled to market the products of the farms, returning late at night with loads of merchandise from the merchants in the neighboring village.

I have never seen a more beautiful and picturesque region of country than this on which he could look by going a short distance from his father's farm. He has always enjoyed visiting the old homestead and looking down upon a panorama that was always before him when a boy and which, no doubt, had some influence in giving him a love for the natural sciences and ability to appreciate the beautiful in art or landscape wherever it came to his notice.

Later, when we were together in a preparatory school and college, I came to believe that his early studies and home surroundings had been the means of placing him far in advance of any of his classmates. One characteristic of his was to obtain by his own efforts that which others were usually willing to receive in the easiest possible manner. I think I can say that he never received any aid from anyone in the solution of any problem in mathematics and I have known him to get excused from a recitation when the instructor was to explain difficulties that other members were ready to abandon.

I will say no more as I value too highly his friendship.

A. J. Daniels

Mr. Strong As An Employe.

Prof. Strong came to the Grand Rapids High School in the fall of 1858, upon the recommendation of Professor Danforth, and was either Principal of that department or Superintendent of Schools, with the exception of a portion of one school year, until June, 1885. He was, therefore, for more than twenty-six years an employe of the school boards of this city, first of Fractional District No. 1, as then known, and, after 1871, of the Board as now organized. He served as Principal of the High School from 1858 to the fall of 1865, when he took the superintendency, and served in that capacity until his resignation in January, 1871. The fall of the same year he was recalled and took the principalship of the High School, which he retained until the end of the school year, 1884-5. During the whole of this lengthy period of service Professor Strong's work was satisfactory to the school trustees; his relations with the teachers of the different departments most pleasant, his example beneficial, and his influence encouraging to their work; his character was a model to his pupils and a constant suggestion of nobility and purity to his associates. The school boards under which he served found him invariably the quiet, graceful gentleman of the truest and highest type. He was a thorough scholar, a really erudite man. I remember distinctly, on one occasion, a marked incident in evidence of this: Professor Strong was present at a gathering of the members of the School Board, the Central School teachers, and a few others, at the residence of John Ball, to meet a gentleman from Boston, a scientist of great learning and wide repute, whose name now escapes me. He and Professor Strong were introduced

and entered into conversation. I sat by as an attentive listener. I noticed the modesty, almost timidity, with which Professor Strong began to converse. At first he was only the interestedly inquisitive learner at the feet of a master, a simple, earnest, questioning student. But soon his enthusiasm began to rise and a fund of information to flow from his lips on the special subject of their conversation, which surprised me and evidently delighted our guest. He spoke of it to members of the Board at the close of the evening and said, "Your Mr. Strong is not only a delightful gentleman but a man of unusual acquirements. He modestly disclaimed any very thorough knowledge in the lines with which I am connected, but really I find him quite my equal in my own specialties. I congratulate you on having such a man on your school force here." Naturally such an encomium, from such a source, was a gratification to the Board which had employed him, and indicative of his value to the school interests of the city.

In his address at the opening of the school year, 1871-2, A. L. Chubb, President of the Board, said: "Realizing the importance of encouraging the study of the more advanced branches, such as are taught in our High School, the services of Professor E. A. Strong, late of the Oswego Normal and Training School, and formerly the much-esteemed Superintendent of Schools in Fractional Union School District No. 1, of this city, have been secured, in which we may consider ourselves exceedingly fortunate, as he brings to this work a mind of rare culture, richly stored with knowledge gained by a life of study and research. Under his charge, and with the co-operation he may rely upon from this Board, it is not too much to expect, that, with the school year this day begun, a new epoch in the history of our High School is also begun, to be characterized by greater efficiency, and it is hoped by a more liberal patronage."

In the President's report to the Board for the succeeding year occurs this paragraph: "If we would keep pace with other nations we must be vigilant in our efforts to extend and make as general as possible, not only a knowledge of the laws of nature, but we must also go farther and educate the rising generation in the application of science to the various industries of our country. * * * An important step in this direction has been taken by Professor Strong in the practical methods he has adopted with his classes in chemistry and physics."

In speaking of the courses of study for the High School, in his report for that same year, the Superintendent of city schools says: "All the courses of this school have been carefully re-written by Mr. Strong."

He was ever quick to note and remark upon any influence which tended to the advancement of educational interests, and bring it to the attention of the Board. His care and faithfulness in giving attention to the minutest suggestions of the Board are something also to be noticed. As an example of this, in one annual report the Board had incorporated a small list of books recommended for general reading to the pupils of the schools. In his report the next year Professor Strong takes pains to refer to the recommendation and specify in definite figures just how many pupils had followed the suggestion, and how many of the works each one had read.

Unwittingly chronicling the fulfillment of the hope expressed by the President of the Board regarding increase of attendance of the High School, when noting the appointment of Professor Strong to its principalship, the Superintendent in 1877 says in his report: "The rapid growth of the High School during the past few years is a most important fact in the history of the school for this period."

In the Superintendent's report for 1878-9 is embodied this from Professor Strong, as Principal of the High School: "The past year has been one of great prosperity for our High School. * * * Instead of repeating the usual statistical items, which can be gathered from the tables accompanying your report, I will say a few words concerning the purposes and methods of our school. It is our general aim to train our pupils for manhood and for citizenship—for citizenship, as this is the declared end for which public schools were by law established; and for manhood, as the prosperity of the State rests upon the self-activity, the vigorous independence, and the happiness of individual men and women. The State desires (by desires, I mean is organized and maintained in part to secure) the cultivation and normal development in men of such powers as are bestowed upon them by nature. It desires that they should be self supporting; that they should grow up in such a habit of fruitful work, in such moderation of desires, in such courage, and in such fertility of resource that they can surely hold their own in the struggle for existence. It desires that all citizens should be productive laborers; that they should not only learn not to hate work, but that they should learn how to render their labor effective, to produce real values, and to produce them in the best way. It desires that all citizens should be of sound mind and good judgment, competent to gather and weigh evidence on all questions of vital importance to themselves and the State. If the State is not concerned that every man should be educated, in the ordinary sense of the word, it is deeply concerned that every man should be intelligent, and capable of forming just opinions upon matters pertaining to the right conduct of life. These principles we strive to keep constantly in mind.

"More specifically, it is the aim of the teachers of the High School to cultivate a habit of work. The prompt and full performance of a daily task, repeated until it becomes a part of the life, steadying and controlling like a law of nature, we deem of the highest importance.

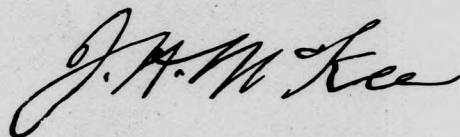
"We would cultivate a habit of accuracy; would teach that it is not sufficient to be 'about right,' to be 'near enough,' but that it is important

to strive to be exactly right, or at least to know the amount of deviation from this standard. Some of our work which is often spoken of as needless and unpractical is instituted for this end. Let it be remembered that this quality does not come by the asking, but that it needs to be diligently cultivated, and also that when it is secured, it produces a superior quality of work, and thus adds to the wealth and power of the individual and the community.

"We would train our pupils to a habit of activity and energy, * * * to a superior method of work, in respect to the proper employment of time, in respect to the right use of material, objects of study, standards of authority, etc., and in respect to the best order and form for acquiring and stating truth. This constitutes a large part of the work of the school—work in which we do not think so much of the subject matter of geometry or botany, or natural philosophy, as we do of the formation of the scientific mind. It would seem more useful to know how to learn, how to compare, how to analyze, how to judge justly, how to take the right point of view, how to investigate, than to know any number of separate results of such comparison, analysis or investigation. * * * Anyone who seriously strives to get the exact truth upon any subject will surely get a great deal besides—as a right method, industry, a love of truth, and much else. * * *

"We endeavor to secure a natural and free development of character. * * * As soon as a boy begins to work his tastes appear, he is stimulated by his successes, disciplined by pain and failure, finds what is useful to him, exercises himself in many methods for the acquisition and exhibition of truth, feels the restraint of care and authority and the stimulus of the life which is around him. Standards of truth and right are placed before him and urged upon his attention until he comes to measure himself truly by them. He soon begins to work more surely and more freely. He learns to trust his senses, to trust his intelligence and to trust and revere those standards of right conduct and action by which he is justified or condemned. Soon he himself and all that he produces come to have a fixed character (would that it were always as noble as it is natural and freely formed!) presenting some degree of unity and some promise of stability."

The comment of the Superintendent on this is: "How fully the purposes of the instruction as presented in the foregoing report are carried into effect, is too well known to require any explanation." And to this day it may be seen exemplified in the lives of honorable and successful citizens. None of Professor Strong's pupils who passed under his personal influence as a teacher and established their standard of civic morality and manhood from his example and teachings are implicated in the water scandal and defalcations which have made this city so sadly notorious. Of the value of this man as an employee of the Grand Rapids School Board there needs no greater evidence than this: the long list of worthy and valued citizens, men and women—valuable to the commonwealth—who have passed out from under his influence, having their stamp of mind and bent of thought influenced in a surprising measure by his precept and example. This city may well be proud and glad that a man of such qualifications, and a gentleman of such character, did, for such a period, live and labor so successfully within its limits.



His Relation To the Early Scientists of the City.

Professor E. A. Strong's influence upon early scientific thought of our city was of a very marked character. There were many lovers of science here, but scarcely one who could be classed as a "Scientist." I mean by this, one whose mind had been thoroughly grounded in the fundamental facts of modern scientific investigation; to those who were lovers of science, and who in a desultory way were following some "specialty," he became at once an authority on not only their own specialty, but absolutely so on those subjects that they did not comprehend; not superficially, for it became apparent that whatever other qualifications he might possess, his mind was most essentially a scientific or analytical one. Everything was the subject of a mental analysis, and much of what was attributed to diffidence was really the results of that broad minded analysis which not only saw a subject from the common standpoint but looked on all sides of it and saw possibilities of error that made him chary of expressing an opinion that might after all be erroneous; but in the realm where he was the strongest—mathematics—there was no diffidence or hesitation. His expressed opinions were definite and clear. Aside from mathematics, his strongest hold was geology, and the one in which he took the most delight. He began at once to study our local geological conditions and we who were his contemporaries saw at once that he was the peer of us all. He was so well grounded in all that had been done that he was exempt from any unnecessary work and could go to the heart of a problem, when the rest of us could only guess; and so he took his place among us, very quietly, without any ostentation or assumption of superior knowledge, which we were always more than ready to justly claim for him.

In his public work in our schools his scientific methods soon made their way along those quiet, simple ways that were more effective from their

very simplicity, and I sincerely believe that he made a more enduring mark upon the scientific trend of thought of our city than any other man who has ever lived among us. I remember very well that soon after coming here—I think the next year—there came that mental cataclysm that shook the whole civilized world, promulgated by Darwin and now designated as the "Development Theory." No one not in touch with that particular period can form any conception of the mental unrest and disturbance that prevailed; it seemed as though the whole moral, mental and physical world had been shaken to its foundations, and especially the religious world. Nearly every pulpit in the land thundered its anathemas against the new and soul-destroying doctrine; all of the scientific minds of the country, with the notable exception of Agassiz, accepted Darwin's conclusions with but few reservations. Mr. Strong held his consent in abeyance. It cut across so many old and supposedly solid theories that his analytical mind must needs sift all the pros and cons. I remember when Agassiz's creed against the theory was first published—the last article he ever wrote—I asked Mr. Strong "what he thought of it?" His answer was characteristic, "Whether Darwin is right or not, Agassiz is certainly wrong!"

I am never weary of giving my testimony to the mental and moral worth of one of the best men I ever knew, and I thank you, Mr. Editor, for the honor and privilege of testifying to the worth of such a beautiful life.

John B. Parker

His Relation to the Boys Who Founded the K. S. I.

During the year following the close of the Civil War, when Mr. E. A. Strong was at the head of the school system in our city, four boys who were in attendance at the High School, after consulting with Mr. Strong, met together in a chamber on Lyon street and organized what was known for some years as the Grand Rapids Scientific Club. These boys, under Mr. Strong's direction, and stirred by his enthusiasm, had made small collections in natural history and became so thoroughly interested in their work that it occurred to them an organization might be useful in many ways. Their names were George Wickwire Smith, Hertel S. Fitch, J. Frederick Baars, Jr., and the writer. Dr. C. B. Smith was our patron, Professor E. A. Strong was our chief counselor, and J. Morgan Smith was associate counselor. George Smith was the genius of this coterie of boys, and it was at his father's house that we gathered once in two weeks for our regular meetings, and it was in a chamber there that we brought together our collection. Every new specimen collected, whether it was geological, zoological or botanical, and every philosophical device which we made was reported to Professor Strong for his inspection, and particularly for his commendation, which was always freely given. We organized parties on Saturdays to scour the country about and make collections. These holidays were made doubly interesting when we could have Mr. Strong or J. Morgan Smith as our companion. It was on these excursions that we received from Mr. Strong the educational influence which went farther in the moulding of our minds and hearts than anything he gave us professionally in the school-room.

This club was a very close organization. We did not increase its membership rapidly, and no boy was considered for a moment who would not enter enthusiastically into the promotion of the objects of the association, and every boy admitted to membership had to pass favorably Mr. Strong's test. As I recall the names who became prominent in the organization, among them were Henry J. Carr, Lorenzo and Charles Winchester, Eugene F. Sawyer, Frank W. Ball, Theodore Wilson and William H. McKee. These boys strengthened the club by bringing to it the desire to make collections and special studies along the different divisions of natural history. Our museum became so large that it could not be accommodated in a chamber and we took it to a room which we rented on Monroe street. We made our own cases and paid the small expenses by dues, which we earned with our own hands. Gradually, because of the value of the collections, we awakened an interest in the members of the old Natural History Society, composed of such men as Dr. DeCamp, Dr. Holmes, Mr. A. O. Currier, Dr. J. C. Parker and Captain Coffinberry. Their organization during the days of the war had practically passed out of existence, so that there was nothing left of it except their collection, which was, for those days, quite a valuable one.

As the club grew stronger it became more ambitious. The boys desired a more satisfactory name and one that would comport with the larger work it had undertaken and which would give it rank with older associations in the country devoted to like interests. Mr. Strong suggested that we change the name to "Kent Institute," rather following the leadership of the famous Essex Institute of Massachusetts. This was done and a new impetus was given with the name, and the society issued, in manuscript form, regular numbers of "proceedings." These were edited by our leader, George Wickwire Smith. In some numbers of these transactions will be found, if they are in existence, observations of real value in science and descriptions, particularly of insects, that never before had been described. It was to Prof. Strong, more than anyone else, that we were indebted for the words of commendation which gave us courage to go on with this work.

In 1867 the ambition of the crowd of boys then identified with the "Kent Institute" reached toward the ownership of the collection which had

been gathered by the old Natural History Society, and they made overtures to the men who were left of that organization, and which had not held any formal meeting for years. In the meantime the Kent Institute had removed its collection and had its rooms in the old Lovett block. It was in these rooms that the most notable meeting in the history of the organization was convened. The members of the old Natural History Society then living in the city were invited to be present and every boy connected with the Kent Institute was present. This was the crucial event in the campaign, the purpose of which was to absorb the old Natural History Society. The boys had tackled each of the older men one by one and paved the way for what they hoped would be a successful issue. However, when the two elements came together it was found that some of the men connected with the older society felt that they were giving up a good deal in transferring their museum to the new organization, and at this meeting some very sharp words passed between the older and younger men. It looked for a time as if the combination would not be effected, but Mr. Strong, who was entirely in sympathy with both the older and the younger element, poured oil upon the troubled waters and compromises were effected, which resulted later in a new constitution and a modified name, and thereafter the organization was known as "The Kent Scientific Institute."

It is to Professor Strong, more than to any other one person, that this city is indebted for the development of an Institution in its midst which has been unique in its enterprise and of great value not only to the schools but to the entire city. Not one of the men who was connected with that early movement, the final outcome of which has been so satisfactory to our city, but will say to-day that the best result after all was accomplished through Mr. Strong's influence in moulding the character and purposes in life of the boys who composed the organization.

Chas. W. Garfield

His Impress On the Young Men.

Owing to other engagements, which are a serious and persistent tax on my time, I feel myself unable to comply with your request, especially for publication on the 13th or 20th inst.

Professor Strong is a remarkable man and stands in my recollection pre-eminent over all other teachers with whom I ever came in contact. He possesses a logical mind and has the ability to explain and instruct so as to communicate the gist of the subject under consideration in a marvelous way. He has always been an educator, and by this I mean he has not only communicated information but he has developed the reasoning powers of his pupils. When you add to this his genial conduct and familiar companionship with the young, some judgment can be formed as to the wide extent of his influence. One feature of his relations to his pupils is that they continue to be his warm friends and admirers through life, wherever their lot may be cast.

I attended the Grand Rapids High School, where Professor Strong was the Principal, in 1860, and to-day no one could be more welcome at my home than he. We should come together on the same ground of good comradeship. Such a friendship as he stimulates is not dimmed by the lapse of time or by absence but rather strengthened. The breadth of his learning and his helpfulness endear him to us all and suggest aspirations to emulate his career. Some years ago I desired to examine the ultimate reason why the people, by general taxation, should support the public schools and how far that support should extend toward higher education and applied to him for information. He promptly gave me his own views and referred me to authorities where the matter had received mature attention, thus showing the same disposition to help as when in the performance of his duties as a teacher.

On the whole, I regard him as a model teacher and citizen whose influence for good in the world, and especially upon the young men who have been brought into relations with him, has been of unusual strength.

I regret that I can not do the subject justice.

O. W. Irons

The Religious Side of His Life.

When one speaks of the religious side of some men's lives you find it easy to separate that feature from other aspects. It is seen as a distinct and professional thing in creed, doctrine or conversation. Such a man's piety is easily catalogued, and you can separate his religious orbit by church, prayer meeting and Sunday school. But there are other men whose religious life means all of the man, and all of the man at all times and in all places—an all-pervasive atmosphere which can not be exactly labeled in distinct religious terms of thought or experience or practice. This means a great deal more than the other sort, for it means both a conscious faith and an unconscious life which breathes the very spirit of Christ.

In speaking of Mr. Strong I can not separate his religious faith from all parts of the man we know and love. Every one is aware that his very presence is that of a devout and earnest Christian man; but it is felt more in what he is than in what he says, and is seen more in the strength and

poise of his everyday touch than in the Sunday dress. A certain reticence and reverence and modesty in Mr. Strong would be offended if I or any one else should speak now of things in the past or present which disclose a knowledge or present an analysis of a faith and experience which are his own, and with which a stranger intermeddled not. Only let me say this: That in his most notable Christian grace, that of humility, and in the modest estimate of his own worth, so clearly seen by others, he little realizes what an inspiration he has been to many lives by his "beauty of holiness" and by the charm of his broad, tolerant and yet deep conviction of truth.

Mr. Strong always impresses me as one of the most scholarly men I ever knew, with a wealth of learning such as one seldom meets, who yet has kept such a beautiful grace of self-devotement and such a modesty of self-estimate that only a man can have who dwells in the secret place of the Most High. His life-specialty has kept him in the scientific realm of thought, but his Christian experience has balanced that specialty by the touch of an almost mystic apprehension of faith. His human sympathy and broad tolerance have kept pace with his intellectual grasp of realities. He sees truth through the eyes of the poet as well as through the glasses of the scholar. He is broad, and yet he has not forgotten, as some broad thinkers have, that there are the other spiritual dimensions of height and depth to compass. The religious life to him is a life of beauty, as well as the life of duty, and this it is which has made him so winsome in his influence over the more cultivated, while yet he has dignified and ennobled the most commonplace data of the school room or the church life. It is his balance of character and the all-round range of his loves and sympathies that everyone speaks of who knows this dear friend. I have seldom met a finer blend of the strong and the sweet graces of Christian character, and my memories of things he said in religious thought and of things he was in the Christian life make up together one of the choicest treasures I took away with me when I left the church and people of Grand Rapids.

Edwin A. Strong

His Love of the Classics.

I am very glad to contribute a modest note—and he would be the first to disapprove any other kind of note—to your contemplated symphony of praise in honor of my old friend, Edwin A. Strong, whom I liked the first time I met him, one day in September, 1874, and have liked ever since. The particular phase of his make-up which you ask me to consider—his love of the classics—is not without its difficulty; for he is a physicist and I am a Germanist, and at this date his love of the classics does not bulk so very large in the mental image of him that I carry about with me.

Still, my memory is clear that, some thirty years ago, I did teach Latin and Greek for three years in the Grand Rapids High School, of which he was then Principal, and that I always found him sympathetic and cordially helpful in his dealings with me as a subordinate and in his general attitude toward the studies which I represented. He believed in their value as heartily as I did and supported my efforts in every possible way.

I find, however, upon close inspection, that my tender feeling for Mr. Strong has very little to do with the views he may have had about Cicero and Virgil and the saving grace of the Latin grammar. It is much more personal, more human. I was young and green—not yet twenty—and it was of immense value to me that at the threshold of my professional life I had for my first chief a thoroughly good teacher, who was at the same time a tactful, cultivated, modest, broad minded gentleman.

Calvin Thomas

His Ideas on Charity.

I am greatly pleased to know that the thought that has always been in the minds of the many who have appreciated Professor Strong—that he has not been fitly recognized in this city—is about to find expression.

While Professor Strong was at the head of the High School he often accepted invitations on Saturdays and vacation times to speak at teachers' associations in the country.

While we do not recall a word he ever said on charity, yet when we think of this young slender professor taking a long ride in March over rough roads, we know he gave a real gift to the eager minds of these country teachers who looked to him as their ideal teacher and scholar. His influence over these outside groups can never be known. He always gave to them his best thoughts, and, in return, they thought of him as an "ideal knight who revered his conscience as his king." To some of these who listened to him then was given the happy privilege of being associated with him as a teacher when he was Superintendent of Schools. And he was always an inspiration, and in his quiet way was a real King Arthur to the "goodly company" who gathered at the "Table round" in the old Central schoolhouse.

Emma Fuld

Mr. Strong As an Architect.

In the days of '49 the people of Grand Rapids were more deeply interested in ways and means for getting to California than in the problems of light, heat and ventilation; more directly concerned in the essentials—bread and butter—than in the science of drainage. And so when they built the old Union-School-on-the-hill they put up four walls of stone dug from the bed of our river, put a tin cover upon them, cut a lot of openings for doors and windows and, as the crowning glory of the box-like structure, surmounted it with a cupola.

So it happened, when Professor E. A. Strong began his duties in 1861, as Principal of the school, that the various shortcomings of the building and its accessories became at once a source of deep interest to the man. His artistic sense revelled in the glory of the site and his analytical habit quickly differentiated the beauties of both aspect and prospect. The great oaks in the boys' yard became his friends on sight, and the neglected little fenced-off front yard blossomed in honor of his coming.

He was Principal, Sanitary Engineer and Landscape Architect in one, and as such the narrow and rather steep stairways and hallways leading from floor to floor irritated, but did not disturb, his equilibrium; the great box stoves, perfect gormandizers in the way of fuel, the tiny panes in the small windows, the long reaches of stove pipe that stretched across the rooms, the ugly outbuildings and the dilapidated fences and walks all came under his eye and influence so that improvements so far as possible within the limits of the city's purse were prompt in following.

It is a good architect who can produce distinctly better conditions by using what he has immediately at hand and without waiting for greater means, and it was by such an achievement that Professor Strong won the esteem and confidence of every pupil in the school. There was a more even and reliable distribution of heat in the large assembly rooms; when ventilation was needed pupils pulled down this window or that one intelligently and systematic attention was developed in the manipulation of the window shades so that the supply of light was strong and abundant without being garishly obtrusive or weak and insufficient at times.

And all this was accomplished without the turning of a spadeful of earth, without tearing up a single floor board, without the stroke of a hammer, because Mr. Strong understood his building as it was, because he convinced his associate teachers as to his thorough knowledge of the necessities and the resources available and because, by virtue of his moral and mental values he commanded and received the absolute confidence and co-operation of both teachers and pupils. The fences and walks were repaired and their neatness was considered and guarded by the boys and girls, because Professor Strong had impressed them that it was the thing to do; the old oaks in the yard were more reverently treated because Professor Strong had given sufficient reasons for the bestowal of such respect, while the younger trees—the timid successors of scores of tender maples and elms and oaks that had been regularly pulled and hauled and twisted out of shape by thoughtless boys and girls—began to understand that they were entitled to an honored place in the school's curriculum and so took courage and thrived mightily. And all because Mr. Strong had succeeded in showing that the one thing worse than cruelty to animals was cruelty to vegetation.

Meanwhile Professor Strong, taking the dimensions of the school yard and its location and character into confidence with its purpose, began studying for a new building. The question of a fixed water supply throughout the structure, the probable supply of heat required, the matter of lighting, naturally and artificially, the drainage question and, above all, the ventilation of the building were thoroughly studied. Then came sketch after sketch of ground plans, second, third and fourth story plans, front elevations, side elevations and so on until at last he knew accurately the size and character of the building demanded by the needs of the city's educational interests and he knew, approximately, what should be the cost of the structure desired.

Not that Professor Strong was so much inflated by his knowledge of things and his appreciation of conditions and possibilities that he was an architectural bigot. At no time did he study or plan or suggest or oppose, expecting that the prospective new school building would be constructed from working plans of his designing. He believed in intrusting such a work to the trained professional architect and builder. Just the same, the fact remains that in the Central High School building as it was afterward completed there is, perhaps, as much of Professor E. A. Strong's study and judgment as was contributed by any other one man.

Incidentally and perhaps as a sort of recreation, Professor Strong planned and built a home for himself. He found a desirable lot (No. 77) on the north side of State street, between Lafayette and Prospect streets. It was (in those days) on the very edge of the city, with meadows, gardens and cornfields in plain view to the east and south. Shade trees and wild flowers were common in the vicinity and these things, with the bucolic presence of wandering cows, had their influence. The house still stands, a modest frame structure with the convex curve of roof, the eaves broadly overhanging, the sides relieved by beaded battens and great scrolled brackets that distinguish the Swiss chalet order of construction. It was built as a home, with plenty of light and ample yard room about it. It was different from anything in the line of dwelling houses possessed by Grand Rapids and it came to be known among the old timers of forty years ago as "Professor Strong's hobby house."

That it still stands in good condition, that it does not seem out of place in the present thickly built up section of the city, that it preserves a

pleasing individuality among its dozens of elaborately large and expensive neighbors and that it is known and affectionately recognized by the old timers of to-day as "Professor Strong's little old home" prove conclusively that had that gentleman devoted himself to architecture he would have scored a veritable triumph; that, deciding to devote himself to the teaching profession, he utilized his temperamental values successfully by calling into play his natural knowledge and appreciation of the beautiful.

Chas. S. Hathaway

His Influence Over His Associates.

I am asked to contribute to the Tradesman some thoughts on the influence which Professor E. A. Strong had over his associates.

It was my pleasure to be associated with the venerated instructor for eleven years, with but a short interval, while he was a Professor in the school at Oswego, New York. I came here into the family of public school teachers in 1866, and was Principal of what came to be known as "the Central Grammar School" during the whole of the time I was a teacher—at least half of that time under his superintendency. My remembrance of his quiet, calm methods of suggestion to the young and inexperienced teachers when some serious problems of school government arose is, at this far distant day, exceedingly vivid. His advice to such was given in so modest a way that the feelings of the one in trouble were never injured; but rather the consciousness of the desire on the part of his or her superior to aid in obtaining a personal solution of the problem was planted in the mind of the teacher. This above all other things remains with me at the present time in my remembrance of Professor Strong. His smiling countenance as he came into one's school room was always a welcome event and the words of encouragement, where he saw them needed, or of advice or direction where he saw such to be needed, were always given with the greatest care not to startle or shock the teacher in the presence of his or her school. They were given in such a pleasant way that encouragement in the hard and weary task of teaching and government was always the result of his official visits.

Then again his sympathy in the trials which constantly attend the profession in every grade of work was so frequently given. His whole life here as Superintendent and teacher was filled with this spirit of the "Good Samaritan." This predominant trait in Professor Strong's character still clings to my memory now after twenty-seven years have passed since my teaching days.

Then, too, through the choice of the citizens of Grand Rapids, having for four years been a member of the Board of Education from 1880, I often came in contact with him, and together with other members of the Board we often were guided in our efforts for the advancement of the schools under his charge by his wise and modest counsels.

His influence upon the educational interests of this city will long be felt and the benefit of his wise counsels will long be discovered in the schools of this State.

Chas. Chandler

It would be far easier for me to write from the standpoint of a pupil, for it was my high privilege to spend nearly four years under Professor Strong's instruction as a member of the first class graduated from our High School.

Called soon after to the position of teacher under his superintendence, I naturally retained all my early feeling of reverence, admiration and loyal affection, and recall even yet with gratitude his ready sympathy and patient helpfulness.

The following characteristics, intimately affecting his associates, stand out most distinctly in memory after the lapse of years—a genial, kindly manner; the ability to criticise wisely, to suggest tactfully, to praise heartily; an ardent striving after a higher standard of professional attainment that was contagious, and, above all, the constant manifestation of a life moulded on the purest ideals, rarely illustrating the modesty of real scholarship and the supreme worth of genuine Christian character.

A. C. Dickinson

I am invited to write a word regarding the influence exercised over his fellow-teachers by Mr. Strong—my Principal in the Grand Rapids High School from New Years, 1878, until he left the city. I accept the invitation gladly. May I never be asked to remain silent when talk of this sort is going around! I only wish that I could condense into one short and perfect article all that I have ever said and thought upon that one theme—Mr. Strong's influence upon his fellow-teachers; but I shall not give even any general statement regarding the many ways in which contact with his character was a life-giving element in the school. There will surely be somebody to mention his courtesy of manner, his appreciation of effort, his high ideals placed before us as if we ourselves were inspired by them—these qualities will doubtless receive such mention as they deserve.

There are almost as many keys to any broad personality as there are people with whom it comes into personal relations, and I do not dream that the special characteristic which seems to me to be the mainspring of his attitude toward his teachers, toward all human beings in fact, is one which will be so important to other friends who perhaps called it forth less, but they will at least recognize it.

Mr. Strong always conceives of human character as a developing and mouldable thing; never from birth to death as a rigid and permanent one. It is the theory of evolution gloriously applied in psychology, or the doctrine of saving grace drawn down to help in the service of common life. In Mr. Strong's case I am confident that its origin was both in science and religion. And is it not essentially the note of the great teacher? On what other basis should there, indeed, be any teaching whatever? I suppose that so far as children are concerned all recognize it as the indispensable foundation on which to educate, but most of us act as if there came an age to human life—at twenty-five, or thirty or forty, somewhere—a point at which we change no more, unless possibly for the worse. Childhood and maturity, we say, are wax to receive and marble to retain impressions; but Mr. Strong had a different view of the matter and the whole world, his fellow-citizens, gray-headed though they might be, his pupils, however dull, got the benefit of his hopefulness. He never despaired of any one. How often such words as these were on his lips: "The boy has really learned something. He is a better fellow than when he came here." (And he mostly was, too!) Of some dubious mortal under unfavorable discussion his share of the conversation would often be, "Well, one must say this for him," and then a word of commendation, or at the worst an apology.

But teachers—they had and have need of the same toleration and pointing to a better way. If I only had words to show how useful he was to us in the old eighties. No least evidence of common sense, no little dwindling sprout of well doing ever died under his kindly fostering. Did we blunder regularly in some direction, we first heard of it when the head of the school had a chance to say that we were improving in that special quality. I well remember being told that my work was gaining in solidity and exactness—mercy knows there was room for it—and the consequent necessity I felt under to live up to the commendation. Not until years after did I appreciate the tact which saved my self-respect and presented me with an ideal at the same time.

Perhaps this ungrudging encouragement may seem a slight matter to those who have never needed it. But my opinion is that most of us are the better for all the praise we can honestly get. I know of three High School teachers who came here to teach because Mr. Strong would be their Principal. They had learned the value of his unfailing appreciation.

One other little habit I must mention if only because it seems to me worthy of imitation in any calling. I wonder whether it was reasoned out or was an unconscious touch of kindness. Every teacher knows that there are days when the whole school machine goes at unusual pressure—examination days or days when some public program is to be given, at any rate, trying, tiresome, nervous hours. Well, at such times Mr. Strong was wont to drop into the recitation room almost idly, and with the most detached air in the world begin talking about something, anything provided only that it was sufficiently remote in space or time or subject from the prevailing excitement. What he had to say was always new, always interesting and opened so wide a door upon the world's affairs that pretty soon the examination or other crisis ceased to be paramount in one's mind and settled back into its proper proportions.

The mention of this trait gives me occasion to quote a phrase it always seemed to me might have been made with Mr. Strong in mind: He sees life justly and he sees it whole.

Wm. Dean

The Influence of Professor Strong Over His Students.

I ought to be fairly well qualified to speak of the influence Professor Strong exercised over the students who came under his charge, because I can truthfully give evidence to what that influence was in my case, inasmuch as I do not recollect of having ever met him since the day he handed me and my associates our parchments—and they were parchments, too—that memorable June day in 1868 in old Luce's Hall on Monroe street.

Therefore, whatever influence Professor Strong may have had upon my life, it is certain that it came to me as a student, and not as an adult years afterwards, when, by changed conditions and altered relations, I might have read into student days something which in reality belonged to a different sphere.

Much as I have often regretted the fact that circumstances seemed to conspire to prevent our meeting, I can now see one ray penetrating what I had heretofore thought to be a dark spot in my life, for I am thereby able to be sure that what impressions remain are those made during my student days and not conclusions derived from subsequent contact.

While these conditions have their advantage, still they possess some disadvantage as well.

