

MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 17, 1904

Number 1065

Collection Department

R. G. DUN & CO.

Mich. Trust Building, Grand Rapids

Collection delinquent accounts; cheap, efficient, responsible; direct demand system. Collections made everywhere—for every trader.

O. E. McGRONE Manager

IF YOU HAVE MONEY

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

Martin V. Barker
Battle Creek, Michigan

We Buy and Sell

Total Issues

of

State, County, City, School District,
Street Railway and Gas

BONDS

Correspondence Solicited.

NOBLE, MOSS & COMPANY
BANKERS

Union Trust Building, Detroit, Mich.

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

The William Connor Co.

WHOLESALE CLOTHING
MANUFACTURERS

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

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

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

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

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 The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.

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

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POPULAR DELUSIONS.

That the only men who really work are those who work with their hands.

That all unmarried women above 30 years of age hail the coming of Leap Year joyously.

That only those who began life by working for somebody at \$25 a year win ultimate wealth.

That because a man's wants are few there is no reason why he should earn more than \$1.50 a day.

That a three-hundred dollar piano looks well in a room carpeted at a cost of 60 cents a yard.

That only those are bigots who fail to see things in the same light that you utilize.

That a crush hat and a cape-coat covering a spike-tail coat and a low cut vest are worn only by gentlemen.

That all plumbers are thieves and that frozen water pipes and wrecked water backs are their sole delight.

That the only really successful political workers are those who occupy seats upon the speakers' platform.

That Leap Year frightens all bachelors e'en-a-most to death, good luck to 'em.

That all traveling salesmen who are successful would fail in any other occupation.

That any principle of law, justice or humanity authorizes one man to dictate as to another man's work.

That the influence of any one or

all members of any "Smart Set" on earth has any force except in the direction of vanity, selfishness and degeneracy.

That there are any qualities more helpful to the general welfare than those of rectitude, kindness, generosity, industry and thrift.

A DIVERSION MOST TIMELY.

It will be well, in the light of East Indian history of the past century, to bear in mind that Corea, Seoul, the Yalu River, Port Arthur and so on are modern topics of interest, compared to "The Ride to Khiva" and the variously established boundary lines separating Russia from India, Afghanistan and Persia. Sevastopol is not yet forgotten and the Bosphorus is still a closed channel, so far as Russia is concerned.

Great Britain requires a concession of time to strengthen her position in Asia and, by the way, the recently acquired United States possessions in the Orient came so unexpectedly, so spontaneously like, that Uncle Sam will appreciate an opportunity to catch his breath. Accordingly the present little diversion at the head of the Yellow Sea is really opportune and thus far the Mikado's men seem to enjoy themselves.

The present trouble means much more than is comprehended by the frozen-in port of Vladivostock, much more than the "Bear's" completion of the railroad across the Asiatic continent, much more than the integrity of Corea and China, much more than the perpetuity of Japan as a nation. It means that personal liberty, right living and the world's welfare are at stake and that the Czar of all the Russias must be brought to a full appreciation of the situation.

Ships coming into New York harbor during the past two weeks have resembled animated icebergs. So much ice formed about the superstructure that vessels were rendered top-heavy, while the hulls became so thickly encased that the draught of water was increased to the extent of several feet. Sailors have endured great suffering in the performance of their duties. Passengers coming from the South and emerging suddenly from the warmth of the Gulf Stream land in New York in a shivering condition.

Tea is peculiar in this respect, namely, that the taste for it is an acquired one, and therefore it is dangerous to experiment with the sorts which time has proved to have suited the dealer's patrons. The kind that one has become accustomed to is the kind that one likes best, and it is difficult to wean one away from that sort of tea unless it is done very gradually and secretly.

New Prices on Rubber Shoes.