I was then but a lad, fresh from the country, with few acquaintances in the beginning and never "in the swim," so to speak. Therefore, what I have to say must necessarily be almost wholly in connection with myself,

and should the personal pronoun be too prominent or this article seem to be too much a record of my own self, I have only to plead these facts in extenuation of the same.

There has been an abiding conviction with me through all these years that Professor Strong was par excellence a teacher; that he contrived to impress his personality upon those who came within the sphere of his influence in such a way that the result of the contact was, in a manner, to mark the whole after life, so that it might, though dimly, and at times imperfectly, still none the less surely never be exactly what it would have been had this mellowing and moulding influence never occurred.

The impression which I then received of Professor Strong was that he was a man of profoundly religious convictions, yet at that early age, in the very beginning of the new alignment between science and religion, now so common that we take it as a matter of course, he plainly saw that the narrow ecclesiastic could be better met by the scientific spirit than by the old methods we now term traditionalism. I well remember the tempest in a teapot raised by some of the good church people of Grand Rapids when Professor Strong explained to his astronomy class La Pace Nebula Hypothesis, then comparatively new to the scientist and absolutely unknown to the common working world. It was gravely whispered by some of these same good people that one who could so calmly impart to his students the information that, even by a Frenchman, the truth of the first chapter of Genesis was questioned and that the Bible contained aught but exact history was not fit to be in charge of the public schools of a growing city.

I have no way of knowing whether the incident annoyed Professor Strong or not, but of one thing I am certain—he gave no sign to us if it touched him at all. I am sure we felt kindlier toward him and admired him more because of it. We felt sure thereafter that truth to him counted for more than applause. This is one of the impressions we could not have gained had he been fearful of his critics.

I do not know why, but there has never been a time in all these years when I could not recall, without hesitation, the exact manner of the man as he came into his class room in the old stone High School building. With what ease he took up the subject and with what consummate skill he handled it. To us his knowledge and information seemed unlimited, matched only by his kindness of heart and the readiness with which he always imparted as much as possible of this knowledge to us.

I well remember how he computed, before this same astronomy class, the time to expect a certain eclipse which was about to take place, calling our attention to the fact that he retained but two decimal places in his calculation, when not less than ten or a dozen must be used if accuracy was to be expected. Our marvel was great that even thus, and without ever once reviewing his work, he came within two hours of the exact time. I know absolutely nothing of the process by which he reached the result, and I care less, but were I an artist, I could draw a picture as true to life as a photograph of his appearance as he stood at the blackboard in the old north recitation room, as, with beaming face and brilliant eyes, he explained to us each step in the process before he wiped it off the board to give place to its successor.

These things which I have mentioned were not necessary to a certain way of teaching astronomy, but he threw them in as part of himself, and thus "I have not forgot the singer, though I have forgot the song."

I did not see as much of Professor Strong as I did of a good many other teachers of mine, but my mind more easily, to-day, recalls his form and manner, his look and gesture, than it does those of any other one, either in the High School or University, with the possible exception of two or three.

It is for these reasons that I am sure that those who had the privilege of knowing him much more intimately than I, and who were happy in being able to cultivate that acquaintance in after life, must have derived from him such a wealth of strength, not to mention beauty of character, that I look forward with eager expectation to the forthcoming symposium of his life and labors, and wish, here and now, to publicly thank Mr. Stowe for giving to all of us this opportunity to perform a simple labor of love.

E. H. Sawyer

Was the glory of those days that we spent in the High School during Mr. Strong's administration merely the reflected roselight of the dawn of our own youth? Were we only as fortunate as other illudged young people in other high schools, or were we really particularly happy and had we some sense of it at the time, confirmed by later judgment? It is my conviction that we were blessed beyond our peers, and it is a pleasure to see now in retrospect the reasons which we were hardly aware of then.

In the first place, by the time that I came to know the High School it had an atmosphere which had been created by Mr. Strong and the little group of kindred spirits selected by him and his almost brother, Mr. Daniels, then Superintendent of Schools. Such evident friendliness as that between Mr. Strong and Mr. Daniels, and between Mr. Strong and Miss Clark, was an effective daily lesson in the goodness of good will and perfect courtesy for every-day use, and I have no doubt that the serenity and good will in the school at large were partly a reflex of those beautiful relations. The spirit of appreciation and good will did not stop with the three, but was characteristic of the whole group of teachers, and the cordial fellowship among them

gave us in the school the impression that scholarship and authority are not inconsistent with human sympathies and that the best is not learning but character. So Mr. Strong and his associate teachers, because their relations were not the business relations which can be adequately paid by public money, taught us by their conduct a truer wisdom than they taught in fulfillment of their contract.

In the school room Mr. Strong, while he seemed shy, had great natural dignity, but at the same time he was entirely free from the forbidding dignity that often keeps pupils from acquitting themselves with credit in a teacher's presence. His manner was cordial and he was easy of approach, but no one ever became really familiar with him, and it is inconceivable that anyone should have gone beyond that line where familiarity is a fault.

He was deliberate in reaching a decision and firm in abiding by it. During the four years that I was in his room I never heard a murmur that his judgment was partial or unjust, and on the one occasion when there was an argument against a decision of his, his modified decision was considered right. I never heard of anyone's wilfully disobeying him, and, as I remember it, rebellious pupils from other teachers' classes became tractable enough when they "stated the case" to him. It must have been a very trying ordeal to face his kindly and serious gaze knowing that he would not approve a thing done. There was a resonant undertone in his voice that makes me think he would have been terrible in indignation; the more so because of his complete self-control. He became a master of discipline, for he was so just and so reasonable, as well as so kindly, that his school saw things as he saw them and wished to do things as he wished them done. His management of his pupils reminds me of the way Mother Carey, in Charles Kingsley's story, made the myriads of creatures that live in the depths of the sea. She did not trouble to make them—anybody can make things if he will take time and trouble enough—she just made them make themselves.

Mr. Strong was full of interest in his work and, while his teaching was methodical and thorough, he succeeded in making us see the beauty of the thing he taught—there was something to touch the heart in the Doric simplicity of geometrical figures, as he showed us, and something akin to the Romantic in the prospect of parallel lines meeting in infinite space. In his teaching of his subject one felt his respect for his calling and for the individuality of those with whom he came into contact. In his respect for personality he was not in any narrow and commonplace sense personal, however, and by his very aloofness from the commonplace personal and by his habitually intellectual life he made us revalue the things of the world and the flesh, on the one hand, and the mind and the spirit on the other. He was distinctly moral in his teaching, and our reverence for him was partly because he dwelt apart from the ordinary business interests of life and did not even, as we understood, work for what would be regarded in his profession as a promotion. In the routine of his daily life, when he laid humble duties upon himself, we saw the purity and the nobility of his ideals, and, if we could have expressed ourselves, it would have been in something like Wordsworth's tribute to Milton, "His soul was like a star, and dwelt apart."

Mr. Strong was a practical teacher—so practical that he laid deep foundations here which have served for a growing High School. The fact that the attendance at our High School is proportionally larger than that in other cities, as I am told it is, is probably due to the unusual respect for education which became a part of the spirit of the city during the early days of its history, when the parents of the present generation were in his school. Such an influence is very persistent and extends still farther from the nucleus as times goes on, and we may congratulate ourselves that his spirit is wrought into the very nature of our city, and will be here in the future as it is in the individual lives of us who had the good fortune to sit daily in his presence.

Cornelia Steketee Helsel

Mr. Strong—the mere mention of the name brings to mind the most pleasant of memories.

A teacher so modest, unassuming, unpretentious in manner, with superior, I might say almost faultless judgment, must have left his impress upon all the pupils fortunate enough to have had him for an instructor.

I think we all realized the unbounded knowledge which he possessed, for, whenever we went to him for information upon any particular subject, he would always say, "Really, I know very little about this subject, but I think you will find something about it in such or such books." Then generally followed a summing up of the article referred to and a request that we read it for ourselves for fear of an omission of some of the best points.

Years after I realized what that meant to us all—just his modest way of directing our reading—interesting and explaining to us first, that we might the more understandingly read later.

In cases of discipline—and there were many even in the High School—we always felt that anything that had been settled by Mr. Strong was justly settled, for he was never too busy to hear both sides, giving each the right to justify itself, if possible, and, after that, summing up and settling matters in such a manner that neither had cause to murmur.

He was always a respecter of others' rights and it was taught us in such a plain, simple way that all felt the force of the argument.

These are some of the things he taught us: Do right, because it is right, not for what others may think of you but for what you will think of yourself; a true gentleman is always a gentleman, no matter where you find

him nor by what conditions he is surrounded; rules made at home or in school should be respected and obeyed—these are the first steps towards good citizenship.

Often while standing with our little ones in the morning as they sing—sometimes a patriotic song, sometimes a hymn, always the Doxology—I think of our mornings spent at the old High School, and then I fancy I can hear Mr. Strong's voice as he read alternately with the school from the Bible. After the reading followed a short prayer, earnest and effective, in which he asked that clearness of mind be given us, so that we might comprehend the lessons of the day and have strength to resist temptations that should present themselves.

Sometimes after this came a little talk of perhaps five minutes on loyalty, obedience, true politeness, or whatever was most needed at that time. Every morning saw us started out aright, with what good there was in us in the ascendancy, and, with so many good seeds dropped into our hearts daily by a faithful and loving teacher, I never felt that we could wander away beyond recall.

A great teacher gives to his pupils the knowledge of right and wrong and then inspires them to choose the right. Such a teacher was Professor Strong.

Helen S. Sauer

It affords me much pleasure to pay a slight tribute to the work of Mr. Strong in our schools. I have always believed, and so expressed to others, that Mr. Strong's beautiful character had a lasting, a lifelong influence over his pupils; that in the moulding of character his influence was all for the good, and so strong that I feel that no one person in our city ever made a greater impress upon the minds and characters and morals of the city than he. If this influence was as strongly felt by others as myself—and I never heard an expression to the contrary—then, indeed, it is unmeasurable and of incalculable benefit to the citizenship of Grand Rapids.

I can recall many of the finest traits of character that have ever been a standard for emulation. Such were the impressions of my school life. In later years, in connection with the work of the Board of Education, I had opportunity for confirming my opinion of the high ideals of character, the modest bearing, the consideration for all by the one who governed only by kindness and the high respect won from all his pupils.

Gunn W. Perkins

Mr. Strong As a Public Spirited Man.

If I may be allowed to diverge somewhat from the text you have set for me, it will give me the greatest possible pleasure to send you a few lines expressive of my affection and esteem for Mr. Strong, the memory of whose gentleness and modesty and very lovable character and of whose ability as an instructor and Superintendent is the pleasantest and most satisfactory recollection of the old school days in Grand Rapids.

Mr. Strong's whole career has been in semi-public life, and his public spirit has been shown, so far as it has been possible to be shown in the life of a student and an instructor, in an effort to build up and improve the methods of instruction. But his influence has been felt far more through the impress of his character on individuals than through any public act—and character is by far the strongest point in his make-up, stronger even than his ability as a student or instructor. He certainly has a wonderfully well-equipped mind, great powers of concentration, splendid ability in imparting knowledge; but his greatest influence over the lives of others has been, unconsciously to himself, through the reflection of his pure, lovable character, his high mindedness, his gentleness and his modesty.

His whole life has been spent in the accumulation of useful knowledge and in imparting that knowledge to others, always giving out his information with great modesty; in fact, almost with an apology, as though fearing others might feel he assumed to be wiser than they. Many of his High School graduates will recall his evening lectures on astronomy, a subject with which he was very familiar, and they will also recall the delightfully modest, unassuming way in which he described the Heavens and how, forgetting himself in his interest in the subject, he would take his audience about the whole firmament, winding in and out among the planets and circling around their orbits, describing all in a most fascinating, familiar and conversational way—for all the world as though he were strolling through the woods with a party of children and explaining to them the trees and flowers along the path. In his lectures on Europe he described in detail the architecture of cathedrals and public buildings, the beauty of this painting or that piece of statuary. He would mention by name the streets and cross streets along which he was taking his audience, and all in his modest, almost apologetic manner; yet at that time he had never been in Europe and had no more personal knowledge of the sights described so minutely than he had of the canals in Mars. This ability to so strongly master a subject illustrates one of his strongest points as a student—concentration.

With all due deference to the very many able and high minded instructors who have taught the young idea in the Grand Rapids schools, none has ever approached Mr. Strong as a whole; nor will any other in the future quite equal him in every way. Some may be even superior to him in one characteristic and some in another, but it will be most difficult to combine in any other one man such ability for the accumulation of knowledge, such tact and ease and interest in imparting it to others, such high ideas of duty, such a sterling, fine, loving and lovable character, such comprehensive broad mindedness, such interest in others, such gentleness and consideration, such ability for leaving the impress of his character on those with whom he comes in contact as to make it practically ineffaceable.

In short, Mr. Strong was, and is, the highest type of a man, and association with him can not but tend to uplift and broaden. Bless his heart, he doesn't realize all this; but, if that were possible, he would comprehend that all over the world are scattered those whom he has known in the long ago, but may not have seen for years and may never see again, yet whose thoughts turn to him with feelings of greatest esteem and who regard him as a type of the high minded, pure minded, able and useful citizen. And, when the time comes for him to leave this world, as it must come to all, he can rightfully feel, as he looks back over his career, that the world is better for the life he has led in it.

Anton & Hodinoff

Mr. Strong As a Companionable Man.

I have been asked to write something about Professor Strong from the social side, but hesitated about doing so, fearing that I might in some way give offense to a friend who is very modest and unassuming. I called on him at Ypsilanti a few months ago, and was so interested in what he had to say that I missed the car I should have taken. Professor Strong at once said that it was all his fault and seemed quite wrought up about the matter. This was characteristic of him. He is always willing to share the blame if any is to be shared and in any gathering he places the comfort of each one before that of himself. It was really the motorman's fault, for he persisted in looking north when we were running from the south. But missing the car gave us another half hour together, during which Professor Strong showed the new building in which he is to teach, with as much interest as he would have exhibited more than thirty years ago when I first knew him.

Professor Strong keeps young. In conversation he enters heartily into the discussion of any subject, asking questions and seeking information, but usually imparting more than he receives. He has the liberality of a man of broad culture. His sympathies extend to people of all ages—to children and old people as well as to those of his own age. He is especially interested in chemistry, physics, natural history, literature and painting. He likes to take long walks in the country, and he is quite willing to talk with you about politics or religion, although he does not force his ideas upon you. He is good natured. It must please those who know him to even think of his ringing laugh or his cordial greeting.

I do not know that I can say more unless it be to add that I believe his influence on my life, at least my earlier life, ranks next to that of my mother. May we all follow the example he sets for us by keeping young and useful and by scattering sunshine about us until we say goodbye to this beautiful world!

Ossian C. Simonds

Miss Clark's Tribute to Mr. Strong.

Miss Annah M. Clark—of whom Baxter, the historian, writes, "Her stateliness of character and Spartan firmness as a disciplinarian make her presence invaluable to the High School"—who was associated with Mr. Strong as Preceptress of the High School from 1871 to 1885, was invited to contribute to this symposium and undertook to do so, but the condition of her health is such that she was unable to complete her paper. Miss Clark vividly recalls her first meeting with Mr. Strong at the opening of the schools in the fall of 1871: "I had heard so much about the way he ruled the schools by love that I was prejudiced against him," she said, "but he won my respect and esteem before the close of the first day we were together, and the longer I knew him the more I came to appreciate the wonderful scope of the man and the remarkable faculty he had for accomplishing his purposes without friction or ill feeling. If ever a man governs his scholars and captivates his associates by some unseen power which we are unable to fathom, that man is Mr. Strong. He possesses a great fund of humor, but he is not given to its frequent expression. He is one of the most loyal men in the world, and his fidelity to those in whose service he is enlisted, to his friends and his associates, is one of his most marked characteristics. He is a good judge of men, and his faculty for the selection of associates and assistants amounts almost to genius. This, with his diplomacy and his power of impressing those about him with the accuracy of his views—while at the same time he deprecates his own judgment—draws to him the unquestioning service and fealty of every one under him. His confidence is unbounded in those whom he trusts. Those who are the longest and most closely associated with him will cherish in their choicest memories many striking evidences of his unquestioning faith in their intelligence and integrity."



CLOTHING

Special Features of the New Styles in Gloves.

While the autumn and winter season in gloves has not been all smooth sailing for manufacturer and dealer, it has been generally successful for both. As heretofore, the best grades of goods, foreign and domestic, could not be produced in quantities sufficient to meet the full demand, but there was an improvement over former seasons. The imports of gloves were enormous and foreign makers marketed their goods as fast as they could be made and shipped. The high-class, stoutly made, carefully finished glove never enjoyed such a vogue and the highest prices were paid by the consumer without a murmur. This applies especially to goods designed to retail at \$2 and \$2.50; whereas previously lines of gloves were restricted simply to those for day wear and evening wear, there are now dozens of special productions including those for the sports. For this reason the haberdasher's opportunities for profit are better, provided, of course, that he takes advantage of them. It is bad policy to slight any line of goods, and it pays in gloves, as in other articles, to give the best value. Barring the labor difficulties in Fulton county, in so far as they will affect deliveries of domestic goods, the outlook for the new season is favorable. Manufacturers have determined to fight the battle of independence from labor tyranny to the last ditch and they are now solidly united.

As far as fall fashions are concerned, little that is new and nothing that is radical are promised. The tan cape glove for walking, the glace for evening and the pearl suede for formal wear will occupy their old positions. Chamois gloves, first introduced as novelties, are a fixture now, featured by all modish shops. Of course, the chamois is not a glove for the average man who is tied to town life. It is a hand covering for the country and traveling and as such holds a distinct place in gloveedom. The gauntlet glove is another story. It has vogue but only in the most exclusive trade.

Notwithstanding the fact that foreign producers have increased their output of the saddler-sewn glove, it is yet behind orders. This glove cannot be made in a hurry and the force of operatives capable of doing the work is limited. Suitable skins, and by suitable we mean best, are never plentiful and the importance of early orders for the next fall season must be obvious. There is a curious tendency on the part of haberdashers to hold back glove orders without apparent reason. Whether we have cold weather or mild weather isn't of much importance; the demand for good gloves is staple and subject to but slight fluctuations.

There is no blinking the fact that the button glove is smarter than the

clasp, however handier the clasp may be. It would be foolish to attempt to wean the consumer from his liking for the fastening that can be snapped, but fine trade always favors the button and it is, as hitherto, the badge of the high-class article. The clasp may be allowable on a street glove, but the dress glove absolutely demands the pearl button. The white glace with a self back is the correct glove for formal evening wear; the backs embroidered with either white or black silk are not in the best form and are simply a fad.

Knit gloves, though fallen from popularity, are as proper as ever for the sports and also for evening wear over dress gloves. Solid colors or heaver mixtures, we believe, will be the leaders for next winter, as they were this. The college set is very partial to these gloves and great quantities of them in the best grades are sold every winter in the university towns. There was very little business in cheap knit gloves this winter, the demand being preponderatingly for the higher grades to retail at from \$1 up. Importations for next winter are normal in quantity.—Haberdasher.

He Was Used To It.

A clergyman who was traveling stopped at a hotel much frequented by wags and jokers.

The host, not being used to having a clergyman at his table, looked at him with surprise; the guests used all their raillery of wit upon him without eliciting a remark.

The clergyman ate his dinner quietly, apparently without observing the gibes and sneers of his neighbors.

One of them at last, in despair of his forbearance, said to him: "Well, I wonder at your patience. Have you not heard all that has been said to you?"

"Oh, yes, but I am used to it. Do you know who I am?"

"No, sir."

"Well, I will inform you that I am chaplain of a lunatic asylum; such remarks have no effect upon me."

\$500 Given Away

To a certain number of consumers buying ALABASTINE and sending us before October 15, 1904, the closest estimates on the popular vote for the next President. Write us or ask any dealer in Alabastine for the easy conditions imposed in this contest, which is open to all.

ALABASTINE

is the only sanitary wall coating. Not a disease-breeding, out-of-date, hot-water, glue kalsomine.

TYPHOID FEVER DIPHTHERIA SMALL POX

The germs of these deadly diseases multiply in the decaying glue present in all kalsomines, and the decaying paste under wall paper.

Alabastine is a disinfectant. It destroys disease germs and vermin; is manufactured from a stone cement base, hardens on the walls and is as enduring as the wall itself.

Alabastine is mixed with cold water, and any one can apply it.

Ask for sample card of beautiful tints and information about decorating. Take no cheap substitute.

Buy only in 5 lb. pkgs. properly labeled.

ALABASTINE CO. Grand Rapids, Mich.
New York Office, 105 Water St.

THE WILLIAM CONNOR CO.

WHOLESALE READY-MADE CLOTHING
MANUFACTURERS

28 and 30 South Ionia Street, Grand Rapids, Michigan

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

Mail Orders Shipped Quick.

Phones, Bell, 1282; Citz. 1957

M. I. SCHLOSS

MANUFACTURER OF

MEN'S AND BOYS' CLOTHING

143 JEFFERSON AVE.
DETROIT, MICHIGAN

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

Those New Brown Overalls and Coats are Sun and Perspiration Proof

They are new and the "boss" for spring and summer wear. Every Garment Guaranteed—They Fit.



Clapp Clothing Company

Manufacturers of Gladiator Clothing
Grand Rapids, Mich.

Are You in Trouble ? WE CAN HELP YOU

Any question of **LAW** on any subject answered for \$2.00 by the highest legal talent.

The **RATING** of any **FIRM** or **PERSON** in the **U. S.** for \$2.00, showing condition of affairs and methods of doing business.

The value of any piece of **REAL ESTATE** in the **U. S.** for \$2.00.

Any question of **BOOK-KEEPING** answered and explained for \$2.00 by experts in the work.

WRITE TO US ANYWAY--DO IT NOW! CONFIDENTIAL

NATIONAL LAW AND RECORD ASS'N
211-212 TOWER BLOCK, GRAND RAPIDS, MICH.

Use Tradesman Coupons

Status of the Shirt, Collar and Cuff Market.

"Spring shirt trade is not full of bright spots," said an authority who is in close touch with the various divisions of shirtdom. Yet shirt manufacturers and wholesalers have thus far had a fair season. It is somewhat of a "spotted" one, however, with a few of the leaders doing a little better than they did last year, others doing about as well, and many complaining against the general slowness of things.

That the manufacturers are duplicating more heavily than they bought on opening orders would seem to indicate that business had improved lately. But the duplications are only on certain styles which have sold best to retailers. Supplementary orders to the mill agents have been on light grounds in percales, especially black on white, stripes being favored. This is peculiar to Eastern trade only. Western manufacturers have done best with well-covered grounds in black and white and colors, the color range, however, being limited to black and white, blue, tan and combinations of these colors, with an occasional pattern in which there is just a little red. This shows that the most striking things are going in the West, while the East is limiting itself to sober, staple patterns, which the trade generally characterizes "as good as flour."

In the matter of patterns the tendency in both regions is decidedly fancyward, with a marked absence of "loudness." This is undoubtedly due to a general shyness to speculate on anything of a strictly ultra kind, for the reason that from the mill to the retailer all have been pretty hard hit on high novelties in the several seasons past.

Stocks of shirtings in the possession of mills and manufacturers are large. Some of the largest manufacturers have recently unloaded some of their accumulations, selling back case lots of goods bought for 15 cents at 8 cents, and lines which were sold to them at 12 cents for 6½ cents. The overstocked condition of the manufacturers is generally well known, both as regards piece goods and manufactured stuff.

How much of an overstock of shirts there is is shown by the remark of a man well acquainted with the market, who says: "There are fully 50,000 dozens of negligee shirts in New York which will have to be sold before the manufacturers can expect to do much new business."

Both printed and woven goods are similarly affected by the general lag-gardness of the market. The woven goods market, however, is more severely handicapped by accumulations than the printed goods division, where, owing to the handling of fabrics in the gray, stocks are in better control. Both sides are nevertheless operating under curtailed production, and, like the shirt manufacturers, are anxiously seeking an outlet for what they have on hand, making up new goods only on order.

As to the best spring sellers in woven fabrics they are defined in the

language of a large operator, who said: "A little of everything and not much of anything is selling." He said it was the easiest way to explain business. He, at least, was truthful about it. It summarizes the exact condition. There is no decided leaning toward special things, in fact, there is an absence of "favorites," which signifies the general doubtfulness of both buyer and seller. Covered grounds sell equally well with light grounds, whites are as good as chambrays and stripes divide honors with figures. The description answers for popular, medium and high grade goods.

There is one significant feature patent even to the man who assists in furnishing the mill with ideas for new styling, and that is that he has been worked to a standstill; at this stage of the season, when preparations are usually under way for the next, he has nothing new to offer or suggest. Popular and medium lines have caught up in styling with the high grades. The best things shown in high-grade imported weaves are reproduced with striking exactness in the popular print and woven grades. It is said that even the producers of shirtings have been loth to create the new until the old were worked off. While the variety is great there is equally much sameness.

In making up their orders for shirts buyers who are placing full orders for spring are taking about half dark or color grounds and half white grounds. Those from nearby trade and who are close to the wholesalers are selecting one-third color and one-third white grounds. The bulk of business is being done on soft fronts, pleats second and stiff fronts third, the latter being light business. This is presumably because most of the retailers still have on hand a goodly number of their last purchases of stiff fronts in fancies.

The double cuff, or cuff folding over upon itself, has been brought out for spring in ready-to-wear shirts, and will undoubtedly interest retailers handling fine grades. The style is not new, even to ready-made shirts, but is featured this season by Budd, and has now been taken up by a manufacturer who has imparted a new and attractive treatment to the style. The cuff is attached.

Our London correspondent in our last issue referred to a new collar recently brought out, which is made with a facing of fancy woven fabric, or pique, matching the bosom. Some of these collars are in striped pique, the stripes running around the collar, and others are of fabrics containing a small pebble-like figure. They have not been heard of or enquired for at the custom shops, and manufacturers of high-grade domestic and importers of foreign collars say they have not heard of this innovation in collardom. Some think it would not be practicable, saying that the rough edge would irritate the neck of the wearer and that the material would not hold a buttonhole. Manufacturers, however, say that these features could readily be overcome by making the inner lining of

smooth-faced linen, and intimate that it might take with limited trade and be favored by smart dressers. In full dress shirts with pique bosom, cuffs match the bosom.—Apparel Gazette.

Safety Matches Light on Glass.

Nearly all the safety matches, which are safe against friction on sandpaper, stone, wood or brick, ignite readily from a quick rub on glass.

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.

Made on Honor

and

Sold on Merit

Buy Direct from the Maker



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

Ellsworth & Thayer Mfg. Co.

MILWAUKEE, WIS.

B. B. DOWNARD, General Salesman

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.



Graphic Description of Five Elaborate Local Windows.

Window dressers must be blessed with a sort of intuition as to how a store front is going to appear in its entirety to the carriage occupant or the pedestrian, and then must so arrange each individual window or section thereof as to impress the in-looker favorably as to the details. They must give the in-looker the idea that a strong mind was behind it all, that Blind Chance had no hand in the arrangement. This impression must be felt, but the display of goods must still be so composed as not to make the effort apparent. The effect of the effort must be there, but the *modus operandi* must not be perceptible.

The foregoing sounds paradoxical, but I trust the reader grasps my meaning.

Looked at as a whole, from across the street, for instance, the Boston Store front the first of last week presented a symmetrical and beautiful appearance that was a delight to the beholder. All the show window lighting comes from above, from an unbroken line of electric bulbs—a line extending across the entire facade. The management of this establishment believe that economy in lighting is poor economy and a brilliant exterior is always in evidence to the idle public of an evening. The same is true of this establishment's interior, the effect produced on the visitor being at all times expressed in the phrase, "as light as day." Time was, in store lighting, when the selection of goods had to be deferred until daylight, but now the most difficult shades may with safety be selected after "the evening shades appear" after "the evening shades appear." (No pun intended.)

Starting with the section of window one comes to first, in walking towards the river, there was a goodly display of cloaks—cloaks both long and short, with the former price and the present one—the "was" and the "is"—plainly ticketed on each, so that "he who ran might read." These garments were, for the most part, in dark hues, relieved here and there by a lighter line of color decoration for contrast. For instance, one black coat had a piece of light green "let in" down the front which was very pretty in effect. The coats were all for everyday, substantial wear, appealing especially to the buyer of sensible tendencies. In the lower right hand corner of this cloak exhibit was a two-toned poster of Wilton Lackaye and the lady who takes the part of his wife in that spirited play, "The Pit." The lady was enveloped in the most luxurious of stylish furs and the calm dignity of the couple as they walked along in the picture added impressiveness to this entire section of the window. By the way, I am told that the cor-

rect pronunciation of this actor's name—although one might not so imagine—is as if it were spelled Lack-eye, with the accent Frenchified.

The next window section was filled with the most attractive assortment of books that I remember ever to have seen in the Furniture City—without exception. There have been many exhibits containing, perhaps, more elegant examples of the ancient art of bookmaking but no display that could approach this one for simplicity yet uniqueness of arrangement. The units of this section were so deftly placed that the manner of the doing of it seemed a secret. The books, for the most part, presented a flat distribution on slanting fixtures, much as if laid side by side and end to end on a large flat surface, with that surface tilted at a convenient angle—like a box of a dissected picture all neatly arranged just as the pieces belong. The books on these uprights were homogeneous as to size but different as to titles and bindings. To the confirmed bookworm they were exceedingly "good for sore eyes," and beautiful enough to tempt even the ordinary reader to part with his coin of the realm. There were the most exquisite little gift books arranged in a sort of pyramid odd in the extreme, so that here, also, the window-gazer was at a loss to see how the result was accomplished. Interspersed with the books were also a number of artistic posters, some in two tones, others in several. Any description of this literary part of the store front is entirely inadequate to convey a correct idea of the extreme beauty of the display. It needed to be seen to be appreciated, and was well worth the going out of one's way to take in. It was certainly gotten up with rare skill. It is the common fault of window trimmers of book stores to place books merely with the object to "look pretty," but at the same time it often is almost impossible to read their titles. This fine collection was remarkably free from that error.

An exhibit of ladies' and gentlemen's underwear next struck the eye, and after the books seemed a trifle incongruous—one felt, somehow, let down with a thud. But when he remembered that the cloaks were on the other side of the books, the underwear was really the other half of the "sandwich," so to speak. The under-wearables were blue, pink and cream, perhaps to accentuate the idea of the daintiness of the books by repeating their light tints in goods of an entirely dissimilar variety.

Stepping into the welcome warmth of the glass-enclosed space in front of the entrance (which, by the way, was extensively described in a previous article in these Show Window columns), one was confronted with a vivid reminder that next Sunday the dear old Saint Valentine will be healing the bleeding hearts abroad in the land, hearts made sanguine by the darts of naughty little Dan Cupid. In the large glass show case standing at the front of the glass enclosure I speak of, the entire space

was given up to bright flowery designs of valentines in all shapes and styles.

There were a few "comics" scattered among the "pretty ones," to save from sameness of detail, but these were not of the old-time hideous cheap sort intended to wound the pride of the recipient and employed as a chance to get good and even with an enemy. Rather, they were small "tramps," standing up on a stiff card, and merely meant to be funny. On the stage, I think there is nothing more mirth-provoking, in the line of so-called coarse comedy, than a good tramp who is thoroughly bad—a perfect unregenerate! What is he does always lug across the stage before the footlights the perennial stove with the fire inside! We laugh at him just as we laugh every year at the whitewashed clown in the circus. What if he does, time after time, get wound up in ancient hoopskirts cast aside by the gentle sex somewhere around the year 1! Don't we love the littlest baby elephant just the same in every menagerie we see, even if he ambled into our affections in our infancy?

One especially uncommon valentine of the first-named sort—the "pretty ones"—claimed my interest. It was a paper fan of the open-and-shut kind, composed of forget-me-nots all around the lower edge and along the outside sticks of the delicate contrivance. At the left and right respectively were a gallant be-ruffled cavalier of colonial times and an exceedingly graceful maiden, all in pink, bowing low to the *vis-a-vis* gentleman, with whom one might judge she was distractingly in love, for the traditional Cupid, who has played the mischief with hearts since time began, stood in the middle distance, perfectly unconcerned, as usual, at this demonstration of "the grand passion" for which he was responsible.

The Fourteenth of February conceits grow every year more odd in design. 'Tis a case of "Whither are we drifting?"

To infer by the displays of etamine, granite and voile everywhere as being among the "spring arrivals," one can not but be imbued with the idea that they are still to be "in it" the coming season. Certainly the indications, in the language of the song, "point that way." And these dressy dress goods are well deserving of their great popularity. Light in texture, graceful in fold, becoming to the elderly and young alike, the women would be loth to see them "go out."

At the right of the Boston Store entrance were half a dozen long samples of Grecian voile that were calculated to make a fellow's eyes water—especially if the aforesaid "fellow" be of the feminine persuasion! Navy blue, a lovely shade of sky blue, with blue lace to match in an arabesque pattern, gray with hair stripes of black a quarter of an inch apart, black barred off into a small broken plaid with white, and white (what is known, in dressmakers' parlance, as "dirty white") with an uneven plaid of black lines—these constituted the

pieces of voile that were draped, all with appropriate laces as to style and color, on handsome plain nickel standard fixtures (some high, some low), while the last of these six dress goods somewhat resembled the white with black, already mentioned, but was "a whiter white"—a cream, in fact. This was draped in most fetching folds onto one of these new-fangled dummies that would be a woman if she were all there! As it was, Her Ladyship was minus only a head, some arms and the other side of her anatomy! Even with these trifling discrepancies as to figure, however, she was altogether charming, to judge by the attention she daily attracted from the sterner sex and women alike. Miss Half a Dummy (here is where she differed from some of her sex who are all dummy!) was arrayed in all the dainty loveliness of a bride. Cream lace garnitures of a tiny rose design were tastefully pinned onto the waist (the half a waist) and a stylish collar (the half a collar) encircled the neck (the half a neck!) But, even with so much of her lacking to the vanishing point, Her Dummyship was "a dream!"

The extreme western end of the mammoth show window was devoted to rugs of many colors, to entice the thrifty housewife who likes to replenish as her perishable household idols grow old and shabby.

In the center front of this assortment of the weaver's merchandise was a perfect love of a sofa pillow in soft blue and white. It should "fill a long-felt want" in some bachelor's apartment.

I purposely omit speaking of the next to the last compartment of the window on the right of the door. It really should have a descriptive column all to itself. It was an instructive and amusing exhibit, entirely given up to Edison phonographs and Columbia graphophones. I will also leave the six compact upright outside show cases to next week's article under this head of Show Windows.

A Medical Defense of Corsets.

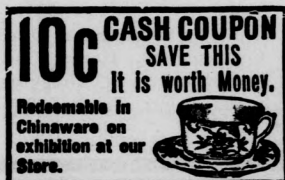
The use of the corset is to transmit the pressure of the skirt bands to the hips and the ribs and so to protect from their pressure the organs in the region of the waist. The conclusion is that so long as skirt bands are fastened round the waist, corsets should be worn. They should be stiffer than usually made if they are effectively to protect the soft, middle portion of the body from the pressure of the waistband. The front should be quite straight, and the waist measurement should be at least as large as the wearer's waist, measured over a single, soft garment. The abuse of the article consists in employing it as a means of compressing that which it was meant to protect from compressing, namely, the soft, middle portion of the body. Fashion in corsets has of late made a motion in the right direction, in the straight, stiff front.—Medical Press and Circular.

Planets revolve, but shooting stars are not necessarily revolvers.

SELL GOODS FOR CASH; DISCOUNT YOUR BILLS

IF YOU are doing a credit business on a limited capital, we have a plan whereby you can convert your credit to cash trade, and in this way have sufficient money to discount all your bills. Our plan will extensively advertise your business, gain you new trade, hold all your old customers, and place your business on a strictly cash basis at a cost to you of less than 2 per cent. of your cash sales.

IT IS AN UNDISPUTED FACT that the cash buyer can secure bargains from the manufacturer or jobber that could not be had were he not known to pay cash. Many merchants have endeavored to change their credit trade to a cash basis by means of circulars sent broadcast over their entire community, stating they would allow a discount of 5 per cent for spot cash, or, in other words, sell \$1.00 worth of sugar, coffee, rice, etc., for 95 cents. This and similar plans meet with scarcely any favor, owing to the fact that the inducement looks small, while in reality it is more than the average merchant can afford to give. In offering inducements for new and cash trade, it is important and necessary that you use some article of real value, one that your customers will highly appreciate, and yet know nothing of its real cost.



Botbyl Brothers,

Jackson Street Grocery House.

Dealers in

Groceries, Provisions, Produce and Ice.

Fresh Eggs and Country Butter.

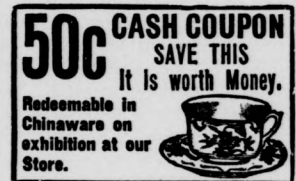
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Mr Robert Johns,
Dear Sir, —

It being our second anniversary of having your premium plans today, we would take a minute to tell you our success and satisfaction with it. We have just closed a successful year of grocery business handled by your premium plans and not only has it brought us success through more business but also strictly cash trade, we would gratefully recommend it to the rest of the "behind the counter boys" and as we they can also find porcelain premium plan success. We remain yours
Sincerely,
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Phone 12



Our plan will double your cash sales and thoroughly advertise your business at a cost of less than two per cent. of your cash sales.

With each purchase you issue a coupon for a corresponding amount. Coupons are retained by the purchaser and redeemed in Chinaware at your store.

We give you exclusive patterns and protect your rights.

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Our decorated chinaware has the endless chain qualities that keep the trade constantly returning to your store to make their purchases. After a lady customer has secured one cup and saucer she is not content until she has secured at least the entire set, and then she will save her coupons for dinner plates, pie plates, creamers, etc.

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ASK FOR SAMPLE 81

MAN WITH THE MUSKET.

His Relation to the Army of the Cumberland.

(Continued from last week)

There were no palace cars in those days of the war; in fact, no cars of any kind for the soldiers. The high-way and the six-mule team did the business, and it is one of the proudest thoughts of an old soldier to-day that he marched from the Ohio River to the Cumberland, with Rosecrans to Chattanooga, and with Sherman to the sea, and thence through the Carolinas and Virginias to the Grand Review in Washington; and thence to his home in the West he rode on the roofs of freight and cattle cars; and this is what the men of the Army of the Cumberland did. There never was a time when the men of the army did not have full confidence in their commanders. Rosecrans was idolized. He always had a kind word for the man who carried the musket. Meeting one of them on the third day out from Mill Creek with his arm in a sling and a bandage about his head, he said: "Poor fellow, badly hurt, I guess. Can I do anything to help you back to Nashville?" "Yes," said the soldier, "if I had a good pull out of your canteen." "I have no canteen," said the General, "but I'll try to find you one of the right kind." And he did so very quickly. No doubt that pull out of the old canteen braced the soldier for the twenty-mile tramp to the nearest hospital.

Rosecrans was the ideal commander; Thomas was the father-loved, venerated; while gallant little Phil. Sheridan was the electric power that set the wheels turning in every man's head. To see him dashing across the fields, with hat in hand, cheering, rallying the broken lines, was a sight to inspire the weakest hearts.

It was under these men that the army settled down to recuperate after Stone River. The wounded and sick came back from the hospitals and partly filled the ranks during the spring months. One single line of railroad, reaching back to the Ohio River, supplied the army in Middle Tennessee. Food, clothing and ammunition came in such scant quantities that none could be accumulated for an advance. Lines of communication were constantly interrupted by the enemy. There was constant warfare along the lines of railway and every mile of river; yet in the face of this came a constant clamor from Washington for a forward movement. Rosecrans, knowing best the conditions, held his position until the crops planted in the spring had grown sufficiently to afford forage for the animals.

The Army of the Cumberland advanced south to meet an equally strong force on the 23d day of June.

To the man with the musket, there never was in the history of wars such an ideal country to soldier in. There were in the front mountains, valleys, rivers and rich plantations. The war had advanced to that point when it was no longer a crime to take a mule or draw a plantation

darky. Blackberries were getting ripe and valleys and mountain sides were covered with them. It was a great country for pigs, sweet potatoes and chickens. In the presence of the strictest of army discipline, the art of collecting these toothsome articles became a science and every man became a scientist—not a Christian Scientist, but scientific in the mode of adding to his scant army rations.

With the advance of the army came rains—rains that flooded the fields, and made every stream a torrent of muddy water; and between the rains and wading rivers and creeks, the first ten days there was not a dry article of clothing for officers or enlisted men. And the same rain wet the hardtack, sugar and salt in the haversacks, and the piece of salt pork or bacon was the only thing that did not dissolve. The same rain soaked both testament and euchre deck. It wet the generals, the colonels, and the captains, as well as the men, and it also wet the Johnnies, poor fellows, in their dirty gray clothing and rawhide shoes.

The details of this early summer campaign were the most interesting to the men in the ranks of all their army life, every day bringing its stirring events. Coming to the banks of Elk River, after a time of intense excitement, of running fights and skirmishes, the enemy, who were all mounted, succeeded in crossing the river, then swollen bank-full by heavy rains. The skirmishers were only up in time to give them a few parting shots as they retreated across the open corn fields; and in one of the fields, a full half mile away, hurriedly running toward some cattle, came a person in Confederate gray.

General Sheridan, up on the skirmish line, seeing this person, asked one of the sharpshooters standing near if he thought he could hit him. For reply, Mr. Sharpshooter rested his gun on the top of a rail fence and fired. The Confederate fell to the ground, and a moment later a woman came out of a house and hastened to the place. Shortly after a soldier succeeded in swimming the stream with the end of a rope, which was fastened to a tree, and then the men, holding high their guns and cartridge boxes with one hand and clinging to the rope with the other, crossed the rushing torrents. Several of the smaller or weaker men were swept away from the rope and with difficulty were saved from drowning.

Forming under cover of the trees that grew along the bank, the regiment, preceded by a skirmish line, advanced across the fields. Coming to the place where the woman and supposed Confederate were, we found her sitting on the ground holding in her arms the lifeless body of her 14-year-old boy. The Confederates, retreating across the fields, had thrown down the fences, and she had sent the child out to set them up to prevent the escape of the cattle in the pasture. The body was carried to the house and a detail left to assist the mother in caring for her dead.

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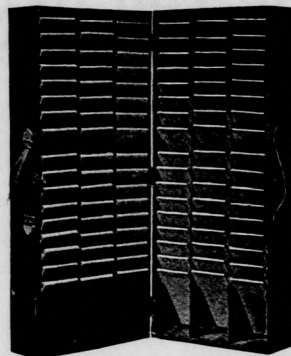
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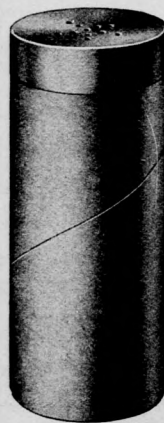
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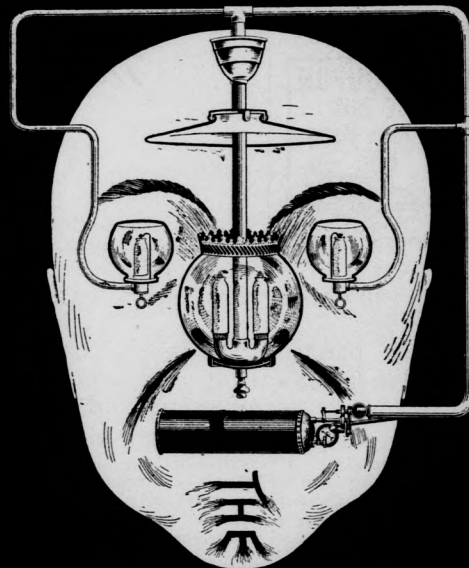
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Advancing still farther, the Confederates were found to have made another stand. They were trying to save one of their trains, and the fighting became quite sharp about a small farm-house near the road. As our men came up in the rear of this cabin, they heard the cries of a woman inside. Passing around to the front and in through the open door, the only entrance to the house, they found a young mother with the body of a dead baby in her arms. The Confederates had been shooting wild and a bullet had come through the open doorway, killing the nursing child in its mother's arms. The fathers of both these children were serving in the same company of a Tennessee regiment in Bragg's army.

It was but a day after this that we passed through the town of Winchester, keeping up a hot running fight with the Confederates. There was a strong skirmish line extending far out on the flanks each way that kept up an incessant fire. Immediately in the town the fighting was from house to house, or fence to fence, the enemy taking every possible advantage until they were driven beyond the outskirts. A short distance in rear of the skirmish line, on the main street, was a company of reserves, under a young lieutenant, and a few rods farther in the rear General Sheridan and part of his staff. Suddenly down the side street at a charge came a boar, frothing at the mouth, from which protruded two long ivory tusks. This animal evidently had

been confined in a pen in the town, and during the melee had escaped. He was of the mountain shad variety, a genuine "razor-back," about as high as a fence and as long as a rail. Sheridan was but twenty rods away as the animal, with head down, charged the division headquarters and put it to utter rout. Then the animal turned toward the skirmish reserve, and the men went over fences or down the road at a ten-mile gait, all except the lieutenant. He seemed "rooted to the spot." He dropped the point of his saber and caught the animal just in front of the shoulder, and the blade went to a vital spot. The shock was so great that the lieutenant was thrown to the ground, and for a moment was mixed up in a hog fight, but was on his feet at once, with a sadly demoralized uniform and a saber dripping with gore; and although he fought at Chickamauga and Chattanooga, was on the Atlanta campaign and to the sea, then up through the Carolinas in the spring of '65, that was the only time his good sword was crimson-stained.

General Sheridan, coming up a few minutes later, seemed to enjoy the episode immensely, and looking at the dilapidated clothing of the lieutenant said, by way of approval, "You d— fool, why didn't you run?" But "He who laughs last laughs best," for a few days later the general went off on a side trip to the top of one of the mountains where there was a branch railroad from the main line. He had been in the saddle for

weeks with no opportunity for a ride in the cars. Here seemed a chance for it. So he sent his orderly with the horses to camp miles away, with orders to have a hand-car sent up to the end of the line so that he might ride back. The orderly got through all right, and the hand-car started out, but it did not switch off of the branch line, but kept in the main track and soon ran into the enemy's lines, and the party was captured. The general waited until nearly dark, and no car coming, with Colonel Frank T. Sherman for a companion, he started on foot. The night's tramp was never immortalized by poet, but those near headquarters have always claimed that the general said more cuss words that night than he did at Winchester town, when he was "twenty miles away."

He reached camp about midnight in a demoralized condition, but he was lucky to get there in any shape, as the country he passed through was fairly alive with bushwhackers and straggling parties from Bragg's army.

Chas. E. Belknap.

(Continued next week)

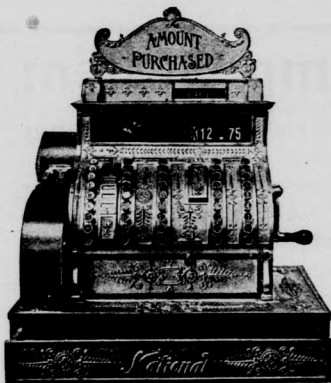
Women Are Not Extravagant.

One is constantly hearing and reading of the extravagant follies of women, but there is seldom anything said of the wastefulness of the opposite sex. Of course, everyone knows there is extravagance in both sexes, but the women are not responsible for the extravagant men, while the men are responsible for the extravagant women. Women, as a class, not

being wage earners, have not the same reason for appreciating the value of money as men.

Husbands and fathers, as a rule, are either very stingy or fail to let their womenfolk know their real financial condition. In the first case, a woman naturally attributes the doling out of money to her to pure selfishness or lack of regard, and takes a natural delight in extracting and spending all she can; in the second case she has no reason to think the man "can't afford it" or realize that economy is necessary; in either case it is the man, not the woman, who is to blame. The majority of women are certainly not extravagant. The reports show that there are more women depositors in the savings banks than men, and they are slower in withdrawing their savings, and the man's "bargain counter" joke, with its odd cent price, is conclusive evidence of woman's regard for the penny.

Every man knows that a woman is better and closer at making a bargain than he is. The woman's mind is constituted to consider trifles and it is trifles that count in economy. The average woman can get along on less and "make an appearance" than the average man can. I have never met a man yet who stinted himself on cigars or his stomach or his neckties, but if the woman wants a new 98-cent shirt waist this man will want to know what she has done with the one he bought two years ago!



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Mistaking Side Show for Main Performance.

Written for the Tradesman.

The Arthurs, the Byrams and the Mileses were all first-class people; the boys, one from each family, had the strong family characteristics of each; the same training had blessed the lads as they had passed through the schools and so out into the world and the same good fortune had led them to apply for employment at the mercantile house of Hatch, Winthrop & Co., where for seven or eight years now they had been working up from the ground floor into responsible and profitable positions.

At first they were looked upon as equals in every respect with each having a fair chance to secure the prizes before them. They were all likely young fellows to look at, of good build, a little above the average height, a good inheritance so far as health and strength are concerned, and a respectable family name to care for and hand down. They were industrious. They had no foolish notions about "soft snaps," and it was a question which could and would buckle down to the toughest day's work and have the least to say about it when it was done.

For a number of years they were running thus neck and neck, first one and then another forging ahead with

little or no rivalry between them, but after their first voting day was over and each began to settle down into the harness of manhood differences began to appear and to make themselves felt. Miles first began to show signs of breaking. This "demonition grind" was getting to be too much of a good thing. The business was all well enough—a fellow'd got to earn his own living and ought to if he was going to stay above ground; but this constant pull up hill with never a letup wasn't what it was cracked up to be. The poet somebody said it wasn't all of life to live, nor all of death to die, and he was going in to see what the man meant. Anyway, he was going to have a little fun if he could find it. He did. He found lots of it. There wasn't a corner that didn't set up any quantity of it and it was to be admitted that it was of sufficient variety and, what was much to the purpose, it was not confined to the street corners!

Clarence Miles was not the boy stingily to keep these pleasures to himself. His generous liberality here showed itself, and it was not long before the three who had been boys together were young men together, who knew how to make the most of existing circumstances in their particular line. Of course the popular vices of the day and of all time had to be indulged in and the young fellows went at them in good earnest. At first it was an occasional night out, which was changed pretty soon to an occasional night in.

Then the bars were thrown down and then, indeed, "There was a sound of revelry by night!"

Hatch, Winthrop & Co. were not the men to tolerate for a great while that sort of thing without having something to say about it nor were they the men who did not know early when "such performances" were carried on by the men in their employ. Have it they would not; but when as in this case the men had been brought up by them from childhood, as it were, it did make a difference and it was well enough to move slowly.

"Let's make it a matter of 'the survival of the fittest,'" remarked the "Co." on one occasion when the three scapegraces were up for discussion. "I never did like that Byram and he'll drop out of his own accord before a great while. I got on to him early and I'm satisfied that he's a second edition of his grandfather, old Jonathan Byram, and everybody knows and says that he was just rotten clear through. I'm for making short work of that youngster, and if it wasn't for old Hatch here with his everlasting 'helping hand' business that son of Satan would have got his deserts long ago. I'm not telling you any news; but if you want to save the other two you must fire Sam. You needn't look at me in that way, Israel. This isn't an instance of the brand plucked from the burning. Young as he is he—it is all burnt up. He thinks and lives dirt. He can't talk five minutes without bring-

ing it in and dwelling on it and you've got to get rid of him before he makes that sort of leaven of the whole lump. Fire him and keep the other two and you have some hope of saving them. Keep him and the others are going to the dogs at a rate that's going to startle you when it happens, and happen it's going to, you can mind that."

"I don't know about his being the headcenter of the meanness," butted in Old Hatch. "You weren't any angel at twenty-two if the records have been well kept and you've managed somehow to turn out fairly well. I don't believe this boy is any worse than you were, and I say don't be so eager to see and know everything that's going on. You got over it and he will—I think so, anyway. I'm not going to give him a kick at all events. You take these three and you'll find 'em sizing up to the same old figure. One's just about's bad's the other, and you can pick him out by flipping up as well as you can in any other way."

"Why don't you rake down Will Arthur? Put him into a bag and shake him up thoroughly with the others and what'll you find? A sweet, innocent boy just from Sunday school? I wot not. Put down a list of his virtues and then underline one that the other two don't have. Down with his vices on the other side of the account and what one does he lack? Mind I'm not saying that his scarlet is white as snow and that, although I am insisting that his crimson is crimson,

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I believe it may be and will be as wool. Now you Dick 'Co.' for once in your life be fair and square with a fellow you don't like. Take Byram as we found him when he came to us with that round, red-cheeked face of his and those black eyes full of sparkling fun and brimming to the very edge of the long lashes with rolicking good-natured mischief. Follow him all along the line where we let him, without a word of warning from either of us, drift into the vices you are condemning him for now. He smokes and so do you. He has looked upon the wine when it is red; do you know the difference between Tokay and Sauterne? He gambles; how much did you lose at the last horse race? Now, Dick, don't. We are all in the same boat and these three boys are with us. We've brought 'em up or rather we've let 'em come up, and now we're not mean enough to kick 'em out with a curse. Let's take another tack. Not one of us has been honest enough to admit it, but the fact is each has made a pet of one of these boys and has been defending him at the expense of the other two. Let's put all personalities aside and from the purely business point of view answer this question, Why is this young man a necessity to this house?"

"Old Hatch" grunted; "Co." as a mover of the measure had settled his vote and Winthrop, who rarely said anything and usually had it his way, lighted one of his 25 centers which he kept for these discussions and waited for his turn, which was sure to come.

"Hatch, you are the oldest, go ahead. What are the qualities, from a commercial point of view, which make young Byram a necessity to the firm of Hatch, Winthrop & Co.?"

Old Hatch turned purple.

"Because I want 'im"—with strong emphasis on the I.

The other two laughed uproariously.

"It's my turn next and I think when you come to look at Miles—at the tradesman—there's a good deal there that we want. He's methodical. He looks after the details. He's here all over when he ought to be. He doesn't have to be watched. He's a grower and he's making himself more useful to us every day. His disposition is in his favor. He doesn't sulk. He gets mad and swears sometimes, but Old Hatch does that, so it's all right! Take him all in all, Miles is a pleasant, industrious, growing young man who smokes and takes an occasional glass of beer and plays poker. He's shrewd, knows a good deal about his business, is eager to know more and is readily put down as a man who with a little guiding will get there on time. That guiding we're ready to give—at least I am—and he's a man we can't afford to lose. My case is submitted."

"Byram and Miles are and have been for some time making a sideshow of the main business." Winthrop had taken his turn. "My man doesn't. He may make the most of a good time, whatever be the form of its development, but not once has

he forgotten that the good time is only a secondary matter. Byram has made dirt his god and spells it with a big G. Miles is as fickle as a Frenchman, and is as untrustworthy, and the only way to be sure of him is to see that he is constantly hemmed in by healthy surroundings. We can do it, but I never could see any use in hiring a fifteen dollar clerk to teach a ten-dollar one his catechism. William Arthur doesn't need any such clerk. He has done things he wouldn't talk over with his mother or his minister—I happen to know he has one whose preaching he often hears—but that is not now to the purpose. In season and out of season his eye is on the main chance and his love of amusement never gets between the two. It never is going to get between them; and the young man who does that during his years of waywardness is going to be the successful business man of his day and generation when the waywardness is done away with. Question."

Old Hatch wouldn't vote and that left the question unanswered. It turned out to be unnecessary. Byram left of his own accord within a week, Miles found his position too dull with Byram, his inspiration, gone and Will Arthur, who never made a sideshow of the main performance, in due time dropped his waywardness with everything belonging to it and so gave Winthrop any number of chances to say, "I told you so," only he never did.

Richard Malcolm Strong.

Recent Business Changes Among Indiana Merchants.

Fairmount—Goldstein Bros. continue the dry goods business formerly conducted by A. H. Goldstein.

Ft. Wayne—A. B. Trentman has incorporated his lime and cement business under the style of the Trentman Supply Co.

Gevena—Deitsch & Harlow continue the drug business of Deitsch & Zehr.

Indianapolis—The Florsheim Co., dealer in boots and shoes, has incorporated its business under the style of the Shiverick-Florsheim Co.

Indianapolis—The W. H. Johnson & Son Co. succeeds W. H. Johnson & Son in the furnace business.

Indianapolis—The Wells Manufacturing & Supply Co. has merged its business into a corporation under the same style. It is engaged in the manufacture of office supplies.

Monticello—Bunnell & Dickey, hardware dealers, have dissolved partnership. The business is continued by Bunnell & Piper.

South Bend—Wm. H. Hobbick, confectioner, has sold out to John H. Hobbick.

Upland—M. Ballinger has purchased the interest of his partner in the meat business of Brown & Ballinger.

Ft. Wayne—F. M. Smaltz, engaged in the manufacture of gloves, has filed a petition in bankruptcy.

Indianapolis—A receiver has been applied for in the case of Baker & Ready, coal dealers.

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of Merchants, Salesmen and Individuals solicited.

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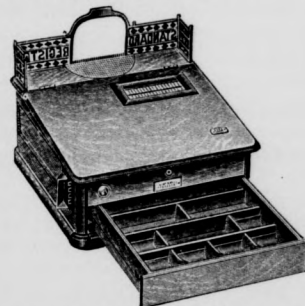
Paid on Savings Certificates of Deposit.

Kent County Savings Bank

Grand Rapids, Mich.
Deposits Exceed 2½ Million Dollars

THIS IS IT

An accurate record of your daily transactions given by the



Standard Cash Register Co.

4 Factory St., Wabash, Ind.



Wherein the Association Can Help the Retailer.

The relations between the retail merchant and the wholesale merchant are so close and they have so much in common that I am sure I do not need to enter into any argument in order to convince you that the jobber is a necessary factor in commerce any more than you need to enter into an argument to try to induce me to believe that the retail merchant is also necessary. I believe we all agree on these points. Some outside doubter may say that the world could get along very well without either the wholesale or retail man. So it can, and for that matter it can dispense with railroads, telegraphs, telephones and with most other things which we now consider a great part of life, commercial and social.

But we do not want to go back to the old kind of life and to get away from the results of these hundreds of years of civilization. I believe and I am sure the business world generally agrees that the best way that has ever been devised for the distribution of merchandise is first from the manufacturer to the wholesale dealer, from him to the retail dealer, who in turn distributes his goods among the consumers. If the manufacturer goes to the retail man—as he sometimes does—or if the wholesale dealer goes to the ordinary consumer—as he sometimes has done—and this natural order of things is disturbed, we may expect trouble, and it generally comes. There has certainly been large improvement in the last ten or fifteen years in the disposition of wholesale dealers toward furnishing goods to consumers, and I am sure that there is now very little ground for complaint, at least that the Northwestern jobber is interfering with the retail trade by going to the consumer.

Speaking for the house with which I am connected, we desire no trade with the ordinary consumer and try to avoid it. If in an exceptional case we think it best to fill such an order we make it our practice to send a credit memorandum to the retail customer who we think is most entitled to it. I speak of the practice of our house for the reason that I know it better than other houses and I believe the same line of policy is followed more or less closely by most hardware jobbers, and as to the few houses that may not, now observe this policy it remains for the retail dealers to bring them into line.

As to the patronage given direct to the manufacturers by retail dealers, I hope that retailers generally may see that it is to the mutual advantage of all concerned for them to place their orders as a rule with the jobber and that they do not let the manufacturer come in between. I shall not go into any extended argu-

ment to show that it is to your interest for you to give your business to the jobber. I am sure that, as a rule, those retail merchants prosper most who confine their trade largely to the jobber. We have found on our books that among the undesirable accounts but few are considered more unsatisfactory than a certain line of customers who are disposed to buy more or less from manufacturers and who load their shelves with goods that they do not need and can not sell in any reasonable time.

For these goods the manufacturer expects his pay promptly and, as a rule, he gets it, and if the customer has not funds enough to go around he expects the jobber to carry him. But the trouble lies in the fact that the customer's trade has been so split up that it is not a desirable account for any house concerned and the jobber prefers to give his attention and accommodation where they will pay better. I desire to impress on you the fact that there are few goods indeed on which it pays you to split up your account and to buy from the manufacturer.

I would also add in this connection that I believe a frequent mistake is made by the retail dealer in buying too large quantities of certain lines of goods from the jobber. Do not let the temptation overcome you to buy "case lots" when you should buy by the dozen, or by the dozen when you should order by one-fourth or one-sixth of a dozen. By being able to get goods with dispatch and by ordering frequently and in small quantities you can turn your goods quickly and you will be the large gainer by it in the long run. Of course, the jobber prefers to sell in the larger quantity if the customer does not overstock, but no house of high standing will knowingly permit its salesmen to overload a customer, and yet I have heard so called salesmen refer to transactions of this kind as if they expected to be commended. Let me urge you to give your trade to salesmen and to houses that are above such tricks.

During the past year when referring to the troubles in Wall Street we heard a good deal about undigested securities, a term that doubtless very fitly described the condition. One great trouble with many stocks of goods is that they show much too large an amount of stock on hand of undigested and for practical purposes indigestible goods.

To be a good storekeeper is one of the best qualities in a merchant. It means not only keeping the store in clean, attractive condition, but also in having a stock that covers the demands of the trade and at the same time turns over in a year as many times as possible.

Bad credits is one of the rocks on which most of us, both wholesale and retail alike, strike much too often. The losses in this country resulting yearly from bad credits are simply stupendous. It is very small consolation to know that losses from this source have been somewhat reduced in the last ten years—they are still greatly too large. It is a subject for our most careful considera-

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



White Seal Lead
and
Warren Mixed Paints

Full Line at Factory Prices

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

Agency Columbus Varnish Co.

Miles Hardware Co.

113-115 Monroe Street, Grand Rapids, Mich.

JOHN T. BEADLE WHOLESALE MANUFACTURER



HARNESS

TRAVERSE
CITY,
MICHIGAN

FULL LINE OF HORSE BLANKETS AT LOWEST PRICES

tion when we come to realize that the losses in this country from bad credits in the last forty years have been larger than the losses sustained from any other one cause, not excepting fire or floods or even the debt incurred by the National Government in the civil war.

A few evenings ago I was led to do a little figuring on this subject for my own information, and I was surprised at the result showing the losses from bad credits among the manufacturers and wholesale merchants of the Twin cities and Duluth to amount yearly to more than one million dollars. There is an old proverb that "you can not get something for nothing," but I think this is one case in which the rule does not hold good and that in most of these cases the debtors did really get a good deal for nothing, at least nothing but wind.

When we add to this sum the losses from bad credits by the retail dealers, we will come to see something of the magnitude of this great evil, and let none of us forget that the man who pays his debts also helps to pay for the man who fails to pay. If one of you gentlemen, for instance, find that your losses from bad credits average, say \$500 per year, you simply figure that as a fixed charge in your business, and you realize that you must sell your goods at enough higher price to cover this loss. In short, your paying customers must pay this additional amount on the goods they buy from you or else you are "in the hole." Certainly we all see the importance of being more vigilant and untiring in our efforts to reduce this great evil.

Failures in commercial business come mainly from three causes—first, incompetency and lack of experience; second, dishonesty; and, third, lack of sufficient capital. Of these much the larger number of losses come from the first two sources. They tell us that about 95 per cent. of merchants fail at some time in their lives. I have never felt willing to accept these figures as authentic. It does not seem possible that such mortality can exist in mercantile life. We do know, however, that there are entirely too many failures among us. When we come to the final analysis why should there be many or frequent failures? Men should not go into business without sufficient capital. They should also have had sufficient business experience to manage prudently. If in an evil hour fire sweeps their stock out of existence, they should always be insured to such an extent as to pay their debts and leave them something besides. Short crops may occasionally be their lot, but the law of general average takes care of this and in a term of years this works out satisfactorily.

The only case that we have not covered is that of the rascal. Any one, even although he be a scoundrel, ought to be smart enough to see that, aside from any other consideration, it does not pay to be a rascal. If there is any one thing on earth that pays better than a man's good name, based on actual charac-

ter, I do not know what it is. As an actual possession to bank on and put into business as capital it takes a place in the first rank. However, I suppose that do the best we can we shall still have the rascal with us to more or less extent until the end of time.

Let me caution you against two of the most frequent and troublesome mistakes that associations such as this one contemplated are liable to meet in the progress of their work.

First, they try to do too much. They take up lines of work that they would better let alone and, forgetful of the pressing work that is immediately before them, they try to do things in which failure is practically assured.

Many labor organizations are conspicuous illustrations of this tendency. No one, I suppose, would question that labor organizations properly managed can be made very beneficial to their members and promotive of the general good, but as many of them have been and are now conducted they have become, in the opinion of most intelligent, unprejudiced persons, one of the great evils of the day. There is no other cause that I recognize as so harmful as this one in the hindrance of the industrial and building development of the country. The trouble lies mainly in the fact that, under the leadership of rash and frequently unprincipled men, these organizations drift away beyond their proper function, and in doing so they come into conflict with employers and to the great injury of the general public. There can be no doubt as to what the outcome is bound to be when the great public has been called into the reckoning, but the history of such organizations fitly illustrates the great folly of trying to do too much and going beyond their reasonable, legitimate functions.

I may add that I have known commercial organizations to be led into lines of policy that have not advanced the interests of their members and that it would have been wise to avoid. Let me urge you not to let this charge ever be made a part of your history. There are so many evils in the trade that you can correct and so many ways in which, as an association, you can secure substantial benefits, that you can not afford to waste your energies in any direction that does not commend itself clearly to your own best judgment and also to that of intelligent, conservative business men.

The second difficulty is that the members of an association are too ready to leave the entire burden of the work on the shoulders of a few. They expect the officers and the executive committee to do the whole work, and they frequently seem to be disposed to find fault with what has been done rather than lend a helping hand to improve things. Most of us have long ago learned that the easiest position in a house or an association is that of the "kicker." But no man has a right to kick unless he has first discharged his share of the duties involved and has

Buckeye Paint & Varnish Co.

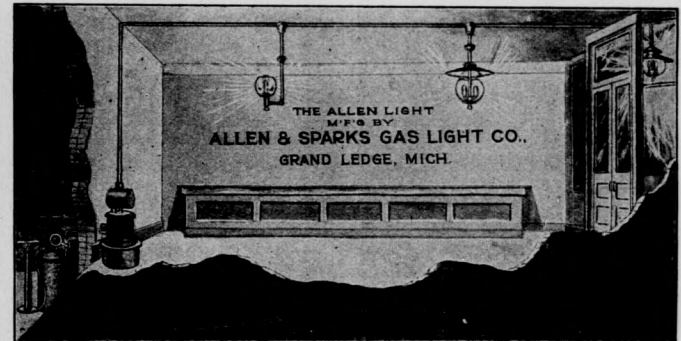
Paint, Color and Varnish Makers

Mixed Paint, White Lead, Shingle Stains, Wood Fillers

Sole Manufacturers CRYSTAL-ROCK FINISH for Interior and Exterior Use

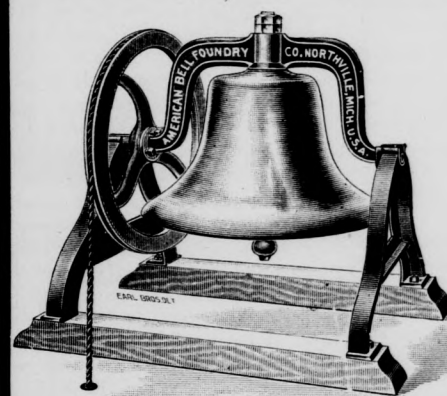
Corner 15th and Lucas Streets, Toledo Ohio

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



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.