The event of the past week was the announcement of prices for the coming year by the United States Rubber Co., which was made promptly on February 1 as promised. The new discounts are 30, 5 and 3 per cent. for first grades, 30, 10, 5 and 3 for second grades. This is a change of 5 per cent. in the first discount, which was 35 per cent. last year, the other discounts being the same. The change makes an advance on the net prices of very nearly 13½ per cent. over the figures for last year, and a little less than 7½ per cent. over the prices ruling since June 1.

The prices announced hold good until June 1, and from June 1 to November 30 the second 5 per cent. discount is dropped, making the rate 30 and 3 per cent. for first grades and 30, 10 and 3 per cent. for second grades. This is practically the same arrangement that was in force last year and is the special inducement for early orders. The usual deferential discount of 5 per cent. extra is allowed on the Woonsocket and the Meyer Rubber Co. brands.

The only change in the gross price lists refers to the goods packed in cartons, and on these there is an advance of 1 cent a pair all through. There is also an extra charge for fleece lining in men's Hurons, or buckled lumbermen's lines, which is increased from 5 to 10 cents per pair. The policy which was adopted last year of doing away with the restrictions on jobbers' selling prices is continued for the coming year. This, it will be remembered, caused considerable alarm last year, as it was predicted that there would be a campaign of disastrous price cutting if the jobbers were not held to a rigid account in their contracts with the companies. As it turned out, however, the complaints about price cutting were less during the past year than for the previous seasons, when the companies undertook to control the prices for the jobbers by contract stipulations.

All parts of the salmon are not equally valuable, and it is very probable that consumers would be willing to pay a higher price for select parts of salmon canned under special labels. The belly pieces of the fish are surely richer and more tender and better flavored than the scrawnier and drier parts near the tail, or even superior to the shoulder parts, and if the belly parts were put into cans by themselves the average consumer might be willing to pay a high enough price for the selections to warrant the canners in packing them.

Recommend stewed canned tomatoes to consumers who are troubled with indigestion or sluggish liver.

GAS

ELECTRIC LIGHT & TRACTION

BONDS

EDWARD M. DEANE & CO.

BANKERS

SECOND FLOOR, MICHIGAN TRUST BUILDING

GRAND RAPIDS, MICHIGAN

WINDOW TRIMMING

Valentine Display Compassable by Any Country Merchant.

"Vanity, vanity, all is vanity!"

Did the author of the above quotation live in this Year of our Lord, nineteen hundred and four, and were he to have taken a meander up and down the principal streets of the Furniture City last Sunday, he would certainly have paraphrased the aphorism in this wise:

"Valentines, valentines, all is valentines!"

For, turn whichever way he might, the pedestrian was confronted with the very evident fact that the patron saint of the Fourteenth Day of February was abroad in the land with his bow and quiver, his thousands of verses expressive of the most ardent passion, the sincerest, the undyingest of love—if there be a superlative degree of the last-used adjective!

* * *

There is a small maiden I know, about the age of 4, a quaint, old-fashioned little body, who, when asked to bestow upon a tinier member of the household the remnant of a toothsome morsel she was causing rapidly to disappear down her oesophagus with great apparent delight, replied, as soon as the condition of her mouth would permit:

"There ain't agoin' ter be any left—there ain't agoin' ter be the shadow of a spot left!"

* * *

And by analogy I am reminded that no one believes all this extravagantly-expressed devotion—the recipient well understands that the sentiment which the valentines breathe is not true by the merest "shadow of a spot"—and yet—and yet—what heart is not touched, no matter how old or unused to exhibitions of tenderness, by the arrival, from some mysterious unknown source, of exaggerated verses dealing with the spark divine!

And so, each year, the store windows are full to overflowing with samples of the tender missives, intended to tempt the beholder to part with his money in amounts varying from "1c up to \$3," as a large white placard announced in one Monroe street window.

Time was when only legitimate stationery stores displayed these wiles of Cupid, but nowadays, as the memorable Fourteenth of Feb. draws nigh, all sorts and conditions of es-

tablishments make use of these symbols of love for advertising purposes. But especially is this true of the dry goods, candy and department stores. Hardly one of the three kinds named but has a window devoted in whole or in part to these machinations of the jolly old saint.