BELLS
for School, Church
and Fire Alarm
founded at
Northville, Mich.

by
American
Bell & Foundry Co.
are known as
"Bowlden" Bells.

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

Foster, Stevens & Co.



Grand Rapids, Michigan

been willing to carry his part of the responsibility.

No association can permanently prosper that has not a loyal working membership as well as an efficient management.

Let this additional fact also be kept constantly in mind, that no association can successfully undertake to do for its members what they should do for themselves. The standing in the trade of any member of the association, his relations with his customers, with his competitors and with the mercantile world generally will depend after all mainly on his own individual self.

The association will help him materially, if it meets its purpose, but if he depends on it rather than on his own individual efforts, he will be harmed rather than benefited by it. If the benefits of such an association are used rightly it offers many advantages and you may expect to gain largely by it in many ways, but these advantages must necessarily be rightly used.

It is a big thing, for instance, to come to know your competitor better and to learn that after all he is a man of flesh and blood very much like yourself, and the closer you can get to him in friendly relations the better for both of you; and in this direction the association should be most helpful.

To illustrate this point clearly and make it practical, let us take the catalogue house and mail order competition as it confronts every one of you and which you probably regard as the most pernicious evil that disturbs your business.

There can be no doubt that one of the most effective means in combating this evil is through the intelligent, concentrated efforts of associations, both retail and wholesale. These associations have long recognized the importance of this growing evil and they have already given time and thought to it.

The National Hardware Association, which represents a very large part of the wholesale hardware dealers of the United States and of which I had the honor of being the President for the two years just passed, has given this subject much attention. It has corresponded with and also seen in person many manufacturers of hardware whose goods have been made leaders and have been advertised at prices sometimes even below cost to the catalogue houses.

The same trouble exists to some extent with the department store. This evil affects principally the city retail dealer. But it is a serious trouble, and the department store, as well as the catalogue house, has had large consideration.

The same is also true of the retail hardware associations throughout the country.

Last May the Executive Committee of the National Hardware Association met in Philadelphia and it had previously invited the National Retail Hardware Association, which, as you know, is made up from representatives of the retail hardware associations of the different states, to meet with the Executive Committee

in Philadelphia. An influential delegation came. In it were the President and the Secretary and also other prominent retail hardware men from a number of the states.

Two days were given to these conferences. Prominent manufacturers of hardware were also present by invitation and valuable work was done and it is still going on.

I refer to this to show the association side of this campaign, for it is a campaign and a long, arduous one that is still ahead of us, in which these associations can do and are doing valuable service, the good of which is beyond computation.

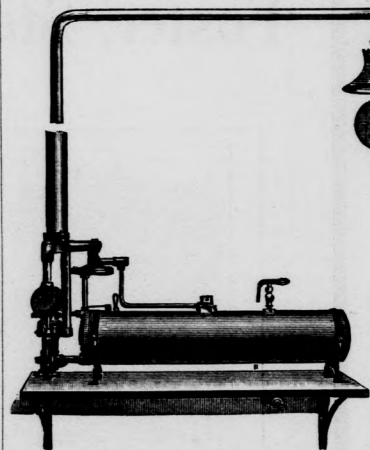
I am sure you feel that the evils from this source that now exist are bad enough. But the evils that have been prevented or restricted by this sort of work would have added greatly to the gravity of the present situation, and in work of this character the claims of your association upon you are enforced in the very strongest terms.

But I have taken up this subject of the catalogue house in this connection to show the value and the necessity both of the work of the associations and also of each individual member.

It is in vain for the association to do its part if the individual member relies on it and if he does not grapple with the evil and meet it at every step with a determination to stamp it out to the fullest extent possible. To do this he must be willing to have it cost him something.

If the retail dealers will generally give the cases heroic treatment as they come up from time to time in connection with the catalogue houses and if the associations respectively will do their part, as I believe they will, those houses will find their shadows growing less as the years go by. R. A. Kirk.

The advertisement of H. Leonard & Sons, on page 12 of last week's issue, should have read 5,000 New York Rebate Stamps and 500 Catalogues, instead of the reverse.



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

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, grow 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 jaws must remain tightly closed until sunk 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.

We carry the most complete line of

**Blankets
Fur and Plush Robes
Fur Coats, Etc.**

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

Sherwood Hall Co.,

(Limited)

Grand Rapids, Mich.

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

PAPER BOXES

We manufacture a complete line of
MADE UP and FOLDING BOXES for

Cereal Food, Candy, Shoe, Corset and Other Trades

When in the market write us for estimates and samples.
Prices reasonable. Prompt service.

GRAND RAPIDS PAPER BOX CO., Grand Rapids, Mich.

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

Easy Access Essential to Success of Any Business.

Written for the Tradesman.

After having selected the right calling the next thing in order is to select the best place wherein to practice it. Probably one's own town is not so altogether bad as one thinks. In the town where a young man is born and educated he knows more about local conditions. This knowledge is an asset. If it be a small town he knows everybody and everybody knows him. This is an advantage to him if he bears a good character and to the advantage of his townspeople if he bears a bad one. Moreover, it will probably cost him less to live there than it would if he were to go to a strange place.

However, if the young man is convinced that his home town won't serve, let him make a trip to other towns in the county or within a radius of say fifty miles—nothing like personal investigation and experience. Perhaps a neighboring town will offer the opportunity he is looking for.

Then, as to the question, "Would you advise me to locate in a small town where there is a good farming trade?"

The answer is, in the majority of cases, "Yes, such a place is a good one for a hustler."

Competition is not so sharp but that some profit can be made without the merchant's having to produce new sensations to make business.

The proprietor of a "farmer trade" store becomes far better acquainted with his customers than the city merchant. He knows every member of every family round about and if he is honest they will be his friends. He might be ever so honest in a large city but people wouldn't know it. In a large city the expense of advertising his business and raising a family is much greater. In a small town one is nearer the farmers, so that the cost of keeping up appearances is less and the advertising expense is less. In a small town the professional politician has a hard time of it because grafting is soon discovered and turned down. In a small town the most responsible offices are often filled by members of the mercantile class.

People will very often discourage a young man from going into a town for personal reasons—they want the field for themselves or for their friends. But let him rely on his own judgment. There are good openings left for good men and if he keeps his eyes open he will either find them or they will find him.

For a retail business a leading thoroughfare is the proper place. Many a business otherwise well planned and well carried on has failed because it was in the wrong place. In general, we may say that the extra rent required for a location on the popular side of the street is well-spent money. Many a person will enter and become a customer, because the store is at hand, who would not cross the street. Easy access is essential to the success of any business, as people like to go where the crowd go, whether it be a church, a theater or millinery store—I mean

those persons who go forth for an afternoon stroll with no well-defined purpose of purchasing anything in particular.

In the second place look to the character of the neighboring stores. No matter how elegant the glass and fixtures of your store, if its next door neighbor be a saloon, an ill-kept butcher shop or a grocery where idlers and loungers congregate to stare respectable folks out of countenance, every lady will hurry past the uncongenial environment.

In conclusion, we have seen that the location of a business is in every respect a matter worthy of the ripest thought since a good location is a store's best asset. Careful selection is necessary. Common sense and best judgment should guide in the matter. A man should study the conditions in the towns he has in mind, not forming an opinion hurriedly. Thus he will not pass by the place he is looking for.

Thomas A. Major.

Manistee, Mich.

Murano Glass Work.

The glassworkers of Italy, more especially of Venice, have ever been famous for the extreme beauty of their productions, and the various museums of Europe testify to the excellence of their work in past times. Few mediums exhibit as perfectly as glass the beauty of pure color, or, in the hands of skilled artists—one can not call them merely workmen—can be made to assume such infinite variety, grace and perfection of beautiful form, and certainly in examining these specimens of modern glass ware from the hands of the artists of Venice and Murano, one realizes how truly the present-day descendants of the famous old Venetian masters of the art have recovered and developed the artistic spirit that was the glory of their 16th and 17th century ancestors, but which, for lack of general and practical encouragement, appeared likely at one time to languish, if not utterly expire.

All the old methods of glassworking, of which the master secret seemed to have been forever lost, have been rediscovered by these wondrously intuitive modern Italians; or, at least, the marvelous results of former masters, if not achieved by precisely the same methods, are now so faithfully reproduced that none but an expert, keen enough to be called clairvoyant, could tell the difference between an old and modern piece of work set side by side. The wonderful iridescent glass of antiquity, the cunning imitations of agate, chalcedony, lapis lazuli, malachite, etc., for which the ancients were famous, are reproduced by the Venice and Murano artists with a fidelity that is astounding. But even these, interesting as they undoubtedly are, pale before the beauty of the modern inventions. Words fail to describe the glory of pure or subtle color which in every piece compels one's admiration.—Crockery and Glass Journal.

The ten commandments are good examples of broken English.

The ACME Potato Planter



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

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

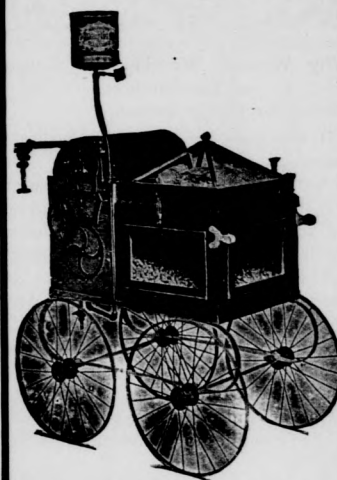
They Are The Right Tool
rightly made and rightly sold. No catalogue or mail order house ever has or ever can sell them. Your implement hardware jobber does. Your customers have to get them of you.

POTATO IMPLEMENT
COMPANY
Traverse City, Michigan

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

*The
Acme
of
Potato Profit*

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 Cream Breakers, Porcelain, Iron and Steel Cans, Tubs, Ice Cream Dishes, Ice Shavers, Milk Shakers, etc., etc.

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

SHOW CASES

Our new Catalogue showing a complete line of Combination Show Cases and Glass Counters is ready for distribution. Write for it. ☺ ☺ ☺

Grand Rapids Fixtures Co.

Bartlett and South Ionia Streets
Grand Rapids, Mich.



Why Women Worship the Gospel of Scrawniness.

Written for the Tradesman.

If there is one man who deserves above all other men who ever lived to be hated and execrated by women it is that perfect gentleman and amiable artist, Mr. Charles Dana Gibson. He is responsible for the sufferings and misery of untold millions of women, for even as through Adam sin entered into the world, so did the theory that to be beautiful you must be lanky come through Mr. Gibson, and the one is as destructive to the peace and comfort and happiness of the feminine body and mind as the other.

It is to be hoped for Mr. Gibson's soul's sake that when he first drew the living skeleton that he has made famous, and that has become the accepted type of womanly pulchritude in this country, he knew not what he did, and that he was only indulging the artistic imagination when he created the picture of a female who defied every anatomical law—who had neither hips nor stomach, but only yards and yards of limbs. Assuredly, he could have had no conception that his countrywomen would starve and torture themselves to death in a vain effort to attain this impossible ideal, or else, being a merciful man, he would in pity have held his hand, and we should have had no Gibson girl and no anti-fat cures.

But no warning voice stopped him. The deed was done, the Gibson girl created, the harm wrought. The gospel of scrawniness has become the accepted cult. Women no longer sigh for emancipation, but for emaciation. The acute angle, and not the curve, has become the line of beauty. The one hideous fear that haunts every woman's life, the dread that drives her, weary and worn, hot-footing it up and down the streets, is the fear of getting stout. The one absorbing desire of her soul is to be thin. Every newspaper you pick up has columns and columns of advice to women about how to reduce their weight. Every woman you meet is banting, or physical culturing, or going through some other form of agony, trying to keep down fat, and the heart wail of the entire set is the despairing cry of Hamlet: "Oh, that this too, too solid flesh would melt!"

This was not always the case. There was a time when a woman could be short of stature and yet hold up her head in society, and when she could even be fat without being disgraced by it. Round and rosy cheeks were admired, and dimples were considered adorable. Indeed, strange and old-fashioned as such taste seems now, the pocket Venus was the favorite edition of womankind. Novelists, who must be supposed to reflect the most popular ideal of beauty of their day, made

their heroines all small, of a size to be easily picked up by the gallant hero and carried for miles when the lovely creature fainted at sight of a wounded bird, or sprained her ankle crossing a stream. Such a romantic feat is clearly out of the question with the modern telephone-post girl. If she were to faint no man could pick her up in his arms and bear her off the scene. He would have to ring up the hook and ladder truck. All of Dickens' favorite women characters are small. Dot was a little roly-poly woman. Bella Wilfer—his "lovely woman"—was a dimpled darling. Little Nell was a sprite. Tom Pinch's sister was short and plump. Thackeray made Becky Sharp, the most fascinating woman in literature, small. George Eliot depicted Hetty Sorrell, who charmed men merely by means of her physical beauty, a little thing, and so you might go on extending the list indefinitely.

These cases are merely cited to show that there was a time when it was not the awful reproach to be short and plump that it now is, and to call attention to the most remarkable fact that has ever possessed the feminine imagination. This is the craze for acquiring boniness that has swept the entire country, and that is doing more to fill sanitariums and to enrich doctors than anything that ever happened. No one who has not given this subject serious study can have any idea of the extent to which the mania prevails, the suffering it entails, or the disastrous results that ensue. It is literally true that the main subject of conversation now among women is how to get thin, and the exchange of experiences and remedies along the antifat lines. When women meet together they no longer enquire "How are your children?" but "What do you do to keep

your figure?" When you want to pay a woman a gorgeous, soul-satisfying compliment you tell her how slender she has grown. When a woman wants to get good and even, in a cat-like way, with her dearest enemy, she says, "How well you are looking! You are putting on flesh so rapidly, aren't you?" and the Parthian dart goes home every time.

And none of us escape the contagion. Every mother's daughter of us is doing something to try to get thin, or keep thin. We are trudging up and down streets, miles at a time, taking exercise that we loathe to prevent gaining a pound. We are eating things we hate and going without the dishes we love, for fear we might get fat. We are encased in straight front abominations that are surely one of the instruments of torture left over from the Inquisition because we have an illusion that they make us look slender. Night and morning we go through back-breaking gyrations because we have been falsely told it will make us lissom

The Old National Bank

GRAND RAPIDS, MICHIGAN

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

3%

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

The Largest Bank in Western Michigan

Assets, \$6,646,322.40

GOOD MERCHANTS

Can recommend to their customers and friends

MEYER'S Red Seal Luncheon Cheese

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

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

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



J. W. MEYER,

127 E. Indiana St.

CHICAGO

Manufacturer of

Red Seal Brand Saratoga Potato Chips

YOU ARE ALWAYS SURE of a sale and a profit if you stock SAPOLIO.

You can increase your trade and the comfort of your customers by stocking

HAND SAPOLIO

at once. It will sell and satisfy.

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

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

and willowy, and when we go to a dressmaker—oh me, oh my—the contumely and contempt we have to endure, if nature has not fashioned us upon the model of a broomstick, and a tall broomstick at that.

All of this would be bad enough and silly enough if it resulted only in wasted time and effort, for in spite of all the cheering promises of the beauty books not one woman in a thousand ever succeeds in getting thin and lithe by following their directions, but that is not the end of it all. As a first aid to chronic invalidism the thin fad has no known equal. Passing over the candidates for an early grave who take the anti-fat nostrums advertised in the papers, there is hardly a case in which a woman can reduce her weight materially without injury to her health. Under a skillful doctor it may possibly be done, but the majority of women call in no professional counsel, but pin their faith to the oracle of the "How to Be Beautiful Although Ugly" column, whose advice is not infrequently a menace to life itself if followed. For instance, one of the favorite remedies suggested for reducing fat is to abstain from drinking water as much as possible, and only to take the merest sip to relieve a thirst when absolutely necessary—a course that, if pursued for any length of time, must inevitably result in half a dozen fatal complaints. Another remedy, that of taking the juice of half a dozen lemons a day which was tried by a lady of my acquaintance, produced the desired scrawniness, and also a lovely pea green complexion and a chronic case of dyspepsia.

To a thoughtful mind one of the strangest, as well as one of the most pathetic things in the world, is the sacrifice woman makes to her desire to be beautiful. It is not alone that she risks her health daily for it; she hourly sacrifices her comfort and ease, and suffers tortures for it that would entitle her to rank with the saints and the martyrs if they were in a worthier cause. Not long ago a Chicago woman had to have her foot amputated as a result of wearing high heels, and how many lives are yearly offered up on the altar of the décolleté gown only the fool-killer and the recording angel know, but even death and disease are nothing to the agony of the fat trying to get thin.

And, after all, the question inevitably suggests itself, Is not it in vain? Are not women going through all this martyrdom on a false hypothesis? Do men really admire the scrawny more than they do the plump? For no matter how much women deny it, all of their efforts to get thin are that they may find admiration in masculine eyes. If there were only women in the world, women would resume their chocolate creams and rocking chairs, and with a placid mind be as dumpy as heaven made them.

Observation does not bear out the theory that men are unduly given over to admiration of women of the severe Gothic style of architecture.

Indeed, one might almost say they show a preference, when it comes to marrying, for what may be called the Queen Anne style of girl, who looks comfortable and cosy and as if she had always had enough to eat. It is certainly to be noted that the man in love invariably applies the epithet "little" to the woman he is fond of, even if she is as big as the Missouri giantess, all of which would go to indicate that, although he may admire a daughter of the gods divinely tall and most divinely thin, when it comes to marrying the little roly-poly girl has her innings, and so the plump maiden need not mourn as one without hope.

It may be, however, that man's taste about feminine beauty has changed, and become elongated, as it were. We can not ignore the fact that a man created the tall and bony ideal of our dreams, and it may be that he merely expressed the demands of his sex. So much impressed by this idea is Mrs. Jack Gardiner, the famous Boston society leader, that she has declared that a short girl or a plump girl is a fore-ordained wall flower now, who can expect no attention from men, and she advises every small girl who can afford it to go to Paris and be stretched by the great surgeon, who, it is said, can add to one's stature.

Whether this view of the situation is true or not, we have no means of knowing. Certainly the majority of women appear to believe it, and so we have the grotesquely pathetic spectacle of a whole sex suffering from an ailment that can only be described as fatty degeneration of the mind.

Dorothy Dix.

Swedish Cooking.

The most peculiar cooking in the world is Swedish. An exchange says: "What is it? It is what may be called a gastronomic lottery—the custom of Scandinavian and especially Swedish cooks to mix ingredients which would have more than justified the historic suicide of that conscientious French culinary artist who did not wish to survive the knowledge that one of his fish sauces was a failure.

"A Swedish cook follows the German or French style, with variations; and it is these variations which operate as a bar to the establishment of Swedish restaurants.

"With a world of soups to draw from, a Swedish cook will make a soup of lager beer. With abundant opportunities for delicacies in the line of desserts, a Swedish cook will, as a gastronomic diversion, mix turnips with a custard.

"On prime ribs of roast beef a Swedish cook, if not dissuaded, may sprinkle nutmeg, and a consomme of milk and prunes is always to be feared.

"It is the uncertainty of these variations introduced into a dinner without notice which in many cases deprives Swedish cooking, ordinarily wholesome and substantial, of the recognition which it would otherwise obtain."

Bachelor girls are spinsters who refuse to admit it.



A Peep into the Future

We cannot tell your fortune,
but we can help you make it.

Our plan is very simple. You will be surprised at what a change a Dayton Moneyweight Scale, with the new invention, the Nearweight Detector, will make in your monthly profits.

One man tells us: "It pays the hire of my best clerk." Another says, "I had no idea of the loss."

We believe this system will do as much for you.

Now here's what we want you to do: Spend one cent for a post card, address it to us, and ask for our 1903 catalog. Not much, is it? This book will help you

Save three Pennies Do it today.

Ask Department "K" for Catalog.

THE COMPUTING SCALE COMPANY

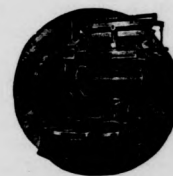
MAKERS

DAYTON, OHIO

THE MONEYWEIGHT SCALE COMPANY

DISTRIBUTORS

CHICAGO, ILL.





If I Were a Retail Shoe Dealer.

If I were a retail shoe dealer I would make my store so bright and attractive inside and outside that people would talk about it, and that would lead to business.

I would treat every traveling salesman with special courtesy, whether I bought goods of him or not. I could not buy from all who called, but I might be able to extract some points of information from each, which could not help being valuable.

I would make a point of trading with those enterprising manufacturers who are wideawake and eager and anxious to help customers prosper.

I would get the names of all families within a radius of several blocks from my store, and keep this list carefully corrected and up to date.

I would not let a month go by without sending some printed matter to the people on my list, calling attention to seasonable goods. Before school closed in the summer I would invite attention to my vacation shoes. Before the summer holidays were over I would make a noise about school shoes, and as soon as winter was near I would boom rubbers and warm goods.

I would not let department stores monopolize shoe advertising. I would do some hustling on my own account, and impress on the public that I could sell shoes as good in every way, and quite as cheap as the big stores.

I would keep drumming the names on my list so persistently that they would regard me as a curiosity; then they might call just to see what kind of a man I was, and what kind of shoes I kept.

I would encourage shoe manufacturers to give me printed matter and cuts, but these would not be allowed to lie unnoticed in a corner, covered with dust. Any shoe manufacturer who was smart enough to be willing to co-operate with me for mutual advantage would find ready reciprocity.

I would have judicious clearing sales from time to time, believing it good policy to sacrifice profits, and charge it to my advertising account.

I would buy a good duplicating process, so that after I had written one letter or circular, I could easily have 100 or 200 copies made and mailed to possible customers.

I would use only good stationery, and pay full letter postage, rather than act in a cheap manner, as though I grudged the money spent for stirring up trade.

I would visit big cities from time to time, and carefully study the windows of leading retail shoe stores, hoping thereby to get some pointers in the way of good window display.

I would willingly subscribe for two or three retail shoe trade papers, and read each copy thoroughly from stem to stern, well knowing that

sometime I would certainly get enough information to well repay for time and money invested.

I would not act in a narrow or parsimonious manner. To make money one must spend money. It is easy to say at the end of the year that expenses have been very light, but at the same time if my business was also light, I should not consider myself lucky. On the contrary, I would willingly see a big expense account provided my business was constantly increasing. At the end of the year if I found I was making money by liberal and pushing methods I would not let up but slam away harder than ever.

I would get some good book-keeper to look over my books once a year, and help me take inventory. He would be expected to make suggestions for improvement. If he was not smart enough to stimulate me to use better business methods, or if he could not show me where I could economize wisely, or in other ways prove a benefit to me, I would hire another auditor. Every merchant, large and small, should make it part of his very existence to take careful inventory at least once a year, and thus be able to know exactly how and where he stood.

I would pay bills promptly, or else write to creditors, explaining why I was a little slow. No credit man would ever be left to wonder why I neglected the courtesy of writing to explain why prompt payment was not forthcoming.

I would answer all business letters promptly, and thus gain a reputation with the big houses I bought from, or who offered me goods as being a man desirable to deal with. Many of the best shoe manufacturers instruct their salesmen to avoid slipshod shoe stores, and to only cultivate those retailers who are worth cultivating.

I would study my business just as carefully, and put as much energy in pushing it as the big houses, and possibly I might see it grow the same as concerns which started with little, but are now rich and famous.

Possibly some readers may say, "Why does not this salesman start a retail shoe store, and put all his beautiful theories into practical effect?" I may answer that this is my intention, as soon as I have more money saved up. I prefer being properly prepared for all undertakings.

Meanwhile, this is a big world, and there is room enough for us all. I thought I would jot down a few ideas in regard to retailing goods. If these remarks serve to stimulate only one dealer to bestir himself and emulate the example of successful business men, I shall be satisfied.—Shoe Trade Journal.

Indispensable.

It was down in old Kentucky.

"That city drummer was the dullest chap I ever met," said the proprietor of the crossroads store.

"In what way?" asked the man on the prune box.

"Why, he actually thought he could sell pocket knives without corkscrews down here."

CANDEE RUBBERS

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.

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

Write for Prices



Where we make them.

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

Hirth, Krause & Co.,

Shoe Manufacturers

Grand Rapids, Mich.

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.

Practical Suggestions For the Easter Season.

Dealers are impatiently awaiting the time when they can draw the curtain over the trade of a period which has in many respects been remarkable, and usher in the business of a season that is full of promise, with an accompaniment of April skies, balmy sunshine, babbling brooks, the rejuvenation of nature, spring millinery, new apparel and a general spirit of bubbling cheerfulness in all mankind.

It is not too early now for seasonal suggestions regarding the trade at Easter time. Easter is not far off. The exact date is April 3. Retailers have doubtless been bearing that fact in mind. They have been making strenuous efforts through hundreds of bargain sales to hasten the flow of their winter shoes, and make way for their spring stocks. Of course, they want a plentiful supply of new spring styles in at Easter time, for, during the week preceding Easter, especially Saturday, April 2, there will be a sale of shoes in all the large cities of the country which is likely to be unprecedented.

Perhaps our readers may think we are a little previous. But a successful spring opening is not attained by the work of a week. The plans must be carefully laid beforehand. We will take it for granted that the appropriate stock is all in the store, that the salespeople, vigilant, bright and active, are all alert and the commercial powder is all ready to receive the spark which shall be applied by public demand. Yet two more things are necessary and must be attended to. One is publicity—the other window dressing.

Let us first consider the question of window display. It has often been remarked (with considerable truth) that dealers do not do, in most instances, justice to themselves in displaying Easter goods. They do not seem to put the thought and attention on their window displays that are so noticeable in the department stores. Of course, there are exceptions, but speaking generally, the dealers are lax in this respect. There seems to be a spirit of economy that prohibits the expenditure of a few dollars on fixtures that will admit of dressing their windows more tastefully, and thereby attract attention to the goods shown in them.

The dealer that is up-to-date in this important detail of the retail business is usually successful in his vocation. There is no better advertisement for a store than for it to bear the reputation of always having neatly arrayed and attractive windows. The arrangement of a display window can not be done in a slipshod manner. In order to properly gain effects, as it were, the idea should first be worked out, and details arranged accordingly. Think out your ideas beforehand, and endeavor to improve upon your past efforts in arranging your Easter show.

Coming to the question of publicity, or how a spring opening should be advertised, is an interesting one. Dealers in the smaller cities

and towns will have less difficulty about this matter than many of their brethren elsewhere. Possibly they may issue booklets or folders, but they can very easily get at the public generally through the local newspapers.

Retailers in the suburban sections of large cities, however, will not have as easy a time. It is no object for them to advertise in newspapers, nine-tenths of the readers of which live in sections of the city miles distant from their store. These retailers will find it necessary to issue neat and attractive printed matter. What that shall be, of course, they are the best judge.

Wherever a dealer is located there must be a considerable amount of attention devoted to advertising, as amid all the noises that reach the ears of the public it is the clear, strong note that makes the impression. People have no time to consider feeble and nervous announcements.—Shoe Retailer.

The Shetland Pony in His Native Home.

At his home the Shetland pony is still left very much to himself, and during his earlier years runs wild. But he is easily reformed and speedily abandons his wild and odd ways and becomes a devoted friend of man and an admirable worker. So great is their affection for the ponies that the islanders never kill them, but when they are too old for work they allow them to return to the fields and hills and live out the rest of their days in peace. Sometimes the old animals, in their wanderings for food, will fall over the cliffs and so perish. They still reach the age of thirty years or more in their native land, and there is a case on record—but it is probably apocryphal—of a Sheltie which lived to be a hundred years old.

Like every other good thing for which a demand has arisen, the prices of Shelties have increased in recent years. There has been for a considerable period a large export trade in the ponies, of which there were at one time 10,000 in the islands, but, according to Government returns, the number is now about half. In the eighteenth century it was possible to obtain a good Sheltie for 50 shillings (about \$12), and the average price in 1809 was \$3 more. Half a century ago a pony could be bought for from \$7 to \$30, but in 1871 males ranged from \$40 to \$50, the mares fetching only half that sum, as they were not suitable for pit work, for which the Shelties were mostly needed. Since then prices have greatly advanced, and large sums are obtained for choice specimens of the pony, especially when they are wanted for children's use. A yearling will now command from \$50 upward.

The Sheltie can not be worked until it is three or four years old, and does not reach maturity until it is aged eight or nine years.

Bicknell & Fletcher, dealer in groceries at Clare: We cannot get along without the Tradesman.

"Better Than Usual" Shoes



CHILD'S CORDOVAN

You should know about our "better than usual" shoes for children, girls and women.

We make them with stout soles over modish lasts out of the best grades of Cordovan, Box or Velour Calf.

We combine lightness with great strength and hard usage with long wear.

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.

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.

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.

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.

PARAFFINING CHEESE.**Advantages and Disadvantages of the Process.**

The subject of paraffining cheese has been rather speculative up to nearly the present time. Many of the leading cheese dealers at first did not believe in it, thinking it would close up all pores of the cheese, making them airtight, stopping evaporation and curing of the cheese, that it would rather retain too much moisture and all the bad flavors in the cheese. After it was tried by some of the dealers they said, paraffine all kinds of American cheese, and some practiced paraffining as soon as cheese were from one to four days old. Others said not to paraffine cheese containing too much moisture, or off flavored stock, or cheese that was sour or high acid.

In my opinion all cheese should be cured some at least before they are paraffined. Cheese that contain an excess of moisture should be well cured, and if one has high acid or sour cheese and has to keep them any length of time they should be paraffined, which would keep them from molding. There would be less work to care for them, and the value would not be less because they are worth but very little to start with.

The paraffining of cheese is without a doubt a great benefit to the cheesemakers, to the dealers, and to the trade in general. And I believe it has come to stay; but it should not be used to try and cover up the faults of the cheesemakers and the dealers.

It was first practiced by dealers in the East, Philadelphia and Boston dealers being the first to draw my attention to it. In the winters of 1895 and 1896, while in the Dairy School at Columbus, Ohio, I tried to investigate the matter through dealers in Philadelphia, who gave the work great praise, and said it was a success in every particular, and at that time were having three or four factories paraffining cheese for them in Northern Ohio, and the same factories were practicing it last winter when I was there. I think I am safe in saying that two-thirds or more of the whole cheese trade to-day demand it.

In the first place, where and how should it be done? It seems to me the proper place is at the warehouse, or cold storage, just before the cheese are shipped, or put in cold storage. They should at least be kept cool enough after paraffining so they would not become heated or huffed. The cold storage is the proper place for them after they have been paraffined.

The paraffine that should be used should be that which is tested at a heat of 120 degrees, or thereabouts. At this heat it seems to melt easily and is more elastic when on the cheese than that which is tested at a higher heat. It does not seem to check or scale off the cheese as easily while being handled and makes a nice smooth surface. The paraffine that is used at a higher test heat seems to leave the surface more rough; it has the appearance of lit-

tle pimples on the surface of the cheese. It requires more heat to melt it, increasing the cost, and will not coat the cheese as thinly unless it is kept very hot during the application. Any paraffine should be kept at a heat of 200 degrees all the time during the dipping of the cheese, and if wax is used at a test of more than 124 degrees of heat, the paraffine should be kept boiling all the time.

The least expense is obtained by paraffining the cheese at the warehouse, or cold storage, where a large amount of cheese is collected weekly. A large tank can be fitted up in a convenient way, with large capacity, with steam connections, having a coil of steampipes placed in the bottom of the paraffine tank where it will come in direct contact with the paraffine, which will melt much faster and will keep hotter with less fuel than in any other way. Do not use a double tank with hot water in the lower one, as some did at first. It is more trouble, takes more heat and is not as satisfactory as when one heats direct from steampipes. Have a frame made to fit your tank so it will work up and down easily in the tank, adjusting with weights and cords to correspond with the weight of the cheese to be dipped at each time, so that with a light pressure of the hands it may be forced into the melted wax and brought back with the weights very quickly. The cheese should be placed with its side resting on the sharp corners of angle iron while it is being dipped, and remain there after being brought out just long enough to cool the paraffine. Cheese should be perfectly finished, free from face and side checks, the bandage pulled up smooth and even lapping over the corners about one inch; when such cheese are nicely paraffined they make a very nice looking package. Cheesemakers should not think because cheese are to be paraffined that they can finish them in any old way, like the Richland county maker, who brought his cheese to the warehouse one day with the bandage on some of the cheese hanging down loose from the corners about three inches, not being pressed down on the corners at all. They were also face-checked and ill-shaped. I asked him "if he thought he could sell cheese in such condition?" "Yes," he said, "what is the difference? You are going to morphine them anyway."

Twin cheese should be ten days old before they are paraffined; cheddar cheese a little older, and all small varieties could be paraffined a little younger. They should be kept clean and bright; circles removed. Many makers in our section do not use circles; they leave the press cloths on until they are shipped, then strip them off and box at once. They will not face-check because they seem to have a heavier rind, which is very desirable for paraffining and cold storage use.

Cheese should not be allowed to mold before paraffining. If they do the mold should be removed by rubbing or washing, otherwise they look

bad and will continue to mold under the paraffine.

The cheese boxes for paraffined cheese should be one-half larger than common boxes to keep the boxes from scraping the paraffine off the sides of the cheese. H. J. Noyes.

The Height of Caution.

"Well, what did you see in New York?"

"Not much. Spent most of my time trying to let on I'd been there before."

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

Butter

I always
want it.

E. F. Dudley
Owosso, Mich.

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.

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

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.

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

Best Time To Sell Poultry.

The best season in which to sell chickens is from the first of January to the first of November. Every farmer seems to want to dispose of his poultry during November and December, and consequently the market is always overstocked at that time. The surplus young roosters should be sold during September and October, as they will bring more money then than later. If it is impossible to market them until after that time, it is best to hold them until after the first of January, for prices are always low during the intervening months. Turkeys are most salable around the holidays. Old turkeys and large young gobblers should be marketed for Thanksgiving and Christmas; poor stock should never be sent to the market. All should be well fattened before being shipped. The hens and small young gobblers should be kept until after the holidays, but should be marketed by the first of February.

Capons sell best from the first of January to the first of March. The larger they are the higher price they will bring per pound. Birds that weigh less than seven pounds each will bring no more than the price of common chickens.

Live geese sell best in September and October, and dressed geese any time after the first of December to the first of March. There is no particular season in which to sell ducks.

Broilers bring the most money from the first of March to the first of July, the highest price being obtainable from the middle of April to the first of June; they should weigh from one and one-half to two pounds each the first of March, and as the season advances from two to two and one-half pounds each. They should be shipped alive from the first of March until the first of November.

P. H. Sprague.

Furs Sold From Pushcarts.

The pushcart is pushing its way in the retail trade of New York far beyond the limits of fruit and notions. On the lower East Side the pushcart men now handle a "line" of furs.

The pushcart men who sell furs sell nothing else, and their carts are filled, and loaded, and covered with them, says a report in the Sun. Standing up at one or at both of the forward corners of the body of the cart they are likely to have tall sticks on which muffs are placed, one above another, in the same manner as the pretzel peddler places pretzels stacked up one upon another on a stick rising at the corner of his basket; but, of course, you can get only a few big fur muffs on even a tall stick, and the muffs look very different. In fact, a fur column six feet high, composed of big muffs standing end to end, rising at the corner of a pushcart looks odd enough.

Then all the pushcart fur men have along one side of the cart, at the back, a rack three or four feet high, over which fur collars or boas are thrown to display them; and they are likely to run strings from the muff columns at the front corners of

the cart to the ends of the rack at the back, and to throw furs over these. Thus they have a fur display rising all around the body of the cart, in which, also, furs are spread or piled.

As might be imagined, they do not sell from these pushcarts ermines or Russian sables. The furs sold are of various sizes and shapes, ranging from little muffs for little children up to big muffs for grown women, and they sell boas and fur tippets and collars of various dimensions for children, young girls and for women; but they are all cheap fur. Some of them sell for a dollar or less; the biggest and most costly of them would run in price up to about \$5.—N. Y. Commercial.

The Story of a Good Boy.

Once upon a time there was a good boy who left school, graduating with the highest honors. He had also been a constant attendant at Sunday school, where he had been taught to tread the path of virtue with unfaltering step, and he had firmly made up his mind to do it. Then he went to look for a job. He found one and went forth one Monday morning full of joy and hope. He was home again about 3 o'clock, not because the place closed early, but because the concern had no further use for him.

"Mamma," he explained, "somebody called up the man on the telephone and he told me to say he was out. Of course, I could not think of doing such a thing, and he discharged me on the spot."

Two weeks later he obtained another situation and went forth again on the following morning. Again he returned early.

"My employer," he said, "was a very profane person. I spoke to him about it gently and kindly, and offered to send him some tracts. I can not repeat the words he used, but he discharged me."

His next job lasted two days.

"I discovered," he explained on this occasion, "that their goods were frightfully misrepresented. Of course, I could not think of remaining in such a place."

To make a sad story short, he lost five jobs in two months. His father does not know just what to do about it. He can not bring himself to advise the boy to conform to the iniquity of the times, and maybe the boy wouldn't anyhow. The old man did think of advertising:

"WANTED—By a conscientious boy, an employer; must be of good character, correct principles and strict integrity. Address, stating all particulars, X. Y. Z."

But it is not likely that he will do this. The only conclusion the anxious parent has yet been able to reach is that the reason why those whom the gods love die young is that it is the only way to keep them from spoiling.—Puck.

JOHN G. DOAN COMPANY
WHOLESALE OYSTERS

IN CAN OR BULK

All mail orders given prompt attention.

Main office 127 Louis Street, GRAND RAPIDS
Citizens' Phone 1881

Fresh Eggs Wanted

Will pay top market price f. o. b. your station.

Wire, write or telephone.

S. ORWANT & SON, GRAND RAPIDS, MICH.

Wholesale dealers in Butter, Eggs, Fruits and Produce.

Reference, Fourth National Bank of Grand Rapids.
Citizens Phone 2654.

FLOUR

That is made by the most improved methods, by experienced millers, that brings you a good profit and satisfies your customers is the kind you should sell. Such is the SELECT FLOUR manufactured by the

ST. LOUIS MILLING CO., St. Louis, Mich.

BEANS

We want beans and will buy all grades. If any to offer mail good sized sample.

BROWN SEED CO.

GRAND RAPIDS, MICH.

THE VINKEMULDER COMPANY

Car Lot Receivers and Distributors

Sweet Potatoes, Spanish Onions, Cranberries, Figs, Nuts and Dates.

14-16 Ottawa Street, Grand Rapids, Michigan

Write or 'phone us what you have to offer in Apples, Onions and Potatoes in car lots or less.

FOOTE & JENKS

MAKERS OF PURE VANILLA EXTRACTS
AND OF THE GENUINE, ORIGINAL, SOLUBLE,
TERPENELESS EXTRACT OF LEMON

Sold only in bottles bearing our address

FOOTE & JENKS'
JAXON
Highest Grade Extracts.

FOOTE & Jenks
JACKSON, MICH.

COLEMAN'S
HIGH FOOTE & JENKS CLASS
EXTRACTS

L. STARKS CO.

THE LARGEST EXCLUSIVE DEALERS
IN POTATOES IN AMERICA

Michigan Office, Houseman Bldg., Grand Rapids, Michigan

We will be in the market for

**100 Carloads of
April and May Eggs**

Send us your name if you have eggs to sell either in small or large lots. We pay cash F. O. B. your track.

Lansing Cold Storage Co., Lansing, Mich.

Smith Young, President S. S. Olds, Vice-President B. F. Davis, Treasurer
B. F. Hall, Secretary H. L. Williams, General Manager

DRY GOODS

Weekly Market Review of the Principal Staples.

Carpets—The average manufacture of tapestry carpets continues active. Makers of tapestries have all the orders they can take care of in some grades for the balance of the season, also very good orders to last them some weeks in other lines. Some of the sellers claim that on some grades of Axminsters and cheap grades of velvets they have found trade slackening off a little of late. Dealers claim that this is due to the higher prices and that as a result the buyers are confining their orders to actual wants as nearly as they can figure. In the West, as well as in the East, where there has been a good, brisk business up to recently, trade is now slackening off. The ingrain carpet manufacturers, while fairly busy on some grades, have found themselves severely handicapped by the advance on cotton yarns. As a result, there is a disposition to confine this branch of their business mainly to supplying old customers with a moderate amount of goods as compared with the usual number of orders, and such manufacturers show no disposition to encourage new trade until the cotton situation becomes settled. This is due to the fact that the price of goods is so low, as compared with the price of yarn, that to do otherwise would mean a loss. Those who have booked orders for yarn at less money find, in many instances, great difficulty in obtaining deliveries of yarn.

Smyrna Rugs—Jobbers report fair sales as usual, with prices fully maintained since the last advance. The strike in this branch of the business, which has affected the trade for some time, has been settled recently, the help accepting and also making some concessions.

Rain Cloths—There are so many lines of rain clothes in the market this year that, were it not for the fact that the rain-coat business with the retail clothiers had shown such an enormous increase, we should be skeptical of the success of so many offerings; as it is, we feel that there is an opportunity for very many lines that show real merit, but it is absolutely necessary that they do show merit, not only in the fabric itself and the waterproof quality, but the styles of fabric, weave, quality and price will enter strongly into the competition. We must say that the lines in general show much merit and are well calculated to attract the buyer. Orders have been placed on certain lines of all-worsted as well as mixed fabrics in mixture effects and plain tones in an encouraging manner. In spite of the prophecies of certain ones in the market that rain fabrics will be smaller factors in the fall business than in the spring, we see no reasons to believe that it will not be even larger. The retailers have found rain-coats a

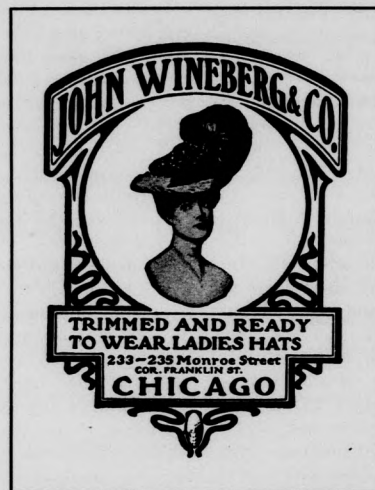
profitable and quick selling line, and will not hesitate to buy with freedom from the manufacturing clothiers. It must be noted, however, that there is a genuine demand for rain clothes with a well established brand, and it is a point worth considering by the manufacturers, that a trade mark will inspire confidence that an unknown fabric will lack entirely.

Staple Cottons—Cotton goods manufacturers to-day find themselves confronted with conditions which bring to their minds in a decidedly emphatic manner the fact that they must exercise the greatest caution in their transactions, which under ordinary circumstances would be arranged for and put through with comparative ease. With cotton at the present high price, the situation is daily taking on new features of a nature calculated to keep both buyers and sellers guessing as to what the outcome of the matter is likely to be. Manufacturers quite naturally are reluctant to enter into any deal, either large or small, which does not allow of a reasonable margin of profit over and above the present level at which cotton is selling. With the probability of still higher figures before them, even those who have a fair supply of the raw material on hand, as stocks go these days, show more or less reluctance to sell at anything less than the highest market price. These rumors of further advances are to be met with on every hand, and to the average mind appear far from unreasonable when we stop to consider the fact that certain lines which only a short time ago were looked upon as being too high are now spoken of as selling at a level which is quite as low as the present price of the raw material would justify. Even as it now stands, manufacturers are coming to believe that in many instances considerable difficulty will be encountered in carrying on operations upon a basis which will allow of a fair profit, and they wish to get the best possible prices from buyers. The latter are now beginning to realize that something must be done if they are to meet spring requirements, and that further delays are likely to add still further to their present troubles. Where only a few weeks ago there was little or no evidence of any disposition on the part of purchasers to arrange for future deliveries, they are now showing some desire to place orders on this basis. In fact, it may be said that they are much more willing to make arrangements of this kind than the mill agents are to consent to such a proposition, the latter complaining that their principals are allowing them very little leeway in the matter of booking orders, particularly for distant delivery. They further report that as a result of the price of the raw material sales are being closely restricted. In fact, the tendency towards a curtailment of production is becoming more noticeable day by day, some of the more important manufacturers having come to the conclusion that such a course is likely to prove the wisest in the long run.

Grand Rapids Dry Goods Company

Exclusively Wholesale

Grand Rapids, Mich.



We Make Ready-to-Wear Ladies' and
Children's Hats from \$3.25 to \$36.00
Per Dozen * * * * *

We can start you in the millinery business with a complete line for either \$50 or \$100. Send to us for particulars.

Our catalogue is yours for the asking.

Wool Dress Goods—A large number of the lines of fall dress goods are now open, and a very good amount of business has been transacted, although unevenly distributed. There are many buyers from the Western sections here, and while not all of them are actively engaged in the buying campaign as yet, practically without exception they speak in the most optimistic terms of prospects for the future. The dress goods agents are, however, beginning to get a pretty fair idea of the trend of business and the lines of goods that are going to sell best. Of course there may be a change in the aspect of affairs long before the season is over, or in fact, before the initial season has finished, and even with present indications before them, few of the dress goods agents are willing to make any further strong predictions as to the ultimate success of any particular class of goods, except for plain fabrics, and it is almost a foregone conclusion that plain colors and simple weaves will show a considerable success, no matter what the conditions may be later for the more fancy effects.

Hosiery—The hosiery market is at present in a generally satisfactory condition. Not only has the number of buyers increased to some extent, but the majority have displayed rather less timidity in their movements and have made fairly substantial advance purchases. Certain new effects have been in evidence, and give promise of attracting no little attention. Principal among these are extracted and plaited lines which have already been received with noticeable favor.

Sweaters—Sweaters, golf vests and other wool goods of a similar nature continue to be one of the leading factors of the market, owing to the unusually strong demand which has resulted from recent weather conditions.

Underwear—The present high price of cotton has proven a disturbing factor in numerous ways, and is making its all-pervading influence felt on the market for knit goods, resulting as it has in developments which have gone a long way towards making conditions far more unsettled than they would have been under ordinary circumstances. This disturbing element has brought before the trade numerous problems well calculated to keep the retailer on the anxious seat, and to some of these questions no thoroughly satisfactory answer has been given as yet. For instance, there are features present in the cotton underwear department which are deserving of careful consideration; in fact, it is a problem which has already set many retailers to thinking in an effort to meet with some solution satisfactory alike to both retailer and consumer. Of course, no one could in reason expect to see these goods sold at the same figure as when cotton was selling around 7c, so that the question now to be settled is, whether the retail price of the goods is to be advanced to a figure commensurate with the cost of the raw material, or whether another way will be found out of the difficulty by selling lighter

goods at a price previously demanded only for the heavier products. To many minds this course would seem to be the more satisfactory one to pursue, taking everything into consideration; otherwise the advance in price would be so marked as to be in many cases prohibitive, as it would scare away many people who have no interest in existing conditions outside of their own wants and who might be expected to balk at too high figures, warranted although the latter might be. The caution displayed to-day by the average manufacturer is emphasized by the condition of the market for fleeced goods, where the chances seem in every way favorable to higher prices, since the old figures would assuredly leave but a very small margin of profit and might result in a losing venture in every way. The course of these manufacturers is to a great degree dependent on their supplies of the raw material.

Drills and Sheetings—Are not as yet meeting with very much of an export demand, and as a result of curtailment in some lines more or less difficulty has been encountered in arranging for deliveries, which have of late become a matter of considerable uncertainty.

Mercerized Fabrics—Mercerized worsteds are looked upon as big factors in the fall business and some exceedingly handsome samples have resulted from the manufacturers' experiments for this season. They have displayed unusual ingenuity and taste in styling up these goods, and the results are evidently pleasing the trade, for although they do not care to plunge or bank too heavily on the success of these, they are certainly taking them in a most encouraging manner. The majority of the mills have made efforts to show goods of this nature in the strong belief that they are going to be exceedingly successful.

Life can be sustained for something like thirty days on water alone; with but dry food one could live but a quarter of that time.

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



The Best is none too good

A good merchant buys the best. The "Lowell" wrappers and night robes are the best in style, pattern and fit. Write for samples or call and see us when in town.

Lowell Manufacturing Co.
87, 89, 91 Campau St.
Grand Rapids, Mich.

Hosiery

One of the most essential things in a Dry Goods Stock is a good line of Hosiery.



We carry an immense line of Gents', Ladies' and Children's Hosiery—embroidered, lace stripe, drop stitch, lisle thread, Hermsdorf dye—and our prices are right.

Write for samples.

P. STEKETEE & SONS
Wholesale Dry Goods Grand Rapids, Mich.

Bossenberger's High Grade Assorted Unwrapped Caramels



Put up in
20 pound pails.

Will make your stock of confections more complete.

If your jobber does not handle them drop a line to

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

Trading Stamps



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

Tradesman Company, Grand Rapids, Mich.

MAKING GLOVES.

Some Interesting Processes Through Which They Pass.

Relatively few buyers of gloves are familiar with the many separate processes which a glove must undergo before it is handed over the counter, and this article aims to describe clearly and simply how raw material is gathered and fashioned into a finished article. All classes of skins are treated differently, but for purposes of illustration let us take the popular "Mocha," or "undressed kid." "Mocha" is a commercial name, and the first known of "Mocha" skins was when a cargo of coffee was shipped from Arabia. In the cargo were two bales of skins of an unknown variety. Hence the name was adopted as "Mocha." This skin has gained a reputation for fineness of color and finish and for durability. It is an American production, which foreign tanners have vainly attempted to imitate for several years, but, owing to climatic conditions, they have never succeeded in. Mochas come from Arabia and are a species of a sheep growing a short woolly hair. The skins are taken off the animal by the natives in a manner peculiarly their own. They are opened at the back sufficiently to get a hold of the pelt, and then the skin is turned and pulled off the animal without a cut in the length, until the head is reached, when it is cut off square at the neck. The skins are stretched on sticks and hung up in the sun to dry and cure. They are then poisoned with arsenic, to prevent worms from breeding during their long voyage to America, where upon arrival in bales they are selected for weight and quality and repacked in compressed bales of 200 or 300 skins each, according to the weight of the skins, and are sold to the dealers and tanners by the piece, the weight of the skins ruling the price. One of the reasons why American leather dressers have made such progress in dressing these skins is that for many years the American market has received the entire product, and by handling them in such large quantities is able to determine the style of tanning and finishing for which they are best suited.

The glove manufacturer buys these skins, in original bales, guided mostly by experience with various brands and weights adapted to the purpose for which he intends them. When they arrive at the tannery they are counted and subdivided by practiced hands. They are then put into vats of clear, fresh water, to soak out the poison and other foreign substances. They are usually kept in these vats twenty-four hours, and taken out and drained, and put back in clear, fresh water again for another day or two, when they are removed and put in the lime vats, where they remain for three or four weeks, but are lifted about every ten days in the interval. They are then haired and frized; after being washed in pure water they are put into tan vats, where they stay about a week. Afterward they are hung up in a hot room to dry. When thoroughly dried they

are taken down and stored away in a cool room to lie "in the crust" for three or four weeks, when they are again handled to put the finish on them. They now go to the glove manufacturing department, where they are piled on latticed shelves, about twelve dozen in a pile, to allow them to age. Care must be taken in piling up the skins so that air can circulate around and between all bundles, and it is very important that the room be kept thoroughly dry so that the skins do not gather moisture. The skins must be taken down and shaken out frequently and changed about so that they get a uniform amount of fresh air. The skins should be kept in this state for at least three months, and six months would be much better. They are then turned over to the assorters, who usually work at tables facing the north light and examine every skin minutely for quality, weight and fineness, and must determine for what colors they are best adapted.

To inexperienced eyes this looks like a very easy task, but assorting skins in the white is one of the most difficult and responsible positions in a glove factory. It is on the judgment of these men that large amounts of money (they are invested in stock months in advance of actual demand) are lost or made. After assorting for colors the skins are sent to the coloring department, where the surplus tan is washed out; then they are egged, and when dried are finished on a fine bucktail wheel. The color is put on, after which they are finished again on the bucktail, and after being properly aired and dried out are ready for the assorters in the glove department, who assort the finished stock for the classes of gloves they are best adapted to be cut into. They are usually given out to the cutters in lots of two to five dozen skins, with instructions as to the class of gloves which should be the main product, and in case certain skins or parts of skin are better suited to other kinds than the order calls for, the matter is left to the discretion of the cutter, who has to make his average foot up.

We have described the various processes skins for gloves are subjected to before they are ready to be cut into gloves and explained the many stages up to the time they are ready for the cutter. The table cutter receives the skins from the head cutter or assorter, with directions as to what his main product is to be, but as the skins are a work of nature and all parts of the skin have not the same weight, fineness or appearance, the experienced table cutter can show his superiority by the quantity produced and the evenness with which he matches up his work. When a cutter receives a batch of skins his first duty is to examine them carefully and see if he can produce the quantity of gloves they are taxed to cut. He then dampens them to prepare them for "dowling," which is the term used for removing the flesh from the skins left on by the dresser, and also to make the skins as nearly uniform in weight as possible. The skin is spread on a

marble slab to its fullest extent in one direction, and the cutter shaves or pares off the flesh, a little at a time, with a broad, flat knife, which is kept as sharp as a razor, with a steel applied to the knife after nearly every stroke. There is a machine, recently patented, which is said to do this part of the work more uniformly and better than hand work, but it is not in general use yet.

When the skins are dowled they are again dampened, then the cutter proceeds to measure off his gloves and thumbs, and after cutting them to the required sizes he takes them to a man who measures them with a redelc or blue mark, and returns them to the cutter with the paper patterns of the required sizes. The cutter must then pull down his trunk to the patterns, match his forchettes, quirks, binding, etc., and when his lot is cut complete, hand the trunks back to the foreman, who gives them to the pressman to cut in the press with steel patterns. When they come from the press, boys or girls trim the ragged edges, open the packages of thumbs and forchettes and match them again with the gloves, and then tie the gloves and their fittings up in packages containing a dozen pairs.

They are now ready for the makers. The first process in the making is the sewing on by hand of the stay pieces at the bottom of the front slit or opening. They then go to the silkers, who put on the back ornamentation, after which to the maker, who joins the fingers. This process varies according to whether they are intended for pique in seam or cable seam. They then go to the hemmers, who finish only the top of the glove, and then to the binders, who finish the slit or opening. They are thoroughly examined to discover and repair any manufacturer's imperfections. We are ready at last for the layer off, or glove dresser. And here again experience and knowledge are a big factor in the way the gloves look to the dealer and consumer. A poor glove well laid off is a better seller any time than good gloves badly laid off. The average consumer buys on looks in preference to merit. After being taken from the shaping boards they are placed singly on flat boards and taken to a cool room, where they are allowed to remain at least twenty-four hours to dry out and cool off. They are then ready to be sorted for colors, size and quality, and the fasteners are put on them. Workmen tack them together in pairs, bundle them in packages, of six pairs usually, and put them into boxes. This is the process every fine, unlined kid or Mocha glove must pass through before it is ready to go to the trade, and the only problem for the manufacturer is how to allow each hand to make his or her just share out of the gloves, get a living himself and satisfy the buyer in his fixed ideas of what a glove is worth. The glove business is not an easy one, and only the inventiveness of the American manufacturer and the aptitude of his workmen enable him to keep up with the pace set by his foreign

rivals. As it is, he is constantly improving his goods and methods of manufacturing and gaining a distinct prestige in the eyes of the consumer. American gloves are worth a place in any shop.—Haberdasher.

Labor-Saving Devices to Protect the Home.

The dawn of a new day is at length brightening the outlook of the toiling housekeeper. Invention, which has been busy setting the wheels of the world's industrial machinery to working ever more and more swiftly, is lending a tardy ear to the plaint that has long gone up from the homes of the country. In every department human ingenuity and device are seeking to lighten labor and make better results possible with a decreased outlay of strength. The dishwashing machine, which was at first so coldly greeted that its manufacture was suspended for a time, is now being turned out in divers forms and sizes to meet the needs of the small family as well as the big hotel and boarding-house. Improved washing machines, and mangles with heated rollers, adapted for use in families are robbing the home of its two chiefest terrors—washing and ironing day. A new sweeper is patterned somewhat after the old-fashioned carpet-sweeper, but is away and above it both in ease and convenience of use, and in its sanitary aspect. All former sweeping apparatus has cleaned the floor by tossing the dirt about, to be afterward lifted with a dustpan, or else has brushed it into a receptacle, raising a fine dust and offering a holiday season of activity for mischievous disease germs, but the new invention operates by suction, and swallows every designing germ along with the dirt it is devised to collect. When windows are to be cleaned, patent washers and polishers relieve the worker of much of the drudgery. Improved ranges make baking easy and certain as to results, but at the same time the town bakery is becoming something of a communistic institutions, extending its branches to the smallest country villages, and the delivery of its excellent modern products is being pushed along country roads and up mountain slopes.

The sewing machine, formerly a costly article of household relief, has been cheapened as original patents have expired, until to-day excellent makes, embodying all the most essential improvements, may be bought for a song, and the song may be paid in easy installments. All manner of little hand utensils lighten the labor of the cook. Meat and fruits are chopped by the turning of a crank, eggs are beaten, nutmegs grated, apples cored and peeled, fruit stoned, and a multitude of minor functions performed in the same labor-saving way. Those who desire to minimize labor will find on the grocer's shelves wholesome canned goods in variety, ready for consumption when the lid is lifted, and soup stock and many ingredients for choice dishes, which formerly involved long and tiresome work by hand, now come ready prepared. It

almost begins to look as if all these inventions, with others as yet dormant, might some day, by a system of wheels and cogs, be so ingeniously combined that the housekeeper of the future will only need to touch a few keys and levers to set the entire machinery in motion and have her dinner brought smoking hot and placed upon the table without tire-some human labor.

The progress of invention in this direction is good to behold, for the reason that it means the preservation of the home, which, with the growing unrest among women, born of the increased difficulties of complying with the complex exactions of modern custom, has been menaced with disintegration. To be sure, a substitute of a sort was proposed, which involved the moving of all people into towns or cities or rural communities, where each department of domestic industry was to be organized on a commensurate scale and conducted on the co-operative plan. This would have involved the establishment of families in flats, the rearing of children in flats, the loss of the privacy and separation essential to the very meaning of the word "home," in fine, the tyranny of an artificial life. Anything that preserves home privacy, home seclusion, the integrity of the home, is so much better, that the two schemes of living will bear no comparison.

It is true that there are some advantages in the community plan of rearing children. They are less trouble, for one thing, and, looking over statistics of well-ordered orphan asylums, it is an open question whether their inmates are not healthier than the children who grow up in families, with less restraint and government, eating pretty much what they like and enjoying a larger liberty. But the difference lies in the heart of the child, which in time will become the heart of the mature man or woman. There are plenty of these to be found in the country to-day, graduates of perhaps the best conducted, kindest and most humane orphan asylums that ever were established. Refer the question to their judgment and the answer is invariably an eloquent cry for the preservation of the family life, at all costs. Somehow, smart as the world is getting and progressive in all its methods, nobody has ever been able to invent a satisfactory substitute for the home, any more than a substitute for motherhood.

Romance vs. Reality.

"It is my intention," said the newly married man, "to have our pictures taken with my wife's hand on my shoulder."

"And I," rejoined the man who had been up against the matrimonial game for many years, "am thinking of having ours taken with my wife's hand on my pocketbook."

Very Serious.

Ida—Jack said when he gave me the diamond ring it meant something serious.

Ernie—I should say it was serious. He hasn't paid for it yet.

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	
Drs. of	Size
No.	Shot
120	4 1/4
129	4 1/4
128	4 1/4
126	4 1/4
125	4 1/4
154	4 1/4
200	3 1/2
208	3 1/2
236	3 1/4
265	3 1/2
264	3 1/4

Paper Shells—Not Loaded	
No. 10, pasteboard boxes 100, per 100.	72
No. 12, pasteboard boxes 100, per 100.	64

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

Shot	
In sacks containing 25 lbs.	
Drop, all sizes smaller than B.	1 75

Augurs and Bits	
Snell's	60
Jennings' genuine	25
Jennings' imitation	50

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

Barrows	
Railroad	13 50
Garden	32 00

Bolts	
Stove	70
Carriage, new list	70
Plow	50

Buckets	
Well, plain	4 50

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

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

Crowbars	
Cast Steel, per lb.	5

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

Elbows	
Com. 4 piece, 6 in., per doz.	net 75
Corrugated, per doz.	1 25
Adjustable	dis. 40&10

Expansive Bits	
Clark's small, 1 1/8; large, 3/8	40
Ives' 1, 1 1/8; 2, 3/4; 3, 3/8	25

Files—New List	
New American	70&10
Nicholson's	70
Heller's Horse Raps	70

Galvanized Iron	
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28	
List 12	13
List 14	15
List 16	17
Discount, 70.	

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

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

Hammers	
Maydole & Co.'s, new list	dis. 33 1/4
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
Stamped Tinware	50&10

Iron

Bar Iron 2 25 c rates
Light Band 3 c rates

Nobs—New List	
Door, mineral, jap. trimmings	75
Door, porcelain, jap. trimmings	85

Levels	
Stanley Rule and Level Co.'s	dis

Metals—Zinc	
600 pound casks	7 1/2
Per pound	8

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

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

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

Patent Planished Iron	
"A" Wood's pat. plan'd, No. 24-27	10 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
10 to 16 advance	5
8 advance	10
6 advance	20
4 advance	30
3 advance	40
2 advance	50
Fine 3 advance	60
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85

Rivets	
Iron and Tinned	50
Copper Rivets and Burs	45

Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00

Ropes	
Sisal, 1/4 inch and larger	10

Sand Paper	
List acct. 19, '86	dis 50

Sash Weights	
Solid Eyes, per ton	30 00

Sheet Iron	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 80
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30

Shovels and Spades	
First Grade, Doz	6 00
Second Grade, Doz	5 50

Soldier	
1/4 @ 1/2	21

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	80
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70&10

Crockery and Glassware

STONEWARE

Butters	
1/2 gal. per doz.	48
1 to 5 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	3 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.	35
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 1/2

Sealing Wax	
5 lbs. in package, per lb.	2

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

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

LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun	1 60
No. 1 Sun	1 72
No. 2 Sun	2 54

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

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

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

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

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

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

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

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NEW YORK MARKET

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Feb. 6—No pen can describe the scenes of this week around the Coffee Exchange. Luckily this correspondent does not enter the speculative sphere, and the Exchange with its members shrieking like lunatics can be left to the vivid imaginations and facile pens of the daily newspapers writers. Actual coffee, sympathizing with the "paper" article, is dull and lower. It is almost impossible to name prices save nominal ones. Buyers are seemingly averse to making purchases ahead of current requirements, and sellers are apparently not eager to part with holdings on the present basis. Package goods have moved up and down almost daily. At the close about 8½c may be named as the official rate for Rio No. 7. In store and afloat we have 3,280,662 bags, against 2,669,579 bags at the same time last year. Mild coffees are quiet and both sides seem to be waiting for "something to turn up." Good Cucuta is worth 10c; East India coffees are quiet and without any noticeable change.

Little change is observable in the tea market. Firmness characterizes the situation and the increasing alarm

over the Eastern question impels holders to be very firm and they will make no concessions. There has been a fairly active "line" trade and at firm prices. Upon the whole the market favors the seller.

There is a firm market for refined sugar and yet the demand is not especially active. Most of the transactions are in withdrawals under old contracts and the new business amounts to very little. Stocks are sufficiently large to make shipments with little, if any, delay and prices are about unchanged.

Sellers of rice are not strenuous in their efforts to dispose of stock at prevailing rates, and on the other hand buyers are not anxious, it appears, to make purchases much ahead of current wants. The war news is awaited with a good deal of interest by importers and, upon the whole, the outlook favors a rather higher range of prices; in fact, quotations here are rather above those prevailing South.

Supplies of spices are not overabundant and the situation remains without change, although tending to a still higher basis. Zanzibar cloves, 18½@19c and Singapore pepper, 12½@12¾c.

Supplies of grocery grades of New Orleans molasses are running rather light and as the demand keeps fairly active the situation at the close is rather in favor of the holder. Low grade and medium sorts of centrifugals are firm and steady.

Canned goods have remained pretty much as at last report. The main

interest in the "district" this week has been centered on the transactions of the canners' convention at Columbus, and at which perhaps nearly 2,000 delegates will consider matters of vital interest to the trade. Demand for most goods has been fairly good, but there is room for improvement and this it is thought will come a little later on.

There is a good deal of delay in the arrival of butter this week owing to the blockaded condition of the roads up-State, and as a result the market shows rather more strength than last week. Best Western creamery, 24@24½c; seconds to firsts, 17@23½c; held stock, 17@21c; imitation creamery, 15@18c; factory, 13@14½c; renovated, 14@16½c.

There is a moderately active trade in the cheese market and, while quotations are not advanced, there is a better feeling and the stocks are being pretty closely sold up. Exporters are making some enquiries for cheap stock.

There is still a very limited supply of desirable eggs and the rate for near-by stock remains at 38@40c. Western, 33@34c, and inferior stock all the way from 25@28c. The weather is much warmer, and if it continues there will doubtless be a different egg report next week.

The Fashionable Veil.

The fluffy girl is in her element now. The very newest veil is the kind that will suit her fastidious taste exactly. It is made of chiffon blending in color with the costume. It is known as the "scarf veil," and

is all that its name implies. To begin with, it is cut forty-six inches long and may be finished at the hem with lace, fringe or tucks. Its novelty consists in a little ring of wire to which one end of the chiffon is gathered, this is fastened on the top of the hat, covering the trimming. The chiffon is cut to a distance through the center, thus making it available for the veil and scarf effect. Ordinarily, the opening is at the back of the hat and the ends are brought around to the front and tied loosely or secured with a pretty brooch at the left side. For automobile wear the closed part of the veil is put at the back and the entire veil is drawn more tightly, forming an automobile hat. The original woman will doubtless discover for herself many clever ways to wear them.

Famous Fans.

The Prince of Wales has quite a large collection of fans of all descriptions, both ancient and modern. Among the collection is a Japanese fan that once was fluttered by a former Empress of Japan, and is a trophy that the curio collector would give a large sum to possess, although it would certainly cause some alarm if worn in a modern drawing room. This fan is about six times the size of the ordinary article, and is made of the brightest scarlet silk, upon which are embroidered figures of various characters who have been famed in the history of Japan. The embroidery work of this fan is said to have taken ten years to complete.

YOU CAN'T FOOL A BEE



When it comes to a question of purity the bees know. You can't deceive them. They recognize pure honey wherever they see it. They desert flowers for

Karo

CORN SYRUP

every time. They know that Karo is corn honey, containing the same properties as bees' honey.

Karo and honey look alike, taste alike, are alike. Mix Karo with honey, or honey with Karo and experts can't separate them. Even the bees can't tell which is which. In fact, Karo and honey are identical, except that *Karo is better than honey for less money.* Try it.