In place of the fine exhibit of books in one of the large windows of the Boston Store, on which I commented last week—one of the finest, in some respects, that the writer has ever seen in Grand Rapids establishments, either department or exclusive book stores—was an elaborately-arranged display of valentines; valentines big and little, expensive and otherwise. Here it was that the price card, "1c up to \$3," was observed. They were all very pretty, but the separate samples were not priced.

The writer saw many for which he might be induced to drag up "1c," but, as to giving up three "plunks" for a little bunch of embossed pink roses encircling the wicked little God of Love—nay, nay! His heart is not particularly callous, but it is too indurated by far for that. However, the assortment on the inside of the portals might have been of such a nature that he could not have withstood temptation and he might, if he had entered, have succumbed and invested three of his hard-earned Almighty D's in a bit of flummery to send to "His Valentine."

One object in this Middle-of-February window was visible way across Campau Square, and, for that matter, some distance up Canal street. It was an immense heart—to be accurate, a double heart. I took particular pains to notice its construction. It looked complicated, at first glance, but in reality could hardly be simpler to make, and any dealer in the merest hamlet by the roadside would have no difficulty whatever in fashioning such a heart-hit—or, perhaps I should say hit-heart, for the central heart (the "heart within a heart," as you will understand when I describe it in detail) was pierced by an enormous golden arrow. Whether the window trimmer had any sinister motive in employing a golden arrow for this sanguinary act is not known to those who gazed at the product of his hand and brain, but, inasmuch as "Money makes the mare go," he may have had the deplorable fact in mind that many a heart is winnable for a mercenary consideration.

But to the description:

The "innermost heart," about two and a half feet wide, appeared to have pasteboard or thin wood for its foun-

ation, which was padded and covered with cream-white cotton cloth studded with tiny gilt knobs (probably the heads of stickpins or diminutive ornaments from the trimming department). Here again the thought of gold obtruded itself on your inner consciousness, and was accentuated by the heavy gilt cord entirely encircling the outer edge of the inner heart.

As if to make amends for the gold



They Save Time

Trouble

Cash

Get our Latest Prices

Moore & Wykes

MERCHANDISE BROKERS

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

JAVRIL

The charm of Coffee without the harm

Full particulars on application

JAVRIL CO., LTD., Battle Creek, Michigan



Washington's Flour

Made in his mill at Alexandria, Va., was doubtless good, considering the machinery used in his day, but of course it could not compare with the perfect product which we are milling today.

Like Washington, our New Century Flour cannot tell a lie. It is true, pure, wholesome—not a grain of deception or imperfection in a barrel of it. Write for prices.

Caledonia Milling Co.

Caledonia, Mich.

Phone No. 9

Confidence

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

Forest City Paint

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

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

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

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

The Forest City
Paint & Varnish Co.

Kirtland St.
Cleveland, Ohio

Good as Gold

Flour is popular because of its unequalled quality. It is absolutely pure and retains all the nutritive and healthful properties of the finest selected wheat. Costs no more than the price asked for inferior products. We want one good dealer in every town to handle it. We have a novel advertising scheme for introducing it by which we can largely increase your flour trade. Write us.

PORTLAND MILLING CO., Portland, Michigan

decorations of the smaller heart, the outer one was composed entirely of violets, bringing to mind poor Ophelia, where she says,

"And there is pansies, that's for thoughts."

Radiating from the golden edge of the smaller heart to the rope of violets composing the larger one were seventeen flat strips of white cloth or fine-meshed canvas about two inches wide, one running to the lowest point of the violets heart and eight on either side. These were stretched with mathematical precision as to the spaces.

A heavy nickel upright rod a couple of inches in diameter supported the design at the back, and was unnoticeable unless one were looking for the means utilized to cause the hearts to assume the perpendicular. The whole design was about eight feet in height.

Of all the valentine decorations seen in the windows the past week this particular background stood out most prominent in the memory of the window-gazer.