Put up in air-tight, friction-top tins, and sold by all grocers in three sizes, 10c, 25c, 50c.

Free on request—"Karo in the Kitchen," Mrs. Helen Armstrong's book of original receipts.

CORN PRODUCTS CO., New York and Chicago.

RULE OR RUIN.

Clash Between Vessel Interests and Lake Unions.
Written for the Tradesman.

According to the newspapers, marine interests throughout the Great Lake district are to witness, with the opening of navigation, one of the greatest struggles between capital and labor that has ever been known in this part of the country, and from all appearances these reports are well founded. It has been stated that all the largest vessel interests will clash with the various unions in a fight to a finish, a struggle that will either end the unions or give them still greater standing and power. That such a fight will materially affect the prosperity of every State bordering on the Lakes is well known, and if it shall last any length of time it may, perchance, have a much wider influence than is looked for at the present time. This will be a good year for the unions to show their power, because a presidential campaign will almost be opening by the time the first blow is struck.

This strike is going to be felt in a large territory in Upper Michigan if it lasts very long, from the fact that the steel trust will have to bear the brunt of the attack. Any man who is at all familiar with the situation knows that the trust is a dominating force in marine circles, as far as the ore carrying trade is concerned and if the men manage to hold up navigation for any length of time the mining districts of the Lake Superior country will be apt to feel the effect. But the manufacturing centers farther south will come in for their share of trouble, for if they should happen to lack ore things would not be very pleasant.

About the only people who will be benefited by a strike will be the few transportation lines that have no quarrel with the men and they will reap a harvest, and will doubtless do all in their power to keep things lively.

The slump in lake tonnage caused by the strike last year is now a matter of history that every business man is familiar with. It was not a very long struggle, but it brought forth results that were important, so far as the man who compiles tonnage figures was concerned. Last year's strike was not considered at an end for good when the boats returned to their routes. It was known at that time that there would be something doing when spring opened up. It is not unlikely that if the coming strike shall assume the proportions expected it will materially affect the work of the Republican and Democratic parties in the coming campaign and show the position of the Rockefeller and other interests regarding the candidacy of President Roosevelt. It is believed by many that the trust managed to postpone the fight until spring for the purpose of wielding an influence in political circles during the present year. The men are now nerved for a mighty struggle with the greatest monied organization in the world, and it can readily be seen that by clever manipulation

the fight can be carried far into the warm weather months, or pretty close up to convention time. With no coal or ore moving on the Great Lakes business in some quarters will be deadlier than a smelt, all of which will help to feed the fires of discontent and serve to enhance the chances of some other candidates. It is intimated that the walking delegate can be "fixed" so that the undertaking will move as if greased at every point.

There may be nothing in this belief, but the existing conditions would make such a conclusion justifiable in some quarters. If the iron and steel interests do not like the way the administration has acted toward them, they will naturally either throw their support to the Democrats or try to kill the President's chances of nomination. The trust is in a position to do things with a vengeance. The men in their employ along the lakes are ready to fight and fight to a finish. The trust has quietly seen to it that they are worked up to a white heat of indignation. They are growling and demanding satisfaction. They want to fight, almost to a man, and the leading union workers seem to be urging them on. The trust has had all winter to effect an agreement with the men, but nothing seems to have been done in this direction. The men are trying to dictate terms on who shall and who shall not be employed. The trust declares that it will run its business to suit itself—and there you are. You can draw your own conclusions as to who is right and who is wrong. But no matter which way you view it, the fact remains that a big strike was stopped within a few days of the close of navigation last fall under a sort of truce. The few days in which some of the boats with the silver stocks ran thereafter made little difference to the steel trade, for very little ore was carried. It was not postponed in order to move such a limited number of loads, evidently, according to the people who claim to be "next" to the game, but to simply carry the fight over into the campaign, when, if the men are fools enough to fight long enough, they may be used to control the workings of the politicians.

Here is a rather interesting proposition, too. The President stands close to the working element of the country and large numbers of the longshoremen and sailors would rather see him nominated than any other man. The strenuous way in which he goes about things has won their confidence and to insinuate that they were working against him would bring forth many a flat denial, and yet it looks as if they are being lined up, under the walking delegate's skillful guidance, to fight against the man of their choice. Let the laboring man tie up the ore carrying business of the lakes for a sufficient length of time and the steel business will be knocked into smithereens, as was the coal business. Discontent spreads fast. The men who spur on the crowd will see to it that the administration gets the blame for the whole thing. The cry

of Hanna can be kept up, or it may please the gentlemen behind the scenes to steer things towards the democracy, providing a "safe man" is available.

One thing is true, and everybody knows it, and that is that it is easier to stir up a stink in a campaign year than at any other time. Business is generally running along conservative lines, as business men desire to await the result of the election before pushing plans which may have to be altered in case things take an unexpected turn, and as a result the laboring man is more ready to believe that he is "oppressed." In the present case the trust seems to feel thoroughly satisfied to be the target of abuse. Indeed, some of its acts have been so completely without cover that the average person is almost forced to believe that there is a screw loose somewhere. At any rate, the political situation will be materially affected by the outcome of the struggle, along with business enterprises, and there is every reason to believe that, unless something unforeseen happens, a few weeks will see the sailors of the Great Lakes—all unbeknown to themselves—fighting for the making or unmaking of a presidential candidate. As usual, the rest of the country will pay the freight. Raymond H. Merrill.

American agents are now scouring Europe and Canada for eggs. By the time they have secured a respectable supply the American hens will commence to cackle and there will be a revival of the home industry.

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POTATOES

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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 Petoskey or the Soo. A booklet mailed on request.
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Petoskey, Mich.

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

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

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The Forest City Paint & Varnish Co.

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Cleveland, Ohio

WHOLESALE

OYSTERS

CAN OR BULK

DETTENTHALER MARKET, Grand Rapids, Mich.



Michigan Knights of the Grip
 President, Michael Howarn, Detroit;
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 urer, H. E. Bradner, Lansing.

United Commercial Travelers of Michigan
 Grand Counselor, J. C. Emery, Grand Rap-
 ids; Grand Secretary, W. F. Tracy,
 Flint.

Grand Rapids Council No. 131, U. C. T.
 Senior Counselor, W. B. Holden; Secre-
 tary-Treasurer, Oscar F. Jackson.

Four Elements Necessary To En- sure a Sale.

The leading elementary parts of a sale can not be impressed too forcibly on the mind of every traveling salesman. These are desire and conviction. You must secure your customer's undivided attention before you can hope to interest him, and must be sure that he is interested before you undertake to create desire, and you must create desire before he will be convinced that it is time for him to buy.

In the first part of the sale, securing attention, there are three things which will enable the salesman to get his customer's attention. These three things are his personal appearance, manner of approach and power of speech.

In the matter of personal appearance, a salesman must be governed by the line of goods he is selling and the class of trade to whom he hopes to sell. If you were selling farm machinery you would certainly not be expected to dress in the same style and manner as if you were selling millinery to ladies, and vice versa. If you were calling on a farmer or on a retail merchant in a small town, it would always be right and proper to shake hands with your customer and greet him in a very friendly manner. On the other hand, if you were approaching a buyer for a big New York department store, both his time and yours would be too valuable to lose any of it in handshaking. Then, again, if you were greeting an old time customer it would be perfectly correct for you to show by your manner of speech a certain familiarity which would be entirely out of place if you were standing behind a counter and your customer was a lady whom you had never met before.

The matter of dress being provided for in accordance with your line and customer, your manner of approach, whether on the road or as house salesman, should always indicate that your mind is thoroughly on your business and that you take it for granted that your prospective customer will be equally interested once he learns what your business is. The old saying that "actions speak louder than words" is one that every salesman should never for a moment forget.

In your manner of speech you must be always on your guard to say nothing that is likely to be misunderstood by your customer. Judge carefully the mental caliber of your customer and frame your talk accordingly. Always be sure that your articulation

is perfect, and never try to secure the attention of a customer with anything in your mouth, like a cigar or chewing gum, but remember that your success will very largely depend upon the first impressions you create on your customer's mind.

In arousing a customer's interest you have two ways in which to make an appeal, either to his emotions or to his reason, according to the line of goods you are endeavoring to sell. If you were selling a lady a handsome gown your first appeal would naturally be to her emotions and, having satisfied her of the beauty of the garment, you would next make an appeal to her reason in order to satisfy her that the price was right. On the other hand, if you were selling a retail merchant a line of clothing you would naturally make an appeal at once to his reason, by endeavoring to show him the profit he would make in handling your line.

In your efforts to establish desire you will analyze or itemize the various points or merits of your goods in such an enthusiastic way that the fitness of the goods to the customer's requirements, coupled with the high quality and low price (low price is used here comparatively), will bring the customer to believe as you do, that the goods are really what he wants.

Conviction, which is the fourth element of the sale, will follow as a logical consequence. But should you, after securing attention, undertake to create desire without first having thoroughly interested your customer, it would be utterly impossible to bring him to the point of conviction. Again, should you get the customer's attention and get him interested, and could overlook the importance of analyzing your goods, you would thereby be omitting the point of desire, and likewise fail in convincing your customer. Therefore, in making a sale, let it be what it will, you must always bear in mind that the four elements must be joined together in their regular, consecutive order of attention, interest, desire, and conviction.

It is possible for these four elements to be manifested instantaneously, but their manifestation always comes in regular order. For example, if you were walking along a street and should see a Dunlap hat offered for sale in a store window for one dollar, and your knowledge of Dunlap hats enabled you to see at a glance that it was a genuine Dunlap, the chances are that, even although you had just bought a hat, you would step in and purchase the one you saw offered for one dollar.

Now, in analyzing your action, you will at once see that the price card secured your attention and the low price of the hat aroused your interest, your own knowledge of Dunlap hats created the desire, and the fact that a Dunlap hat could not be made for one dollar convinced you that it was time for you to buy. I simply give this illustration in order that you may understand that every sale is made up of four parts, and, as

neither you nor any other salesman can hope to succeed very long by giving away goods without making a profit, you will realize the necessity of cultivating your personal faculties to the extent that you can, by your individuality, secure attention, arouse interest, create desire, and carry conviction to your customer's mind.

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

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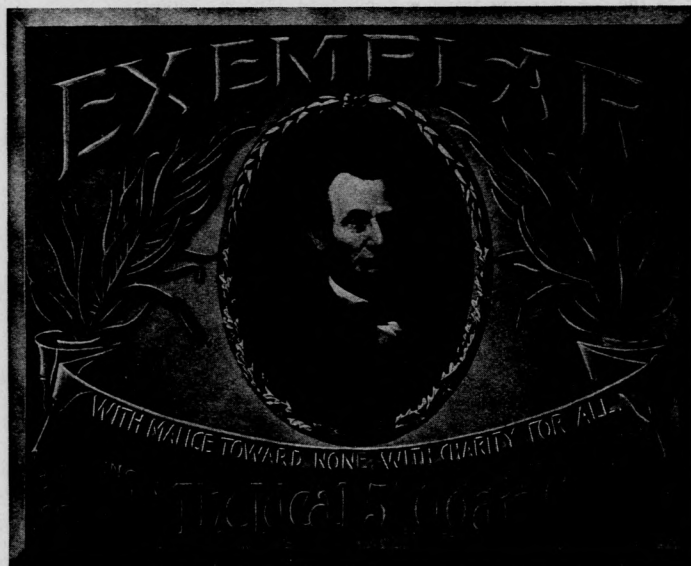
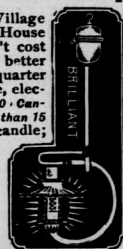
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You have not seen the catalogue of the Michigan Business University, Grand Rapids. You are not yet familiar with the best Michigan has to offer in the lines of Business Education, Scholarship, and Manningship. Write first.

The BRILLIANT Gas Lamp

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



GOLD IS WHERE YOU FIND IT

The "IDEAL" has it

(In the Rainy River District, Ontario)

It is up to you to investigate this mining proposition. I have personally inspected this property, in company with the president of the company and Captain Williams, mining engineer. I can furnish you his report; that tells the story. This is as safe a mining proposition as has ever been offered the public. For price of stock, prospectus and Mining Engineer's report, address

J. A. ZAHN
 1318 MAJESTIC BUILDING
 DETROIT, MICH.

Gripsack Brigade.

Allegan Press: Will Hay has gone to Aberdeen, S. D., to take a position as traveling salesman, with headquarters at Aberdeen.

An Evart correspondent writes: John Ball has gone to Toledo, Ohio, where he has a good situation with the Sun Oil Co., as city salesman.

A Saginaw correspondent writes as follows: G. W. Doak, for the past two years with the Hayden Grocery Co., has gone to Chicago, where he has accepted a position as traveling representative of the Heinz Pickle Co. Before leaving he was presented with a suit case by the manager of the Hayden Co.

Marquette Mining Journal: J. E. Burtless, who has represented the Woolson Spice Co., of Toledo, for some time, looking after the business of the concern in the Upper Peninsula, has resigned the position to accept a similar one with Ross W. Weir & Co., teas and coffees, of New York. His territory will embrace Northern Michigan and the Northern and Eastern portions of Wisconsin.

Ralph D. Howell, who has long represented the National Biscuit Co. and its predecessor, the New York Biscuit Co., in Central and Southern Michigan territory, has resigned to accept a position as special agent of the New York Life Insurance Co., with headquarters at Grand Rapids. Mr. Howell has long been regarded as one of the most successful salesmen in the State and, fortified as he is by a large acquaintance, genial disposition and affable manners, he will undoubtedly score new triumphs in his new avocation. The Tradesman joins his numerous friends in the trade in wishing him well.

Detroit Press: William C. Eberts, who was well known among the commercial men of the city, died at Grace Hospital last week, after an operation for appendicitis. Mr. Eberts had been suffering for several days, believing that he had been poisoned by something that he had eaten. His disease was finally diagnosed as a malignant case of appendicitis and the knife was resorted to to save his life. Mr. Eberts was 39 years of age, and is survived by a widow and one young child. For ten years he was traveling representative of the American Eagle Tobacco Co. and for the last year had been the representative of the Liquid Carbonic Co., of Chicago. His mother and brother live in Chatham.

News and Gossip Concerning Grand Rapids Council.

Grand Rapids Council No. 131 was called to order by Senior Counselor W. B. Holden Saturday evening, with all officers present and a large attendance of members. It was one of the best meetings of the year, and five stray colts were corralled and made to walk the hot sands. The names of the initiated are as follows: Ray W. Campbell, (Eclipse Stove Co.)

A. E. Atwood, (H. J. Heinz Co.)
G. C. Whitwam (Buffalo Oil, Paint & Varnish Co.)
A. E. Motley, (Worden Grocer Co.)

Geo. W. Alden, (Studley & Barclay.)

The last dancing party held at the St. Cecilia building, although one of the worst nights, was well attended. Bros. Simmons, Skillman and Starr were present and everyone was given personal attention. The committee have done themselves proud this year, as every party has been a complete success. Mrs. Skillman presided at the punch bowl. The next party will be a card party, to be held at the Council Chambers next Saturday, February 13. Don't miss it. You will be sorry. The Council voted to hold our next monthly meeting, which will be held on March 5, at 2:30 p. m. This is our annual election of officers. On account of the banquet which will be held in the evening, it was advisable to get the business out of the way, so that the banquet could be called at 8 o'clock. The Committee on Arrangements, composed of Bros. Will Simmons, Henry Dawley and Bert Bodwell, have the matter in charge and great secrecy surrounds their every movement. Every member should arrange his trip so as to be sure and be present. A treat is in store, that much Bro. Will Simmons leaked—he is the only one of the Committee that is inclined to talk at all, and for Bro. Simmons to keep a secret long is like his trying to buck Rockefeller off the board, so Bill would have a clear field in the oil business; but Will can't help it, and it is hoped he will not leak any more, for in this event, a shock to your nerves is liable to happen. Wilbur S. Burns, Official Scribe.

Resolutions of Respect.

Resolutions were adopted at the meeting of Grand Rapids Council No. 131, U. C. T. of A., held Saturday evening, February 6, relative to the death of Brother Martin H. Van Horn. In the death of our brother, Martin H. Van Horn, we are again called to mourn the loss of another brother in our ranks, and be it

Resolved—That this Council extend to the family our heartfelt sympathy, and that our charter be draped for thirty days in his memory; and be it further

Resolved—That a copy of these resolutions be sent to the family, to the Michigan Tradesman and also placed on the minutes of our Council.

John Kolb,
Wilbur S. Burns,
Harry L. Gregory,
Committee.

Sault Ste. Marie—The Musselman Grocer Co. has purchased a site at the corner of East Portage avenue and Brady terrace and will erect a three-story building thereon 80x140 feet in dimensions. The building will comprise 38,000 square feet and will be composed of stone and pressed brick.

Ypsilanti—The B. H. Comstock dry goods stock has been sold at auction to Thomas M. Henderson, of Ovid, for 65 cents on the dollar. The principal bidders were Trim & McGregor, Beall & Comstock, J. L. Hudson and Thomas M. Henderson.

Manufacturing Matters.

Detroit—The Wright J. Warren Co., manufacturer of shirts and clothing, has changed its style to the Cadillac Shirt Co.

Powers—The new planing mill of the Cedar River Land Co. is completed and ready for operation. The plant represents the investment of \$10,000.

Stonington—Charles Thorsen has started his sawmill, which will be operated for several weeks sawing timber being put in there by farmers and small jobbers.

Lansing—The Lansing Folding Seat & Table Co. has been organized with \$10,000 capital, and will engage in manufacturing its products in temporary quarters at once.

Menominee—Weidemann & Clough have contracted for the season's cut of the Sagola Lumber Co., of Sagola, about 750,000 feet. It will be shipped direct from Sagola to the purchasers.

Petoskey—F. D. Merchant will shortly erect his sawmill at Alanson and expects to begin operations by June 1. He has about eight million feet of timber to be cut, of which one or more million will be cut this year.

Benton Harbor—The Campbell-Naylor Garment Co. has been organized to manufacture duck clothing. It is capitalized at \$5,000 and held as follows: H. J. Campbell, 166 shares; W. O. Naylor, 83 shares, and A. P. Cady, 1 share.

Detroit—The Free-Piston Gas Engine Co. has been organized with a capital stock of \$125,000. The stock is held as follows: Geo. Maitland, 624 shares; H. C. Hart, 624 shares; Chas. F. Burton, 1 share, and E. G. Stoddard, 1 share.

Traverse City—The Universal Cloak Co. has been organized with a capital stock of \$50,000. The officers are: W. W. Smith, President; W. O. Holden, Vice-President; John F. Ott, Secretary and Treasurer, and Wm. Foster General Manager.

Bay City—The Bailey Furniture & Fixture Co. is the style of a new enterprise established here. The company occupies the old quarters of the Bay City Yacht works, adjoining the Valley Wind Engine & Iron Co. The capital stock is \$6,000.

Cadillac—Cobbs & Mitchell have practically closed a deal with the receiver of the Litchfield-Stevens Lumber Co., Ltd., of Cross Village, for the purchase of all the assets of the latter for a consideration of \$163,000. The deal will probably be closed this week.

Plainwell—The Michigan Paper Co. has found it impossible to supply the demand for its product with the present capacity of the mill, and a large boiler and new water-wheel have been ordered with a view to increase the output. The company is preparing to enlarge the plant.

Detroit—The Cadillac Developing Co., Ltd., has been formed with a capital stock of \$1,000. The purpose of this company is the holding or disposing of formulas for manufacturing vinegar and spirits from fruits and cereals. The stockholders are: Robert McKinney, 19 shares; J. D. Bourdeau, 19 shares, and Chas. E. Hilton, 2 shares.

Detroit—The Northern Manufacturing Co., maker of automobiles, has increased its capital stock from \$50,000 to \$150,000. The additional stock has all been subscribed and the work of increasing the capacity of the plant is now under way. The company started to manufacture machines in April, 1902, and is now turning out three finished runabouts a day.

Wells—The I. Stephenson Company's two sawmills are running day and night. The new mill is cutting hardwood altogether and the other is running on pine and hemlock. This company has sold its winter's cut of basswood, birch and elm, and got the top prices for it. Rebuilding of the new mill of the N. Ludington Lumber Company is progressing rapidly and a large crew of men is employed.

Allegan—The Allegan Creamery Co. has declared an annual dividend of 5 per cent. The annual report showed a very satisfactory condition of affairs. During the past year the amount of milk received at the three stations—Allegan, Chicora and Hamilton—was 3,442,682 pounds, from which 162,144 pounds of butter were made. The average price received for butter was 20.7 cents per pound. The average test of milk was 4.7 and the total cash receipts were \$33,561.19.

Jackson—The Pandora Corset Co. is desirous of locating elsewhere on account of the difficulty experienced, particularly during the busy season, in securing necessary help. The plant employs girls and young women for the most part, and as this is likewise true of many of the other industrial institutions of Jackson the supply of this particular kind of help falls considerably short of the demand, and during the busy season the plants employing girls and young women are seriously embarrassed on the help proposition. The consideration demanded by the company is the subscription of new stock to the amount of \$20,000.

The other day a man went to a New York doctor and told him that he was ill, and he thought perhaps his sickness was due to excess in the use of coffee and tobacco, urging, however, that he was very fond of both and that he regarded both as essential. The medical man, being wise in his generation, advised his patient that it would not be necessary for him to quit using coffee and tobacco, provided that he would take enough exercise in the open air to counteract their bad effects. The physician pointed out that the warmth of offices, stores and shops is not conducive to health, for the reason that the air therein is impure. There is nothing so invigorating as good, fresh air, and there is nothing else in the world so cheap. All anybody has to do is to go out doors and get it. More good air and less medicine will doubtless cure many ailments.

Eleven gas companies doing business in Massachusetts have been recently fined for furnishing gas below the standard prescribed by the state law. Something like this may happen in New York State ere long.



Michigan Board of Pharmacy.
 President—Henry Helm, Saginaw.
 Secretary—John D. Muir, Grand Rapids.
 Treasurer—Arthur H. Webber, Cadillac.
 C. B. Stoddard, Monroe.
 Sid A. Erwin, Battle Creek.
 Sessions for 1904.
 Ann Arbor—March 1 and 2.
 Star Island—June 20 and 21.
 Houghton—Aug. 23 and 24.
 Lansing—Nov. 1 and 2.

Mich. State Pharmaceutical Association.
 President—A. L. Walker, Detroit.
 First Vice-President—J. O. Schlottger, Ann Arbor.
 Second Vice-President—J. E. Weeks, Battle Creek.
 Third Vice-President—H. C. Peckham, Freeport.
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 Trade Interest—W. C. Kirchgessner, Grand Rapids; Stanley Parkill, Owosso.

Checking Off Each Ingredient in Prescription Work.

The prescription department, being the main department in the drug store, should be conducted in the most careful and skillful manner and by those thoroughly prepared to conduct that department. It is that in which we devote the most of our time and for which many of us have burned the midnight oil, at college, preparing ourselves. A few remarks upon this subject I do not think will be out of place at this time.

The highest grade of drugs and chemicals should be used in dispensing; the doctor depends upon the druggist to fill his prescriptions with the purest of drugs, in order that he may obtain the desired results; if it is a prescription for a proprietary medicine, specifying a certain firm's make, that certain make should be dispensed; what if you do have to pay more wholesale for the original article than you do for an imitation? The conscientious druggist will not substitute, and he makes more by it in the end than the druggist that substitutes. The physicians soon find out what druggist does not substitute, and they will direct their prescriptions to that druggist, whenever it is possible, and the customers soon find out where they can depend on getting what is ordered.

Now suppose you haven't the preparation in stock ordered by the physician, the proper thing to do is to notify him at once and learn what his wishes are concerning the prescription, but otherwise do not fill the prescription with another preparation.

There is a combination prescribed by physicians occasionally composed of Fowler's solution, syrup of iodide of iron and elixir lactopeptine. If elixir lactopeptine is used a beautiful red mixture is the result, but if the druggist is a substituter and uses elixir lactated pepsin an unsightly black mixture will be the result, which will occur in from one to twelve hours' time. It may leave the store clear and nice, but will not be so long. I saw a mixture not long ago in which the druggist used the substitute for elixir lactopeptine and

there was a very black precipitate in the bottle. The physician had it returned to him by the patient, and the doctor thought some mistake had been made, but when he found out that a substitute had been used he was quite angry, and well he might be. The black precipitate is not injurious in small quantities, but I presume in continued usage it would injure the membranes of the stomach from possible traces of free iodine.

I mention this combination not to advertise elixir lactopeptine, but to show that it pays to be honest. If you ever get this combination mentioned, be sure and use the original elixir, or you may regret it. I am not condemning the preparations made by laboratories to resemble original preparations, not at all. There are many of them strictly correct and just what they are represented to be, but one wants to use judgment in the use of them, and only when the maker's name is not specified, and many physicians are not particular what you use just so they can get results, but be sure and get the goods from reliable firms. Treat the physician and customer right and you will succeed.

Another important matter which I think should be considered at this time is the employing of a check system in filling prescriptions. I wish it were possible for all druggists to adopt this system. I urge the use of the system, as it precludes mistakes, and one feels safe, and you can go home at night and rest without worrying and wondering whether this or that prescription was filled correctly. The druggist does not live but what has made a mistake at some time or other, trifling although it may have been.

A druggist in the city of Portland a short time ago received a prescription to be given to a baby for creosotal and he put creosotal plain in the prescription. The result was that the mother gave the baby several doses, and it soon showed bad symptoms, and she sent for the doctor, and he at once saw that a mistake had been made. He managed to save the child, but its health will be greatly impaired, no doubt. Now if that druggist had used the check system that mistake could not have happened, and his reputation would have been saved.

The system is recommended by Prof. Remington in his lectures at P. C. P., and consists of having each ingredient used in a prescription checked off by an assistant or apprentice. Your directions and number are checked. The numbering machine is useless, as you cannot duplicate where this system is used. I have used it for a long time, and would not be without it for a minute. It does not signify that a druggist hasn't confidence in himself when he has some one check him off, not at all. It protects him. Suppose you filled a prescription with the maximum dose of a poison and the patient takes more than the stated dose on the label and dies from it. The doctor would naturally think a mistake had been made by the druggist in filling the prescription, but if

your poison had been weighed or measured in the presence of a second party, and his O. K. placed on the prescription, he can swear that he saw it correctly weighed or measured out, and this O. K. is held good, and can be used in court if necessary.

In using this system you can not, of course, have every step witnessed by an assistant. The main object is to have bottles, etc., that you fill prescriptions from in sight, so that when you have completed your work you and your assistant can see what you have used. Where several are working at the prescription counter at the same time you can not very well have your bottles on the counter, but a shelf near by will answer nicely. I have worked beside drug clerks who seemingly never looked a second time at the container from which the ingredient was taken, and were always in such a rush to get work done. Errors are sure to happen where clerks get careless in that way. Promptness and speed are necessary in prescription work, but do not be so speedy as to be inaccurate.

This system is a great help to the apprentice. It enables him to learn the proper names of drugs or chemicals. I have an apprentice in my employ who checks over prescriptions several times a day, and I have been surprised to see how well he knows the common and Latin names of many drugs, the doses, weights and measures, both metric and troy.

Your physician will appreciate the system if you will adopt it. Many of you may be using a check system and have done so for years, but those who are not using it I urge to establish one at once. The many mistakes happening throughout the country, and printed in the journals, go to show that we can not be too careful about our prescription work, and every method known that can be used to assist the druggist should be considered.

What is wanted by physicians and the public is careful and conscientious druggists, and a check system will do more toward raising the standard of accuracy and purity in dispensing than any other means.

J. C. Wyatt, Ph. G.

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Wholesale Drugs and Stationery
 32-34 Western ave., MUSKEGON, Mich.

Bohner's Patent Crushed Fruit Bowls

on your counter are a guarantee that your fruit is pure and clean, as they are



Fly Proof
Dust Proof
Tight Cover
No Notches

Ladle inside under cover. Handle always clean and ready for use.

Sold by nearly all wholesale druggists, confectioners and soda fountain supply houses. If yours does not we will direct you to the nearest one who does.

Old Style
Notched Bowl.
Who wants
fruit from it?
Better throw it
away than
drive away your
customers.



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42 State St., Chicago, Ill.

DOROTHY VERNON

Perfume

The
Distinctively New Odor

Prices Reduced

Wholesale Price

per pint - \$4.00 Net

Retail Price

per ounce - 50 Cents

On account of the large volume of this very popular perfume sold in 1903, we now make the flat price which meets the popular demand.

Sales on DOROTHY VERNON for 1904 are placed at 10,000 pounds.

The Jennings Perfumery Co.

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Rectal Specialist

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WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Acidum		Exechthitos		Tinctures	
Aceticum	60 2	Erigeron	4 35 4 50	Aconitum Nap's R	60
Benzolium, Ger.	70 75	Gaultheria	2 50 2 60	Aconitum Nap's F	60
Boricum	20 17	Geranium	50 75	Aloes	60
Carbolicum	22 27	Gossypil, Sem gal	50 60	Aloes & Myrrh	60
Citricum	38 40	Hedeoma	1 50 2 30	Arnica	60
Hydrochlor	30 5	Juniper	40 15 50	Assafoetida	60
Nitrosum	30 10	Lavendula	90 2 75	Astrophe Belladonna	60
Oxalicum	12 14	Limonia	1 15 1 25	Aurant Cortex	60
Phosphoricum, dil.	15 15	Mentha Piper	3 50 2 75	Benzoin	60
Salicylicum	42 45	Mentha Verid.	5 00 2 50	Benzoin Co	60
Sulphuricum	14 15	Morruhae, gal.	5 00 2 50	Barosma	60
Tannicum	1 10 1 20	Myrica	4 00 2 50	Cantharides	60
Tartaricum	38 40	Olive	75 3 00	Capsicum	60
Ammonia		Picis Liquidia gal	10 12	Cardamon	60
Aqua, 18 deg.	40 6	Ricida	90 2 94	Cardamon Co	60
Aqua, 20 deg.	60 8	Rosmarini	1 00 1 00	Catechu	1 00
Carbonas	12 15	Rosae, oz	5 00 2 60	Cinchona	60
Chloridum	12 14	Succini	40 45	Cinchona Co	60
Aniline		Sabina	90 2 100	Columba	60
Black	2 00 2 25	Santal	2 75 2 70	Cubebae	60
Brown	20 1 00	Sassafras	85 30	Cassia Acutifol	60
Red	45 50	Sinapis, ess, oz	1 50 1 60	Cassia Acutifol Co	60
Yellow	2 50 2 00	Thyme	40 50	Digitalis	60
Baccae		Thyme, opt	2 10 60	Ergot	60
Cubebae	22 24	Theobromas	15 20	Fertile Chloridum	60
Juniperus	5 6	Potassium		Gentian Co	60
Xanthoxylum	30 35	Bi-Carb	15 12	Gulaca	60
Balsamum		Bichromate	13 15	Gulaca ammon	60
Cubebae	12 15	Bromide	40 45	Hyoscyamus	60
Peru	1 50	Carb	12 15	Iodine	75
Terabin, Canada	60 65	Chlorate po 17 19	16 13	Iodine, colorless	75
Tolutan	45 50	Cyanide	24 28	Kino	50
Cortex		Iodide	2 80 2 40	Lobelia	50
Abies, Canadian	12	Potassa, Biktart pr	30 32	Myrrh	50
Cassia	13	Potassa Nitrat opt	7 10	Nux Vomica	50
Cinchona Flava	13	Potassa Nitrat	6 8	Opil	75
Cinchona atro.	30	Prussiate	23 26	Opil, comphorated	50
Myrica Cerifera	20	Sulphate po	15 13	Opil, deodorized	1 50
Prunus Virginl.	12	Radix		Quassia	50
Quillaia, gr'd.	12	Aconitum	20 25	Rhatany	50
Sassafras .po. 18	14	Althae	30 33	Rhei	50
Ulmus .25, gr'd.	45	Anchusa	10 12	Sanguinaria	50
Extractum		Arum po	20 25	Serpentaria	50
Glycyrrhiza Gla.	24 30	Calamus	20 40	Strogonium	60
Glycyrrhiza, po.	25 30	Gentiana .po 15	12 15	Tolutan	60
Haematox. is.	13 14	Glycyrrhiza pv 15	16 13	Valerian	60
Haematox. 1/2s.	14 15	Hydrastis Cana.	6 85	Veratrum Veride.	50
Haematox. 1/4s.	16 17	Hydrastis Can po	9 90	Zingiber	30
Flora		Hellebore, Alba.	12 15	Miscellaneous	
Arnica	15 12	Inula, po	13 22	Aether, Spts Nit 2	30 25
Anthemis	22 25	Ipecac, po	2 75 2 30	Aether, Spts Nit 4	34 28
Matricaria	30 35	Iris plox	35 40	Alumina, gr'd po 7	30 25
Folia		Jalapa, pr	25 30	Annatto	40 50
Barosma	30 23	Maranta, 1/2s	6 35	Antimoni po	40 5
Cassia Acutifol.	20 25	Podophyllum po.	22 25	Antimoni et Po T	40 50
Cassia, Acutifol.	25 30	Rhei	75 1 00	Antipyrin	25 30
Salvia officinalis	12 10	Rhei, cut	21 25	Antifebrin	20 30
Uva Ursi	80 10	Rhei, pv	75 1 35	Argent Nitrat, oz	40 48
Gummi		Spigelia	35 40	Arsenicum	10 12
Acacia, 1st pkd.	65	Sanguinaria, po 2	22 25	Balm Gilead bu	40 50
Acacia, 2d pkd.	45	Serpentaria	65 70	Bismuth S N	20 23 30
Acacia, 3d pkd.	28	Senega	75 85	Calcium Chlor, is	9
Acacia, sifted sts.	45 65	Smilax, off's H	40 40	Calcium Chlor, 1/2s	10
Acacia, po.	12 14	Smilax, M	20 25	Calcium Chlor, 1/4s	12
Aloe, Cape.	20 25	Scilla, po 35	10 12	Cantharides, Rus.	95
Aloe, Socotri	20 25	Symplocarpus	20 25	Capsici Fruc's af.	20
Ammoniac	55 60	Valeriana Eng.	20 25	Capsici Fruc's po.	22
Assafoetida	35 40	Valeriana, Ger	15 20	Cap'l Fruc's B po.	15
Benzoinum	50 55	Zingiber a	16 20	Caryophyllus	25 28
Catechu, is.	13 15	Zingiber j	16 20	Carmines, No 40	20 30
Catechu, 1/2s.	14	Semen		Cera Alba	50 55
Catechu, 1/4s.	15	Anisum .po. 20	13 15	Cera Flava	40 42
Camphorae	85 90	Apium (gravel's).	40 6	Coccus	40 40
Euphorbium	90 100	Bird, 1s	10 11	Cassia Fructus	35
Galbanum	1 25 1 35	Cardamon	70 80	Centraria	10
Gamboge .po. 25	35	Coriandrum	80 10	Cetaceum	45
Guaiacum .po. 35	70	Cannabis Sativa	6 7	Chloroform	55 60
Kino .po. 75c	75	Cydonium	75 1 00	Chloro'm, Squibbs	1 10
Mastic	60 60	Chenopodium	25 30	Chloral Hyd Crst. 1	35 1 60
Myrrh .po. 45	40	Dipterix Odorate.	80 1 00	Chondrus	20 25
Opil	3 25 3 30	Foeniculum	70 9	Cinchonidine P-W	35 48
Shellac	55 65	Foenugreek, po	70 9	Cinchonide Germ	35 48
Shellac, bleached	65 70	Lini	40 6	Cocaine	30 40
Tragacanth	70 1 00	Lini, gr'd .bbl 4	75 80	Corks list d p et.	75
Herba		Lobelia	75 80	Croosotum	45
Absinthium, oz pk	25	Pharlaris Cana'n	6 8	Creta	2
Eupatorium, oz pk	20	Rapa	5 6	Creta, prep	5
Lobelia .oz pk	20	Sinapis Alba	70 9	Creta, precip	11
Majorum .oz pk	23	Sinapis Nigra	90 10	Crocus	50 60
Mentha Pip oz pk	23	Spiritus		Cudbear	24
Mentha Vir oz pk	23	Frumentum W D.	2 00 2 50	Cupri Sulph	6 10
Rue .oz pk	39	Frumentum	1 25 1 50	Dextrine	8
Tanacetum V.	22	Juniperis Co O T	1 55 2 00	Ether Sulph	78 92
Thymus V .oz pk	25	Juniperis Co	1 75 2 30	Emery, all Nos.	8
Magnesia		Saccharum N E	1 90 2 10	Emery, po	6
Calcined, Pat.	55 60	Spt Vini Galli	1 75 2 50	Ergota .po 90	85 90
Carbonate, Pat.	18 20	Vini Oporto	1 25 2 00	Flake White	12 15
Carbonate K-M.	18 20	Sponges		Galla	23
Carbonate	18 20	Florida sheeps' w	2 50 2 75	Gambler	80 9
Oleum		Nassau sheeps' w	2 50 2 75	Gelatin, Cooper	60
Absinthium	3 00 3 25	Velvet extra shps'	2 50 2 75	Gelatin, French	25 60
Amygdalae, Dulc.	50 60	wool, carriage	0 15 0	Glassware, fit box	75 5
Amygdalae Ama.	50 60 2 25	Extra yellow shps'	0 15 0	Less than box	70
Anisi	1 00 1 15	wool, carriage	0 15 0	Glue, brown	11 13
Aurant Cortex	3 10 3 20	Grass sheeps' w	0 1 00	Glue, white	15 25
Bergamit	2 35 2 55	carriage	0 1 00	Glycerina	17 25
Caliputti	1 10 1 15	Hard, slate use.	0 1 00	Grana Paradisi	25
Caryophylli	1 60 1 70	Yellow Reef, for	0 1 40	Humulus	25 55
Cedar	25 70	slate use	0 1 40	Hydrarg Ch Mt.	85
Chenopadii	2 00	Syrups		Hydrarg Ch Cor	90
Cinnamoni	1 00 1 10	Acacia	50 60	Hydrarg Ox Ru'm	1 05
Citronella	40 45	Aurant Cortex	50 60	Hydrarg Amm'o.	1 15
Conium Mac.	1 15 1 25	Zingiber	50 60	Hydrarg Ungue'm	50 60
Copaiba	1 15 1 25	Ipecac	50 60	Hydrargyrum	85
Cubebae	1 50 1 65	Ferri Iod	50 60	Ichthyobolia, Am.	90 1 00

Mannia, S F	75 80	Sapo, M	10 12	Lard, extra	70 80
Memthol	6 00 6 25	Sapo, G	15 15	Lard, No. 1	60 65
Morphia, S P & W	2 35 2 60	Seidlitz Mixture	20 22	Linseed, pure raw	40 46
Morphia, S N Y Q	2 35 2 60	Sinapis	18 18	Linseed, boiled	44 47
Morphia, Mal	2 35 2 60	Sinapis, opt	30 30	Neatsfoot, w str.	65 70
Moschus Canton	40 40	Snuff, Maccaboy	41 41	Spts. Turpentine	72 78
Myristica, No. 1	38 40	De Voes	41 41	Paints	
Nux Vomica .po 15	10 10	Snuff, S'h De Vo's	41 41	Red Venetian	1 1/2 2 1/2
Os Sepia	25 28	Soda, Boras, po.	11 11	Ochre, yel Mar	1 1/2 2 1/2
Pepsin Saac, H &	1 00 1 00	Soda et Pot's Tart	30 30	Ochre, yel Ber	1 1/2 2 1/2
P D Co	1 00 1 00	Soda, Carb	1 1/2 2	Putty, commer	1 1/2 2 1/2
Picis Liq N N 1/2	2 00 2 00	Soda, Bi-Carb	5 5	Putty, strictly pr	2 1/2 3 1/2
Picis Liq, qts.	1 00 1 00	Soda, Ash	3 1/2 4	Vermillion, Prime	
Picis Liq, pints	50 50	Soda, Sulphas	2 2	American	13 15
Pil Hydrarg .po 80	80 80	Spts, Cologne	2 60	Vermillion, Eng.	70 75
Piper Nigra .po 22	22 22	Spts, Ether Co.	50 55	Green, Paris	14 18
Piper Alba .po 35	35 35	Spts, Myrcia Dom	2 00	Green, Peninsular	13 16
Plix Burgun	7 7	Spts, Vini Rect bbl	0 0	Lead, red	6 7
Plumbi Acet	10 12	Spts, Vt Rect 1/2 b	0 0	Lead, white	6 7
Pulvis Ip'e et Opil. 1	30 1 50	Spts, Vt Rect 10 gal	0 0	Whiting, white S'n	90 90
Pyrethrum, bxs H	75 75	Spts, Vt Rect 5 gal	0 0	Whiting, Gliders.	95 95
Pyrethrum, pv	35 35	Strychnia, Crystal	90 1 15	White, Paris, Am'r	1 25
Quassia	80 80	Sulphur, Subl	2 1/2 4	Whit'g, Paris, Eng	1 40
Quinia, S P & W	24 24	Sulphur, Roll	2 1/2 3 1/2	cliff	10 1 20
Quinia, S Ger	24 24	Tamarinds	80 10	Varnishes	
Quinia, N Y	24 24	Terebenth Venice	25 30	No. 1 Turp Coach	1 10 1 20
Rubia Tinctorum	12 14	Theobromae	44 50	Extra Turp	1 60 1 70
Saccharum La's.	20 22	Vanilla	9 00 9 00	Coach Body	2 75 3 00
Salacin	4 50 4 75	Zinci Sulph	70 8	No. 1 Turp Furn	1 00 1 10
Sanguis Drac's.	40 50	Oils		Extra T Damar	1 55 1 60
Sapo, W	12 14	bbl gal	70 70	Jap Dryer No 1 T	70 80

Drugs

We are Importers and Jobbers of Drugs,
Chemicals and Patent Medicines.

We are dealers in Paints, Oils and
Varnishes.

We have a full line of Staple Druggists'
Sundries.

We are the sole proprietors of Weatherly's
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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
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Hazeltine & Perkins
Drug Co.

Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED	DECLINED
Rolled Oats	Rio Coffees
Spring Wheat Flour	Santos Coffees
	Package Coffees

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Chocolate	2
Clothes Lines	2
Cocoa	3
Cocanut	3
Cocoa Shells	3
Coffee	3
Crackers	3
D	
Dried Fruits	4
F	
Farinaceous Goods	4
Fish and Oysters	10
Fishing Tackle	4
Flavoring extracts	5
Fly Paper	5
Fresh Meats	5
Fruits	11
G	
Gelatine	5
Grain Bags	5
Grains and Flour	5
H	
Herbs	5
Hides and Pelts	10
I	
Indigo	5
J	
Jelly	5
L	
Licorice	5
Lye	5
M	
Meat Extracts	5
Molasses	6
Mustard	6
N	
Nuts	11
O	
Olives	6
P	
Pipes	6
Pickles	6
Playing Cards	6
Potash	6
Provisions	6
R	
Rice	6
S	
Salad Dressing	7
Saleratus	7
Salt Soda	7
Salt	7
Salt Fish	7
Seeds	7
Shoe Blacking	7
Snuff	7
Soap	7
Soda	8
Spices	8
Starch	8
Sugar	8
Syrups	8
T	
Tea	8
Tobacco	9
Wine	9
V	
Vinegar	9
W	
Washing Powder	9
Wicking	9
Woodenware	9
Wrapping Paper	10
Y	
Yeast Cake	10

1

AXLE GREASE

Aurora

dz

60

Castor Oil

55 7 00

Diamond

50 4 25

Frazer's

75 9 00

IXL Golden

75 9 00

BATH BRICK

American

75

English

85

BROOMS

No. 1 Carpet

2 75

No. 2 Carpet

2 35

No. 3 Carpet

2 15

No. 4 Carpet

1 75

Parlor Gem

2 40

Common Whisk

85

Fancy Whisk

1 20

Warehouse

3 00

BRUSHES

Scrub

Solid Back, 8 in

75

Solid Back, 11 in

95

Pointed Ends

85

Stove

No. 3

75

No. 2

1 10

No. 1

1 75

Shoe

No. 8

1 00

No. 7

1 30

No. 4

1 70

No. 3

1 90

BUTTER COLOR

W. R. & Co.'s, 15c size.

1 25

W. R. & Co.'s, 25c size.

2 00

CANDLES

Electric Light, 8s

9%

Electric Light, 16s

10

Paraffine, 6s

9%

Paraffine, 12s

10

Wicking

19

CANNED GOODS

Apples

3 lb. Standards

80

Gals. Standards

2 00 @ 2 25

Blackberries

Standards

85

Beans

Baked

80 @ 1 30

Red Kidney

85 @ 90

String

70 @ 1 13

Wax

75 @ 1 25

Blueberries

Standard

@ 1 40

Brook Trout

2 lb. cans, Spiced.

1 90

Clams

Little Neck, 1 lb.

1 00 @ 1 25

Little Neck, 2 lb.

1 50

Clam Bouillon

Burnham's, 1/2 pt.

1 92

Burnham's, pts

3 60

Burnham's, qts

7 20

Cherries

Red Standards.

1 30 @ 1 50

White

1 50

Corn

Fair

1 20

Good

1 25

Fancy

1 50

French Peas

Sur Extra Fine.

22

Extra Fine

19

Fine

15

Moyen

11

Gooseberries

Standard

90

Hominy

Standard

85

Lobster

Star, 1/2 lb.

2 15

Star, 1 lb.

3 75

Picni Tails

2 40

Macaroni

Mustard, 1 lb.

1 80

Mustard, 2 lb.

2 80

Soused, 1 lb.

1 80

Soused, 2 lb.

2 80

Tomato, 1 lb.

1 80

Tomato, 2 lb.

2 80

Mushrooms

Hotels

18 @

Buttons

22 @ 25

Oysters

Cove, 1lb.

@ 90

Cove, 2 lb

1 65

Cove, 1 lb. Oval

1 00

Peaches

Pie

1 10 @ 1 15

Yellow

1 45 @ 1 85

Pears

Standard

1 00

Fancy

1 25

Peas

Marrowfat

90 @ 1 00

Early June

90 @ 1 60

Early June Sifted

1 65

Plums

Plums

85

Pineapple

Grated

1 25 @ 2 75

Sliced

1 35 @ 1 55

2

Pumpkin

Fair

70

Good

80

Fancy

1 00

Gallon

2 25

Raspberries

Standard

1 15

Russian Caviar

1/4 lb. cans

3 75

1/2 lb. cans

7 00

1 lb can

12 00

Salmor

Col'a River, tails.

@ 1 65

Col'a River, flats.

@ 1 85

Red Alaska

@ 1 65

Pink Alaska

@ 90

Sardines

Domestic, 1/8s

3%

Domestic, 1/4s

5

Domestic, Must'd.

60 9

California, 1/4

11 14

California, 1/2s

17 @ 24

French, 1/4s

7 14

French, 1/2s

18 @ 28

Shrimps

Standard

1 20 @ 1 40

Succotash

Fair

Good

1 40

Fancy

1 50

Strawberries

Standard

1 10

Fancy

1 40

Tomatoes

Fair

85 @ 95

Good

1 15

Fancy

1 15 @ 1 40

Gallons

2 75 @ 3 00

CARLIN OILS

Barrels

Perfection

@ 13

Water White

@ 11 1/2

D. S. Gasoline

@ 11 1/2

Deodor'd Nap'a.

@ 12 1/2

Cylinder

29 @ 34

Engine

16 @ 22

Black, winter

9 @ 10%

CATSUP

Columbia, 25 pts.

4 50

Columbia, 25 1/2 pts.

2 60

Snider's quarts

3 25

Snider's pints

2 25

Snider's 1/2 pints

1 30

CHEESE

Aome

@ 12

Amboy

@ 12

Carson City

@ 13

Elsie

@ 13

Emblem

@ 12 1/2

Gem

@ 12 1/2

Gold Medal

11

Ideal

@ 12

Jersey

@ 12 1/2

Riverside

@ 12

Brick

12% @ 13

Edam

@ 10

Leiden

@ 17

Limbarger

12% @ 13

Pineapple

50 @ 75

Sap Sago

@ 20

CHEWING GUM

American Flag Spruce.

55

Beeman's Pepsin

60

Black Jack

55

Largest Gum Made

60

Sen Sen

55

Sen Sen Breath Per'e

1 00

Sugar Loaf

55

Yucatan

55

CHICORY

Bulk

5

Red

7

Blue

4

Frank's

7

Schener's

6

CHOCOLATE

Walter Baker & Co.'s

German Sweet

23

Premium

31

Vanilla

41

Caracas

35

Eagle

28

CLOTHES LINES

Seal

60 ft. 3 thread, extra.

1 00

72 ft. 3 thread, extra

1 40

90 ft. 3 thread, extra.

1 70

60 ft. 6 thread, extra

1 29

72 ft. 6 thread, extra

Jute

60 ft.

75

72 ft.

90

90 ft.

1 95

120 ft.

1 50

Cotton Victor

50 ft.

1 10

60 ft.

1 35

70 ft.

1 60

Cotton Windsor

50 ft.

1 30

60 ft.

1 44

70 ft.

1 80

80 ft.

2 00

3		4		5	
Cotton Braided		Lemon Snaps		Linen Lines	
40 ft.	95	Lemon Gems		Small	20
50 ft.	1 35	Lem Yen		Medium	25
60 ft.	1 65	Maple Cake		Large	34
Galvanized Wire		Marshmallow		Poles	
No. 20, each 100 ft long	1 90	Marshmallow Cream		Bamboo, 14 ft., pr ds.	50
No. 19, each 100 ft long	2 10	Marshmallow waunut.		Bamboo, 16 ft., pr ds.	50
COCOA		Mary Ann		Bamboo, 18 ft., pr ds.	80
Baker's	38	Malaga		FRESH MEATS	
Cleveland	41	Mich Coco F'd honey		Beef	
Colonial, 1/4s	35	Milk Biscuit		Carcass	6 @ 8
Colonial, 1/8s	33	Mich Frosted Honey		Forequarters	5 @ 6
Epps	45	Mixed Picnic		Hindquarters	7 1/2 @ 9
Huyler	42	Molasses Cakes, Sclo'd		Loins	9 1/2 @ 13
Van Houten, 1/4s	12	Moss Jelly Bar		Ribs	9 @ 12
Van Houten, 1/8s	20	Muskogon Branch, Iced		Rounds	6 1/2 @ 7
Van Houten, 1s	40	Newton		Thucks	4 1/2 @ 5 1/2
Webb	72	Newsboy Assorted		Plates	@ 5
Wilbur, 1/4s	41	Nic Nacs		Pork	
Wilbur, 1/8s	42	Oatmeal Cracker		Dressed	@ 6
COCOANUT		Orange Slice		Loins	8 1/2 @ 9
Dunham's 1/4s	26	Orange Gem		Boston Butts	@ 7 1/2
Dunham's 1/8s & 1/4s	26 1/2	Orange & Lemon Ice		Shoulders	@ 7 1/2
Dunham's 1/8s	28	Penny Assorted Cakes		Leaf Lard	8 1/2 @ 8 1/2
Bulk	12	Pilot Bread		Mutton	
COCOA SHELLS		Ping Pong		Carcass	6 @ 8
20 lb. bags	2 1/2	Pretzel, hand made		Lambs	11 @ 12
Less quantity	3	Pretzeltes, hand m'd		Veal	
Pound packages	4	Pretzeltes, mch. m'd		Carcass	6 @ 8 1/2
COFFEE		Rube Sears		GELATINE	
Rio		Scotch Cookies		Knock's Sparkling, ds.	
Common	11 1/2	Snowdrops		Knock's Sparkling, gro.	
Fair	13	Spiced Sugar Tops		Knock's Acidu'd, doz.	
Choice	15	Sugar Cakes, scalloped		Knock's Acidu'd, gro.	
Fancy	18	Sugar Squares		Oxford	
Santos		Sultanas		Plymouth Rock	
Common	12	Spiced Gingers		Nelson's	
Fair	12 1/2	Urchins		Cox's, 2 qt. size	
Choice	13 1/3	Vienna Crimp		Cox's, 1 qt. size	
Fancy	16 1/2	Vanilla Wafer		GRAIN BAGS	
Peaberry	31	Waverly		Amoskeag, 100 in b's.	
Maracalbo		Zanzibar		Amoskeag, less than b's.	
Fair	13 1/2	DRIED FRUITS		GRAINS AND FLOUR	
Choice	16 1/2	Apples		Wheat	
Mexican		Sundried		No. 2 red wheat	88
Choice	16 1/2	Evaporated		No. 3 red wheat	89
Guatemala		California Prunes		No. 1 white wheat	91
Choice	15	100-125 25lb. boxes.		Winter Wheat Flour	
African	12	90-100 25 lb.bxs.		Local Brands	
Fancy African	17	80-90 25 lb. bxs.		Patents	5 15
O. G.	25	70-80 25 lb. bxs.		Second Patents	4 75
P. G.	31	60-70 25lb. boxes.		Straight	4 55
Mocha		50-60 25 lb. bxs.		Second Straight	4 25
Arabian	21	40-50 25 lb. bxs.		Clear	3 75
New York Basis.		30-40 25 lb. bxs.		Graham	2 35
Arbuckle	12 50	1/4 c less in bu. cases		Buckwheat	7 00
Dilworth	12 50	Corsican Citron		Rye	3 25
Jersey	12 50	Currants		Subject to usual cash discount.	
Lion	12 50	Pkgnts. 7 1/2 @		Flour in bbls., 25c per bbl. additional.	
McLaughlin's XXXX		Imported bulk. 6 1/2 @ 7		Worden Grocer Co.'s Brand	
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.		Peel		Quaker 1/4s	4 20
Extract		Lemon American		Quaker 1/2s	4 20
Holland, 1/4 gro boxes.	95	Orange American		Spring Wheat Flour	
Felix, 1/4 gross	1 15	London Layers 3 cr		Clark-Jewell-Wells Co.'s Brand	
Hummel's tin, 1/4 gro.	85	London Layers 3 cr		Pillsbury's Best 1/4s	5 25
Hummel's tin, 1/4 gro.	1 43	Cluster 4 crown.		Pillsbury's Best 1/2s	5 15
CRACKERS		Loose Musca's 2 cr.		Lemon & Wheeler Co.'s Brand	
National Biscuit Company's Brands		Loose Musca's 3 cr.		Wingold 1/4s	5 10
Butter		Loose Musca's 4 cr.		Wingold 1/2s	5 00
Seymour	6 1/2	L. M. Seeded, 1 lb. 9 @ 3 1/2		Wingold 3/4s	4 90
New York	6 1/2	L. M. Seeded, 1/2 lb. 7 1/2 @ 3 1/2		Judson Grocer Co.'s Brand	
Family	6 1/2	Sultanas, bulk		Ceresota 1/4s	5 50
Salted	6 1/2	Sultanas, package		Ceresota 1/2s	5 40
Wolverine	7	FARINACEOUS GOODS		Ceresota 3/4s	5 30
Soda		Beans		Worden Grocer Co.'s Brand	
N. B. C.	6 1/2	Dried Lima		Laurel 1/4s	5 20
Select	8	Med. Hd. Pkts., 2 00 @ 2 10		Laurel 1/2s	5 00
Saratoga Flakes	13	Brown Holland		Laurel 3/4s	5 00
Oyster		Farina		Laurel 1/4s & 1/2s paper	5 00
Round	6 1/2	24 1 lb. pkgs		Meal	
Square	6 1/2	Bulk, per 100 lbs.		Boiled	2 50
Faust	7 1/2	Hominy		Granulated	2 60
Argo	6 1/2	Flake, 50 lb. sack		Feed and Millstuffs	
Extra Farina	7 1/2	Pearl, 200 lb. sack		St. Car Feed screened	20 20
Sweet Goods		Pearl, 100 lb. sack		No. 1 Corn ad Oats	25 50
Animals	10	Maccaroni and Vermicelli		Corn Meal coarse	15 50
Assorted Cake	10	Domestic, 40 lb. box		Wheat Bran	19 50
Bagley Gems	8	Imported, 25 lb. box		Wheat Middlings	20 00
Belle Rose	8	Pearl Barley		Cow Feed	19 50
Belle's Water	16	Chester		Screenings	19 00
Butter Thin	13	Empire		Oats	
Coco Bar	10	Peas		Car lots	45
Cococanut Taffy	12	Green, Wisconsin, bu. 1		Corn	
Cinnamon Bar	9	Green, Scotch, bu. 1 35		Corn, old	51
Coffee Cake, N. B. C.	10	Split, lb.		Corn, new	47 1/2
Coffee Cake, Iced	10	Rolled Oats		Hay	
Cococanut Macaroons	18	Rolled Avenna, bbl.		No. 1 timothy car lots	10 50
Cracknells	10	Steel Cut, 100lb. sacks.		No. 1 timothy ton lots	12 50
Honey Fruit	10	Monarch, bbl.		HERBS	
Chocolate Dainty	16	Monarch, 90lb. sacks.		Sage	15
Cartwheels	9	Quaker, cases		Hops	15
Dixie Sugar	8 1/2	East India		Laurel Leaves	15
Frosted Creams	8	German, sacks		Senna Leaves	25
Ginger Gems	8	German, broken pkg		INDIGO	
Ginger Snaps, N. B. C.	6 1/2	Tapioca		Madras, 5 lb. boxes	55
Grandma Sandwich	10	Flake, 110lb. sacks		S. F., 2 1/2 lb. boxes	65
Graham Cracker	8	Pearl, 130lb. sacks		JELLY	
Hazelnut	10	Pearl, 24 1 lb. pkgs		5lb. palls, per doz	1 70
Honey Fingers, Iced	12	Cracked, bulk		15lb. palls	38
Lady Fingers, hand m'd	12	24 2 lb. packages		30lb. palls	65
Lemon Biscuit Square	8	FISHING TACKLE		LICORICE	
Lemon Wafer	16	1/4 to 1 in		Pure	20
Lemon Snaps		1 1/4 to 2 in		Calabria	22
Lemon Gems		2 1/4 to 3 in		Sicily	14
Lemon Wafer		3 in		Root	11
Lemon Snaps		Cotton Lines		LYE	
Lemon Gems		No. 1, 10 feet		Condensed, 2 dz	1 00
Lemon Wafer		No. 2, 15 feet		Condensed, 4 dz	3 00
Lemon Snaps		No. 3, 15 feet		MEAT EXTRACTS	
Lemon Gems		No. 4, 15 feet		Armour's, 2 oz	4 45
Lemon Wafer		No. 5, 15 feet		Armour's 4 oz	3 20
Lemon Snaps		No. 6, 15 feet		Liebig's, Chicago, 2 oz	5 50
Lemon Gems		No. 7, 15 feet		Liebig's, Chicago, 4 oz	5 75
Lemon Wafer		No. 8, 15 feet		Liebig's, Imported, 2 oz	5 50
Lemon Snaps		No. 9, 15 feet		Liebig's, Imported, 4 oz	5 50

6	7	8	9	10	11
MOLASSES New Orleans Fancy Open Kettle . . . 40 Choice . . . 35 Fair . . . 30 Good . . . 22 Half barrels 2c extra MUSTARD Horse Radish, 1 dz . . 1.75 Horse Radish, 2 dz . . 3.50 Bayle's Celery, 1 dz . . 50 OLIVES Bulk, 1 gal. kegs . . 1.00 Bulk, 3 gal. kegs . . 85 Bulk, 5 gal. kegs . . 85 Manzanilla, 7 oz . . 80 Queen, pints . . 2.85 Queen, 19 oz . . 7.00 Queen, 28 oz . . 7.00 Stuffed, 5 oz . . 1.45 Stuffed, 8 oz . . 1.45 Stuffed, 10 oz . . 2.30 PIPES Clay, No. 216 . . 1.70 Clay, T. D. full count . . 85 Cob, No. 3 . . 85 PICKLES Medium Barrels, 1,200 count . . 7.75 Half bbls, 600 count . . 4.50 Small Half bbls, 1,200 count . . 5.50 Barrels, 2,400 count . . 9.50 PLAYING CARDS No. 90, Steamboat . . 85 No. 15, Rival, assorted . . 60 No. 20, Rover, enameled . . 75 No. 572, Special . . 1.75 No. 98, Golf, satin finish . . 2.00 No. 808, Bicycle . . 2.00 No. 632, Tourment whist . . 25 POTASH 48 cases in case Babbitt's . . 4.00 Penna Salt Co.'s . . 3.00 PROVISIONS Barreled Pork Mess . . 15.25 Back, fat . . 16.00 Clear back . . 16.50 Short cut . . 15.00 Pig . . 20.00 Bean . . 13.00 Family Mess Loin . . 17.50 Clear Family . . 13.50 Dry Salt Meats Bellies . . 9.45 S P Bellies . . 10.45 Extra shorts . . 9.45 Smoked Meats Hams, 12 lb. average . . 12 Hams, 14 lb. average . . 11.45 Hams, 16 lb. average . . 11.45 Hams, 20 lb. average . . 11.45 Skinned Hams . . 11.45 Ham, dried beef sets . . 13 Shoulders, (N. Y. cut) . . 13 Bacon, clear . . 10.45 California hams . . 17 Balled Hams . . 17 Picnic Balled Hams . . 12.45 Berlin Ham pr'sd . . 9 Mince Hams . . 9.45 Lard Compound . . 7.45 Pure . . 8.45 60 lb. tubs, advance . . 8.45 80 lb. tubs, advance . . 8.45 60 lb. tins, advance . . 4.45 20 lb. pails, advance . . 4.45 10 lb. pails, advance . . 4.45 5 lb. pails, advance . . 1 5 lb. pails, advance . . 1 Sausages Bologna . . 5.45 Liver . . 6.45 Frankfort . . 7.45 Pork . . 7.45 Tongue . . 9 Headcheese . . 6.45 Beef Extra Mess . . 12.00 Boneless . . 12.00 Rump, New . . 11.00 Pig's Feet 1/4 bbls, 40 lbs . . 2.00 1/2 bbls, 40 lbs . . 4.00 1 bbls . . 8.00 Tripe Kits, 15 lbs . . 70 1/4 bbls, 40 lbs . . 1.25 1/2 bbls, 80 lbs . . 2.60 Casings Hogs, per lb . . 26 Beef rounds, set . . 15 Beef middles, set . . 45 Sheep, per bundle . . 70 Uncolored Butterline Solid, dairy . . 10.45 Rolls, dairy . . 10.45 Solid, purity . . 14 Solid, purity . . 13.45 Canned Meats Corned beef, 2 . . 2.40 Corned beef, 1 . . 1.75 Roast beef, 2 @ . . 2.40 Potted ham, 1/4 . . 45 Potted ham, 1/2 . . 85 Deviled ham, 1/4 . . 45 Deviled ham, 1/2 . . 85 Potted tongue, 1/4 . . 45 Potted tongue, 1/2 . . 85 RICE Domestic Carolina head . . 6.45 Carolina No. 1 . . 5.45 Carolina No. 2 . . 5.45 Broken . . 3.45 Japan, No. 1 . . 5.45 Japan, No. 2 . . 4.45 Java, fancy head . . 5.45 Java, No. 1 . . 5.45	SALAD DRESSING Durkee's, large, 1 doz . . 4.50 Durkee's, small, 2 doz . . 5.25 Snider's, large, 1 doz . . 2.35 Snider's, small, 2 doz . . 1.35 SALERATUS Packed 60 lbs. in box Arm and Hammer . . 15 Deland's . . 3.00 Dwight's Cow . . 15 Emblem . . 2.10 L. P. . . 3.00 Wyandotte, 100 1/2s . . 3.00 SAL SODA Granulated, bbls . . 85 Granulated, 100 lb cases . . 1.00 Lump, bbls . . 75 Lump, 145 lb. kegs . . 95 SALT Diamond Crystal Table Cases, 24 3/4b. boxes . . 1.40 Barrels, 100 3/4b. bags . . 3.00 Barrels, 50 6/4b. bags . . 3.00 Barrels, 40 7/4b. bags . . 2.75 Butter Barrels, 320 lb. bulk . . 2.65 Barrels, 20 14/4b. bags . . 2.85 Sacks, 28 lbs . . 27 Sacks, 56 lbs . . 67 Shaker Boxes, 24 2/4b . . 1.50 Buckeye Table Brils, 120 bags, 2 1/2 lbs . . 3.25 Brils, 100 bags, 3 lbs . . 3.00 Brils, 60 bags, 5 lbs . . 3.00 Brils, 50 bags, 6 lbs . . 3.00 Brils, 30 bags, 10 lbs . . 2.75 Brils, 22 bags, 14 lbs . . 2.85 Brils, 320 lbs. bulk . . 2.25 Cases, 24 cts, 3 lbs . . 1.25 Butter Brils, 280 lbs. bulk . . 2.25 Linen bags, 5-56 lbs . . 3.00 Linen bags, 10-28 lbs . . 3.00 Cotton bags, 10-28 lbs . . 2.75 Cheese 5 barrel lots, 5 per cent. discount. 10 barrel lots, 7 1/2 per cent. discount. Above prices are F. O. B. Common Grades 100 3/4b. sacks . . 1.90 60 5/4b. sacks . . 1.80 20 10/4b. sacks . . 1.70 56 lb. sacks . . 15 28 lb. sacks . . 15 Warsaw 56 lb. dairy in drill bags . . 40 28 lb. dairy in drill bags . . 20 Solar Rock 56 lb. sacks . . 22 Common Granulated Fine . . 80 Medium Fine . . 85 SALT FISH Cod Large whole . . 26 Small whole . . 26 Strips or bricks . . 7 Pollock . . 26 Halibut Strips . . 14 Chunks . . 15 Herring Holland White hoops, bbl . . 8.50 White hoops, 1/2 bbl . . 8.50 White hoops, mchs . . 75 Norwegian Round, 100 lbs . . 3.60 Round, 50 lbs . . 2.10 Scaled . . 17 Bloaters . . 1.50 Trout No. 1, 100 lbs . . 5.50 No. 1, 40 lbs . . 2.50 No. 1, 10 lbs . . 70 No. 1, 8 lbs . . 59 Mackerel Mess 100 lbs . . 14.50 Mess 50 lbs . . 7.75 Mess 10 lbs . . 1.75 Mess 8 lbs . . 1.45 No. 1, 100 lbs . . 13.00 No. 1, 50 lbs . . 7.00 No. 1, 10 lbs . . 1.60 No. 1, 8 lbs . . 1.35 Whitefish No. 1 No. 2 Fam 100 lbs . . 7.75 50 lbs . . 3.68 10 lbs . . 92 8 lbs . . 77 SEEDS Anise . . 15 Canary, Smyrna . . 6 Caraway . . 1.00 Cardamom, Malabar . . 10 Celery . . 10 Hemp, Russian . . 4 Mixed Bird . . 4 Mustard, white . . 4 Poppy . . 6 Rape . . 4.45 Cattle Bone . . 25 SHOE BLACKING Handy Box, large, 3 dz . . 50 Handy Box, small . . 25 Bixby's Royal Polish . . 85 Miller's Crown Polish . . 85 SNUFF Scotch, in bladders . . 37 Maccaboy, in jars . . 85 French Rapple, in jars . . 45	SOAP Jaxon brand Single box . . 3.10 Box lots, delivered . . 3.05 10 box lots, delivered . . 3.00 Johnson Soap Co. brands Silver King . . 3.65 Calumet Family . . 2.75 Scotch Family . . 2.85 Cuba . . 2.35 J. S. Kirk & Co. brands American Family . . 4.05 Dusky Diamond, 50 doz . . 2.80 Dusky D'nd, 100 doz . . 3.80 Jap Rose . . 3.75 Savon Imperial . . 3.10 White Russian . . 3.10 Dome, oval bars . . 3.10 Satinet, oval . . 2.15 White Cloud . . 4.00 Lautz Bros. & Co. brands Big Acme . . 4.10 Big Master . . 4.00 Snow Boy Pat'r, 100 pk . . 4.00 Marselles . . 4.00 Proctor & Gamble brands Lenox . . 3.10 Ivory, 6 oz . . 4.00 Ivory, 10 oz . . 6.75 Star . . 25 A. B. Wisley brands Good Cheer . . 4.00 Old Country . . 3.40 Scouring Enoch Morgan's Sons. Sapolio, gross lots . . 9.00 Sapolio, half gross lots . . 4.50 Sapolio, single boxes . . 2.25 Sapolio, hand . . 2.25 SODA Boxes, English . . 5 1/2 Kegs, English . . 4 1/2 SPICES Whole Spices Allspice . . 12 Cassia, China in matts . . 12 Cassia, Batavia, bund . . 12 Cassia, Saigon, broken . . 45 Cassia, Saigon, in rolls . . 55 Cloves, Amboyna . . 25 Cloves, Zanzibar . . 25 Mace . . 55 Nutmegs, 75-80 . . 50 Nutmegs, 105-10 . . 40 Nutmegs, 115-20 . . 35 Pepper, Singapore, blk . . 17 Pepper, Singp. white . . 25 Pepper, shot . . 15 Pure Ground in Bulk Allspice . . 16 Cassia, Batavia . . 28 Cassia, Saigon . . 28 Cloves, Zanzibar . . 23 Ginger, African . . 15 Ginger, Cochon . . 15 Mace, Jamaica . . 25 Mustard . . 65 Pepper, Singapore, blk . . 18 Pepper, Singp. white . . 28 Pepper, Cayenne . . 20 Sage . . 20 STARCH Common Gloss 1lb. packages . . 5 3lb. packages . . 4 1/2 6lb. packages . . 5 1/2 40 and 50 lb. boxes . . 3.45 Barrels . . 3.45 Common Corn 20 1lb. packages . . 5 40 1lb. packages . . 4 1/2 SYRUPS Corn Barrels . . 21 Half barrels . . 23 20 lb. cans, 1/2 dz. in case . . 55 10 lb. cans, 1/2 dz. in case . . 55 5 lb. cans, 1 dz. in case . . 75 2 1/2 lb. cans, 2 dz. in case . . 1.75 Pure Cane Fair . . 16 Good . . 20 Choice . . 25 TEA Japan Sundried, medium . . 24 Sundried, choice . . 32 Sundried, fancy . . 36 Regular, medium . . 24 Regular, choice . . 32 Regular, fancy . . 36 Basket-fired, medium . . 31 Basket-fired, choice . . 38 Basket-fired, fancy . . 43 Nibs . . 22.24 Siftings . . 9.11 Fannings . . 12.14 Gunpowder Moyune, medium . . 30 Moyune, choice . . 32 Moyune, fancy . . 30 Pingsuey, medium . . 30 Pingsuey, choice . . 30 Pingsuey, fancy . . 40 Young Hyson Choice . . 30 Fancy . . 36 Oolong Formosa, fancy . . 42 Amoy, medium . . 25 Amoy, choice . . 32 English Breakfast Medium . . 30 Choice . . 30 Fancy . . 40 India Ceylon, choice . . 32 Fancy . . 45	TOBACCO Fine Cut Cadillac . . 54 Sweet Loma . . 32 Hiawatha, 5lb. pails . . 55 Hiawatha, 10lb. pails . . 55 Telegram . . 22 Pay Car . . 22 Prairie Rose . . 31 Protection . . 37 Sweet Burley . . 42 Tiger . . 38 Plug Red Cross . . 32 Palo . . 32 Kyo . . 34 Hiawatha . . 41 Battle Axe . . 33 American Eagle . . 32 Standard Navy . . 36 Spear Head, 16 oz . . 42 Spear Head, 8 oz . . 44 Nobby Twist . . 44 Jolly Tar . . 36 Old Honesty . . 42 Toddy . . 33 J. T. . . 36 Piper Heldsick . . 63 Boot Jack . . 78 Honey Dip Twist . . 39 Black Standard . . 38 Cadillac . . 38 Forge . . 30 Nickel Twist . . 50 Smoking Sweet Core . . 34 Flat Car . . 32 Great Navy . . 34 Warpath . . 26 Bamboo . . 25 I X L, 5 lb . . 27 I X L, 16 oz, pails . . 31 Honey Dew . . 37 Gold Block . . 37 Flagman . . 40 Chips . . 33 Kiln Dried . . 21 Duke's Mixture . . 39 Duke's Cameo . . 43 Myrtle Navy . . 40 Yum Yum, 1-2-3 oz . . 39 Yum Yum, 1lb. pails . . 37 Cream . . 36 Corn Cake, 2 1/2 oz . . 24 Corn Cake, 1lb . . 22 Plow Boy, 1-2-3 oz . . 39 Plow Boy, 3 1/2 oz . . 39 Peerless, 3 1/2 oz . . 35 Peerless, 1-2-3 oz . . 36 Air Brake . . 36 Cant Hook . . 30 Country Club . . 32.34 Forex-XXXX . . 28 Good Indian . . 23 Self Binder . . 20.22 Silver Foam . . 34 TWINE Cotton, 3 ply . . 26 Cotton, 4 ply . . 26 Jute, 2 ply . . 14 Hemp, 6 ply . . 13 Flax, medium . . 20 Wool, 1lb. balls . . 6 VINEGAR Malt White Wine, 40 gr . . 8 Malt White Wine, 80 gr . . 11 Pure Cider, B & B . . 11 Pure Cider, Red Star . . 11 Pure Cider, Robinson . . 11 Pure Cider, Silver . . 11 WASHING POWDER Diamond Flake . . 2.75 Gold Brick . . 2.75 Gold Dust, regular . . 4.00 Gold Dust, 5c . . 4.00 Kirkoline, 24 4lb . . 3.90 Pearline . . 3.75 Soapine . . 4.10 Babbitt's 1776 . . 3.75 Roseine . . 3.50 Armour . . 3.50 Nine O'clock . . 3.50 Wisdom . . 3.50 Scourine . . 3.50 Rub-No-More . . 3.75 WICKING No. 0 per gross . . 30 No. 1 per gross . . 40 No. 2 per gross . . 50 No. 3 per gross . . 75 WOODENWARE Baskets Bushels . . 1.00 Bushels, wide band . . 1.25 Market . . 25 Splint, large . . 6.00 Splint, medium . . 5.00 Splint, small . . 4.00 Willow, Clothes, large . . 7.25 Willow, Clothes, med m . . 6.50 Willow, Clothes, small . . 6.00 Bradley Butter Boxes 2lb. size, 24 in case . . 72 3lb. size, 16 in case . . 68 5lb. size, 12 in case . . 63 10lb. size, 6 in case . . 60 Butter Plates No. 1 Oval, 250 in crate . . 45 No. 2 Oval, 250 in crate . . 45 No. 3 Oval, 250 in crate . . 45 No. 5 Oval, 250 in crate . . 60 Churns Barrel, 5 gal, each . . 2.40 Barrel, 10 gal, each . . 2.55 Barrel, 15 gal, each . . 2.70 Clothes Pins Round head, 5 gross . . 55 Round head, cartons . . 75	Egg Crates Humpty Dumpty . . 2.40 No. 1, complete . . 32 No. 2, complete . . 18 Faucets Cork lined, 8 in . . 65 Cork lined, 9 in . . 75 Cork lined, 10 in . . 85 Cedar, 8 in . . 55 Mop Sticks Trojan spring . . 90 Eclipse patent spring . . 85 No. 1 common . . 75 No. 2 pat. brush holder . . 85 12lb. cotton mop heads . . 25 Ideal No. 7 . . 90 Pails 2-hoop Standard . . 1.60 3-hoop Standard . . 1.75 2-wire, Cable . . 1.70 3-wire, Cable . . 1.90 Cedar, all red, brass . . 1.25 Paper, Eureka . . 2.25 Fibre . . 2.70 Toothpicks Hardwood . . 2.50 Softwood . . 2.75 Banquet . . 1.50 Ideal . . 1.50 Traps Mouse, wood, 2 holes . . 22 Mouse, wood, 4 holes . . 45 Mouse, wood, 5 holes . . 70 Mouse, tin, 5 holes . . 65 Rat, wood . . 80 Rat, spring . . 75 Tubs 20-in. Standard, No. 1 . . 7.00 18-in. Standard, No. 2 . . 6.00 16-in. Standard, No. 3 . . 5.00 20-in. Cable, No. 1 . . 7.50 18-in. Cable, No. 2 . . 6.50 16-in. Cable, No. 3 . . 5.50 No. 1 Fibre . . 10.80 No. 2 Fibre . . 9.45 No. 3 Fibre . . 8.55 Wash Boards Bronze Globe . . 2.50 Dewey . . 1.75 Double Acme . . 2.75 Single Acme . . 2.25 Double Peerless . . 3.25 Single Peerless . . 2.50 Northern Queen . . 2.50 Double Duplex . . 3.00 Good Luck . . 2.75 Universal . . 2.25 Window Cleaners 12 in. . . 1.65 14 in. . . 1.85 16 in. . . 2.30 Wood Bowls 11 in. Butter . . 75 13 in. Butter . . 1.15 15 in. Butter . . 2.00 17 in. Butter . . 3.25 19 in. Butter . . 4.75 Assorted 13-15-17 . . 2.25 Assorted 15-17-19 . . 3.25 WRAPPING PAPER Common Straw . . 1 1/2 Fibre Manila, white . . 2 1/2 Fibre Manila, colored . . 4 No. 1 Manila . . 4 Cream Manila . . 4 Butcher's Manila . . 2 1/2 Wax Butter, short cut . . 13 Wax Butter, full count . . 20 Wax Butter, rolls . . 15 YEAST CAKE Magic, 3 doz . . 1.15 Sunlight, 3 doz . . 1.00 Sunlight, 1 1/2 doz . . 50 Yeast Foam, 3 doz . . 1.15 Yeast Cream, 3 doz . . 1.00 Yeast Foam, 1 1/2 doz . . 58 FRESH FISH White fish . . 10.11 Trout . . 9 Black Bass . . 11.12 Halibut . . 10.11 Clause or Herring . . 11 Bluefish . . 11.12 Live Lobster . . 25 Boiled Lobster . . 27 Cod . . 12 Haddock . . 8 No. 1 Pickerel . . 8 1/2 Pike . . 7 Perch, dressed . . 7 Smoked White . . 12 1/2 Red Snapper . . 12 1/2 Col. River Salmon . . 12 1/2 Mackerel . . 13.20 OYSTERS Cans F. H. Counts . . 35 Extra Selects . . 35 Selects . . 23 Perfection Standards . . 22 Anchors . . 20 Standards . . 18 Favorites . . 17 Bulk Standard, gal . . 1.40 Selects, gal . . 1.50 Extra Selects, gal . . 1.60 Fairhaven Counts, gal . . 1.75 Shell Clams, per 100 . . 1.00 Clams, gal . . 1.25 HIDES AND PELTS Hides Green No. 1 . . 7 Green No. 2 . . 6 Cured No. 1 . . 8 1/4 Cured No. 2 . . 7 1/4 Calfskins, green No. 1 . . 10 Calfskins, green No. 2 . . 8 1/4 Calfskins, cured No. 1 . . 11 Calfskins, cured No. 2 . . 9 1/4 Steer Hides 60lbs. over . . 8 1/4 Cow Hides 60lbs. over . . 8 1/4 Pelts Old Wool . . 50 @ 1.40 Lamb . . 50 @ 1.25 Shearlings . . 50 @ 1.25 Tallow No. 1 . . 4 1/2 No. 2 . . 3 1/2 Wool Washed, fine . . 20 Washed, medium . . 22 Unwashed, fine . . 14 @ 16 Unwashed, medium . . 18 CONFECTIONS Stick Candy Standard . . 7 Standard H. H. . . 7 Standard Twist . . 8 Cut Loaf . . 9 Pails Standard . . 7 Standard H. H. . . 7 Standard Twist . . 8 Cut Loaf . . 9 Mixed Candy Grocers . . 6 Competition . . 7 Special . . 7 1/2 Conserve . . 7 1/2 Royal . . 8 1/2 Ribbon . . 8 Broken . . 8 Cut Loaf . . 8 English Rock . . 9 Kindergarten . . 8 1/2 Bon Ton Cream . . 8 1/2 French Cream . . 9 Star . . 11 Hand made Cream . . 14 1/2 Premium Cream mixed . . 12 1/2 Fancy-In Pails O F Houndford Drop . . 10 Gypsy Hearts . . 14 Coco Bon Bons . . 12 Fudge Squares . . 12 Peanut Squares . . 9 Sugared Peanuts . . 10 Salted Peanuts . . 10 Starlight Kisses . . 10 San Blas Goodies . . 12 Lozenges, plain . . 9 Lozenges, printed . . 10 Champion Chocolate . . 11 Eclipse Chocolates . . 13 Quintette Chocolates . . 12 Champion Gum Drops . . 8 Lemon Sours . . 9 Imperials . . 9 Ital. Cream Opera . . 12 Ital. Cream Bon Bons . . 12 20 lb. pails . . 12 Molasses Chews, 15lb. cases . . 12 Golden Waffles . . 12 Fancy-In 5lb. Boxes Lemon Sours . . 50 Peppermint Drops . . 60 Chocolate Drops . . 60 H. M. Choc. Drops . . 85 H. M. Choc. Lt. and Dark No. 12 . . 1.00 Gum Drops . . 35 O. F. Licorice Drops . . 80 Lozenges, plain . . 55 Lozenges, printed . . 60 Imperials . . 55 Mottos . . 60 Cream Bar . . 55 Molasses Bar . . 55 Hand Made Cr'sms . . 80.90 Cream Buttons, Pep. and Wintergreen . . 65 String Rock . . 60 Wintergreen Berries . . 60 F. Bosenberger's brands . . 60 Caramels . . 12 Nut caramels . . 14 Kisses . . 12 Chocolates . . 11-20 Pop Corn Maple Jake, per case . . 3.00 Cracker Jack . . 3.00 Pop Corn Balls . . 1.30 NUTS Whole Almonds, Tarragona . . 16 Almonds, Ivica . . 16 Almonds, California sft . . 16 shelled, new . . 14 @ 16 Brazils . . 10 Filberts . . 11 Walnuts, French shelled . . 12 Walnuts, soft shelled . . 12 Cal. No. 1 . . 15 @ 16 Table Nuts, fancy . . 13 Pecans, Med. . . 9 Pecans, Ex. Large . . 10 Pecans, Jumbos . . 11 Hickory Nuts per bu. . . 1 Ohio new . . 1.75 Cocoanuts . . 4 Chestnuts, per bu. . . 4 Shelled Spanish Peanuts . . 7 1/4 @ 7 1/2 Pecan Halves . . 38 Walnut Halves . . 32 Filbert Meats . . 25 Alcantara Almonds . . 37 Jordan Almonds . . 46 Peanuts Fancy, H. P. Suns 6 1/2 @ 6 1/2 Roasted . . 7 1/4 @ 7 1/2 Choice, H. P. Jbe . . 8 1/2 Choice, H. P. Jbe . . 8 1/2 bo, Roasted . . 9 @ 9 1/2	

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon55 6 00

BAKING POWDER

Jaxon Brand



1/4 lb. cans, 4 doz. case 45
1/4 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
1/4 lb cans 250
1/4 lb cans 375
1 lb cans 480
3 lb cans 1200
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, per 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.....32 00
500 or more.....32 00
1,000 or more.....31 00

COCOANUT

Baker's Brazil Shredded



70 1/4 lb pkg. per case...2 60
35 1/2 lb pkg. per case...2 60
38 1/4 lb pkg. per case...2 60
16 1/2 lb pkg. per case...2 60

Karo
CORN SYRUP

COFFEE

Roasted

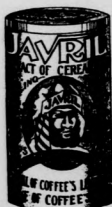
Dwinell-Wright Co.'s Bds.



White House, 1 lb.....
White House, 2 lb.....
Excelsior, M & J, 1 lb..
Excelsior, M & J, 2 lb..
Tip Top, M & J, 1 lb..
Royal Java

Java and Mocha Blend..
Boston Combination..
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; B. Des-
enberg & Co., Kalamazoo;
Symons Bros. & Co., Sag-
inaw; Meisel & Goeschel,
Bay City; Fiebach Co.,
Toledo.

COFFEE SUBSTITUTE
Javril



2 doz. in case 4 80
CONDENSED MILK
4 doz in case



Gall Borden Eagle6 40
Crown5 90
Champion4 25
Daisy4 70
Magnolia4 00
Challenge4 40
Dime3 85
Peerless Evap'd Cream.4 00

FLAVORING EXTRACTS

Foote & Jenks

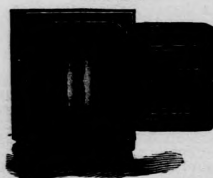
Coleman's Van. Lem. 2oz. Panel1 20 75
3oz. Taper2 00 1 50
No. 4 Rich. Blake.2 00 1 50

Jennings

Terpeneless Lemon
No. 2 D. C. pr dz 75
No. 4 D. C. pr dz1 50
No. 6 D. C. pr dz2 00
Taper D. C. pr dz1 50

Mexican Vanilla
No. 2 D. C. pr dz1 20
No. 4 D. C. pr dz2 00
No. 6 D. C. pr dz3 00
Taper D. C. pr dz2 00

SAFES



Full line of the celebrated
Diebold fire proof safes
kept in stock by the
Tradesman Company.
Twenty different sizes on
hand at all times—twice
as many of them as are
carried by any other house
in the State. If you are
unable to visit Grand Rap-
ids and inspect the line
personally, write for quo-
tations.

SALT

Jar-Salt



One dozen
Ball's quart
Mason jars
(3 pounds
each)85

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..3 85
50 cakes, small size..1 95

Tradesman Co.'s Brand



Black Hawk, one box..2 50
Black Hawk, five bxs..2 40
Black Hawk, ten bxs..2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

Place Your
Business

on a
Cash Basis
by using
our
Coupon Book
System.

We
manufacture
four kinds
of
Coupon Books
and
sell them
all at the
same price
irrespective of
size, shape
or
denomination.

We will
be
very
pleased
to
send you samples
if you ask us.
They are
free.

Tradesman Company
Grand Rapids

Goods That Sell
Other Goods

It is the supreme advantage of Home
goods that they quicken the sale of all
other goods in the store.

They are INTERESTING goods. They
draw people in. They focus public atten-
tion. They coax people along from one
department to another. They make buyers
out of shoppers.

On top of all that, they turn themselves
so fast that the profit on actual investment
usually exceeds that on any similar amount
anywhere else in the store.

Worth looking into, Friend Retailer—a
department that pulls like a page in the
newspaper yet pays fat dividends on itself—
at once an advertisement and a profit payer.

There are still some readers of the
Tradesman who have not given us a chance
to tell them what we know about Bargain
Departments and Home goods.

Ask for Catalogue J and Booklet J2711.

BUTLER BROTHERS

WHOLESALESALES OF EVERYTHING—By Catalogue Only

New York Chicago St. Louis

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.

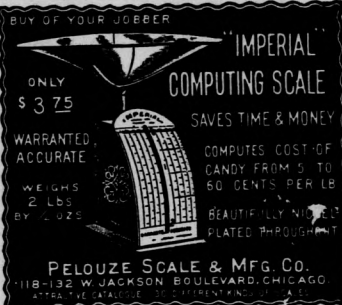
The colors are bright and at-
tractive—Mottled Red, Pink,
Blue and Fawn Color.

It's thin enough to fold easily
and quickly and makes the neat-
est 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?

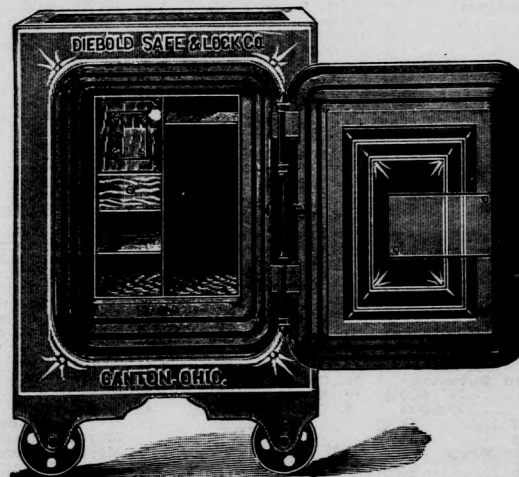
Grand
Rapids
Mich.
U. S. A. **WHITTIER
BROOM &
SUPPLY CO.**



Do You Want a Safe?

IF SO WE INVITE YOU TO INSPECT OUR LINE
OF FIRE AND BURGLAR PROOF

DIEBOLD SAFES



WHICH WE CONSIDER THE BEST SAFES MADE

If not convenient to call at our store, we shall be pleased
to have you acquaint us with your requirements and
we will quote you prices by mail.

TRADESMAN COMPANY, Grand Rapids, Mich.

The Drug Market.

Opium—Is dull and unchanged in price.

Morphine—Is steady.

Quinine—Is firm at the last decline. It is said that the present price is below the cost of production. As war between Russia and Japan is now almost a certainty and the demand for quinine will be very large, it is thought to be a good purchase at the present price.

Russian Cantharides—Are higher in the primary market and are advancing here.

Cod Liver Oil, Norwegian—Is very firm and tending higher.

Lycopodium—As the principal supply comes from Russia, and holders will not sell any at present, the market value is very firm.

Menthol—Is dull and lower.

Nitrate Silver—Has declined.

Santonine—Is very firm at the advance noted last week.

Vanillin—Has advanced on account of higher price for cloves.

Canada Balsam Fir—Is in very small supply and has advanced.

Cascara, Cotton Root, Wild Cherry and White Pine Bark—Have advanced.

Elm Bark—Continues scarce and high.

Gum Camphor—Advanced 2c last week and is still tending higher. There is a little relief promised, however, in the importation of refined camphor from Japan, the government only restricting the shipment of crude. The amount of camphor forwarded, however, is not so large that it will affect the price very much.

Oil Camphor—Has advanced.

Oil Cloves—Has again advanced, in sympathy with the spice.

Oil Sassafras—Stocks are small and prices are very firm.

Arnica Flowers—Are being sold here lower than at the point of production, and an advance is looked for.

Buchu Leaves—Are very firm and the price has advanced.

Goldenseal Root—Has reached the highest price on record. There is very little to be had and prospects are for very high prices before new crop comes in.

Blood Root—Is very scarce and continues high.

Gum Shellac—Is tending lower on account of increased supply.

Cloves—Have again advanced and are tending higher.

Blue Vitriol—On account of importation of foreign brands, is a little weaker, but not notably lower.

Silver Is a Good Antiseptic.

Even the most skillful of surgeons sometimes finds it difficult to dress a wound in such a manner as to prevent suppuration, a condition that is quite likely to endanger the patient's life. The processes most in use are exceedingly complicated and in some instances expensive, as most dressings must be removed at least every day. There are none of these objections, however, in the method of Dr. Reboul, for whether the dressing is to be applied to a recent cut or to an ulcerated tumor a sheet of silver or silver leaf is all that is necessary. The silver is simply placed on the

wound or ulcer, and as it sticks closely to the surface a little cotton soaked in collodion is sufficient to keep it in place.

The effects of this sheet of silver are very remarkable. Where the wound is a recent one and not contaminated with microbes the wound quickly heals under the influence of the silver without inflammation or suppuration and without presenting the slightest bad symptom. Conditions are just as favorable in cases of ulcer—chronic ulcer of the leg, for example—in which case the suppuration decreases little by little, while the ulcerated surface gradually becomes covered with healthy skin, which soon produces a good cicatrice in place of the ulcer. This perfect cicatrization has even been obtained in many cases of ulcerated cancer of the skin.

What is this property that silver possesses? It is due to the great antiseptic power of this metal, which is proved by the following experiment: Several years ago a physician of Lyons, Dr. Rollin, decided to cultivate microbes in a bouillon which he had placed in a silver vessel. To his great surprise he found that in place of multiplying in the nutritive liquid the microbes perished, and at the end of a few hours completely disappeared, which fact was all the more remarkable as the same microbes multiplied ad infinitum when placed in another vessel. Pursuing his investigations, Dr. Rollin analyzed the bouillon which was contained in the silver vessel and found therein a very small trace of silver, which infinitely small quantity had rendered antiseptic a liter of bouillon.

Left-Handed Penmen Not Wanted in Business Houses.

Few business men will employ a left-handed person as a clerk or book-keeper and the prejudice against them extends to the Government departments at Washington. The chiefs of those departments are entirely willing to overlook bad penmanship on the part of a really good and industrious clerk, but it is the man or woman who writes with the left hand at which the balk is made. The dead line is drawn just the moment it is ascertained that a clerk is left-handed and he is forthwith informed that if it is his desire to continue in Government service it will be necessary for him to write with his right hand. This information is always a bitter pill for the left-hand penholders, but there is nothing to be done but begin to write with the right hand or "throw up the job," and few are anxious to quit Government service even for this cause. No matter how perfect a hand the left-handed clerk may write, there is no alternative but to learn to write with the right hand, and sometimes it takes months to get to the point where even a legible hand is written by the clerk who is forced to "learn the business over." But during this period of making the change the chiefs are easy and patient and make the work as light as possible on the unfortunate clerk.

One of the best men in the department of commerce and labor began

his career in the Bureau of Statistics. He had left a proof-reader's desk in the Government Printing Office to accept the clerkship in the Bureau. He began to write with his left hand and he almost threw a fit when the chief told him to put the pen in the right hand, that left-handed penmanship didn't go. Then it was that he wished he was back in the big printery, where any kind of "handwriting" passed muster, just so the correct marking was made on the proof and was plain enough for the compositor to decipher.

"Westward the star of empire takes its way," is an old-time bit of poetry just now quite popular among the Japanese.

JAVRIL

The charm of Coffee without the harm

Full particulars on application

JAVRIL CO., LTD., Battle Creek, Michigan

MOORE & WYKES

MERCHANDISE BROKERS

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



They Save Time

Trouble

Cash

Get our Latest Prices

HAY AND STRAW WANTED

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

Hand in Hand



New Century Flour

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

Caledonia Milling Co.

Caledonia, Mich.

THE OUTSIDE TOWNS

Of Michigan are calling for Lily White Flour as they never have before—and they've always been pretty strenuous about it, too.

Either Lily White is better than ever, or other flours are going backward. Or perhaps a good many people are just finding out how good Lily White really is.

Anyway, we thank our friends for their patronage and for the good words they are evidently saying about us and our flour.

No matter where you do business you can sell

Lily White

"The Flour the Best Cooks Use."

Sometimes dealers get in a rut and sell a brand of flour just because their fathers did before them, but they'll wake up if they find their trade going to their more enterprising competitors.

Thank goodness, there are thousands of live, hustling dealers and they're all selling Lily White or getting ready to.

And why shouldn't they? It's good flour and everybody wants it. All the dealer has to do is to hand it out and take the money. We guarantee it and if anything's wrong we make it right.

That's fair all around, isn't it?

VALLEY CITY MILLING COMPANY

Grand Rapids, Mich.

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Sale or Exchange for Merchandise—733 acres of land in Missaukee county, Mich., on the line of the new Pere Marquette R. R. survey connecting the "Klondike Branch," and making a through line from Toledo and Detroit to the Straits. Heavy soil, very desirable for farming or stock raising; rapidly increasing in value. Address Packard & Schepers, McBain, Mich. 159

For Sale or Trade for Merchandise—Drugs preferred, or Michigan land, 25 acres California fruit lands eight miles from Pasadena, one mile from station. Address No. 144, care Michigan Tradesman. 144

For Sale—Exclusive ice business in a town of 1,600. Ice houses filled for this season. Terms easy. Enquire of G. M. Peet, Chesaning, Mich. 143

For Sale or Trade—About \$2,500 stock general merchandise; good location; business net profit, in DeKob county, Ind. Exceptionally clean stock. A money-maker. Address No. 158, care Michigan Tradesman. 158

Opportunity taken advantage of means profit. I have the opportunity and am giving you the chance to grasp it. Buy Western timber lands. Get together. Talk it over. Do it now. Don't wait. I have tracts of various sizes. They are all good tracts. They will be worth at least double the money in three years. Good timber carefully bought is better than cash in the bank. Let me hear from you and I will submit a proposition to meet your demands. However, don't expect to buy good timber a year hence at the same price you can get it now. Timber is going up. Keep that in mind. W. L. Keate, 333 Lumber Exchange, Seattle, Wash. 157

For Rent—Fine new store building 24x80 feet; basement same; up-stairs, 24x45 feet; plate glass front; electric lights and water. Two doors from post-office. For particulars address Call Box 492, Howell, Mich. 156

For Sale—Long and well-established furniture business doing both cash and installment trade. Stock invoices \$10,000 to \$15,000. Splendid location. Box 466, New Orleans, La. 153

80 Acres improved farm for sale. Good buildings; over 700 rods new wire fence; three and a half miles to good market. School house, twenty rods. O. G. Bretz, Montrose, Mich. 149

Stock of Dry Goods, men's furnishing goods, etc. Invoices about \$4,000. Will sell or rent building, or stock can be removed. Address No. 150, care Michigan Tradesman. 150

Brick Store for sale, or would exchange for a good small farm. Building is well rented. Good town. Address No. 151 care Michigan Tradesman. 151

For Sale—One of the best 50 barrel water power roller mills in the State. Owing to ill health, will sell at a bargain. Address Geo. Carrington, Trent, Mich. 148

Wanted To Sell—One of the best paying farm implement and flour and feed stores in the State. Trade well established in one of the most thriving growing towns in Michigan. Terms cash. Address Implement Store, care Michigan Tradesman. 147

Largest Doctors' practice in Antrim county, together with large double building suitable for a hospital. Excellent opportunity for two doctors desiring to establish a business of this nature, as they would have many hundred woodsmen in the immediate vicinity to draw from. Address No. 146, care Michigan Tradesman. 146

For Sale—Grocery and bakery doing the largest and safest business in thriving city of 50,000 inhabitants. Excellent location, double room, well equipped with modern fixtures. An opportunity worth investigating. Address P. O. Box 187, South Bend, Indiana. 145

For Sale—Small stock of general merchandise in a live town of 2,000 inhabitants. Will sell at a bargain and rent building; good brick, two story building on main street; good reason for selling. Address Box 387, Portland, Mich. 88

For Sale 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, 2½ miles to town, ½ 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—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

\$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. Chocoy 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. 96, care Michigan Tradesman. 96

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—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 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 at a Bargain—One 6x8 Stevens' Cooler; used one season. Enquire E. R. Henseler, Battle Creek, Mich. 120

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 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, Waukegan, 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

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. 853

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.

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.

Pharmacist—Registered, wants position. Have had ten years' experience. Can give good references. Address P. O. Box 411, Manton, Mich. 160

Wanted—Position with retail or wholesale grocery house; road preferred, or manager of store; can furnish A1 references, country or city. Address Box 566, Bay City, Mich. 117

SALESMEN WANTED.

Agents—\$500 per month made by selling Stransky's patent for making smokeless gunpowder at 10 cents per pound; particulars free. J. A. Stransky, box H, Pukwana, S. Dak. 152

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 Dilley Queen Washer. Any territory but Michigan. Address Lyons Washing Machine Company, Lyons, Mich. 553

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. 453

AUCTIONEERS AND TRADERS

The Hoosier Hustler—The noted merchandise auctioneer, now selling a stock of clothing and shoes at Afton, Iowa. For book of references and terms address Box 17. 100

Exceptional—The Vawter plan of sales is not only exceptional, but unique. As a drawer of crowds that buy, it certainly has no equal. If you desire a quick reduction sale that will close out your odds and ends, still leaving a profit, write at once. No better time than right now. Success guaranteed. Best of references. L. E. Vawter & Co., Macomb, Ill. 77

H. C. Ferry & Co., the hustling auctioneers. Stocks closed out or reduced anywhere in the United States. New methods, original ideas, long experience, hundreds of merchants to refer to. We have never failed to please. Write for terms, particulars and dates. 1414-16 Wabash ave., Chicago. (Reference, Dun's Mercantile Agency.) 872

MISCELLANEOUS.

Wanted—Good window trimmer who can also write advertisements in department store. Stein Bros., Hastings, Neb. 154

Wanted—Traveling position with reliable house; five years' success on road and a hustler. References the best. Shoes preferred. Address No. 155, care Michigan Tradesman. 155

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. 87

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—Clerks of all kinds apply at once. Enclose self-addressed envelope and \$1 covering necessary expense. The Globe Employment & Agency Co., Cadillac, Mich. 142

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts

File and 1,000 printed blank bill heads..... \$2 75
File and 1,000 specially printed bill heads..... 3 00
Printed blank bill heads, per thousand..... 1 25
Specially printed bill heads, per thousand..... 1 50

Tradesman Company, Grand Rapids.