The lower part of the window space was entirely filled with valentines, with the exception of the center in front, where were a few neatly-arranged delicate-covered small gift books.

One feature of this attractive exhibit I have overlooked mentioning, and that was two naked, flaxen-haired, pretty-faced little pink dummies, resting on a high ebonized stand at each side of the window, and dressed (you might better say undressed) to represent cupids. All the clothes they had on wouldn't keep them from freezing this zero weather, for, every stitch they could call their own was a wide sash of white satin ribbon and a pair of good-sized white wings (real feathers) from the millinery department, poor dears! The sash was continued up over the shoulder and back, where a quiver filled with golden (again the thought of mammon) arrows was deftly attached. Each little rosy Edenite held a golden bow (more gold) daintily in one hand and in the other was a beautiful valentine. Barring the fact that one felt almost sorry for them—it was so bitterly cold outside—they were certainly a cute idea.

* * *

Last week I said I would speak of the contents of the six small outside upright glass display cases of the Boston Store, and also of the unique exhibit of Edison phonographs and Columbia graphophones, but I shall have to give all these the go-by—and the good-bye—as it slipped my mind entirely that last Sunday was Saint Val's Day and it necessarily was entitled to some consideration.

For "Nature is fine in love; and, where 'tis fine, It sends some precious instance of itself After the thing it loves."

Programme for the State Convention and Kalamazoo Banquet.

Kalamazoo, Feb. 15—I send you the following programme for the State convention Feb. 23 and 24, and

the local Association's fourth annual banquet.

Tuesday, Feb. 23.

10 a. m.—Reception Committee will meet at the Association hall.

12:30 p. m.—All retail grocers and meat dealers will close for the day.

1:45 p. m.—First session of sixth annual convention.

1. Call to order.
 2. Announcements of committees.
 3. Address of welcome by Sam. Folz, Mayor.
 4. Annual address of President.
 5. Annual report of Treasurer.
 6. Annual report of Secretary.
- 3:15 p. m.—Reception Committee will meet Grand Rapids and other delegates at G. R. & I. depot.

5 p. m.—Smoker under charge of Homer Klap.

6:45 p. m.—Fourth annual banquet of the Kalamazoo Retail Grocers' and Meat Dealers' Association, under the management of John E. Stekete, as toastmaster:

Invocation—Rev. C. A. Hemine-way, Kalamazoo.

Address of welcome—C. Meisterheim, Kalamazoo.

Response—Chas. Wellman, Port Huron.

Kalamazoo—Hon. Sam. Folz, Kalamazoo.

Michigan—E. A. Stowe, Grand Rapids.

Selection—Grand Rapids grocers' quartette.

Address—J. S. Smart, Saginaw.

Organization—F. W. Fuller, Grand Rapids.

Poetry in Our Business—H. R. Van Bochove.

Xylophone Solo—E. Desenberg, Kalamazoo.

Address—E. Marks, Detroit.

The Modern Grocer—J. Geo. Lehman, Grand Rapids.

Selection—E. P. Gros, Battle Creek.

Selection—Grand Rapids grocers' quartette.

Manufacturers vs. Grocers—Walter K. Plumb, Grand Rapids.

Address—John Metzner, Detroit.

Grocers' Cultured Habits—H. J. Schaberg, Kalamazoo.

Piano Solo—E. Desenberg, Kalamazoo.

Selection—Ted. Daken, Kalamazoo.

Address—A. W. Thatcher, Toledo.

Local Legislation—E. A. Connelly, Grand Rapids.

Address—Walter Baker, Kalamazoo.

Selection—Grand Rapids grocers' quartette.

Remarks by M. Desenberg, Wm. Mershon, Steve Marsh, Walter C. Hipp, Sam. Hockstra, Clarence Miller and Mark O. Dover, all of Kalamazoo.

America—Sung by all.

Wednesday, Feb. 24.

9:30 a. m.—Second session of State convention.

1. Call to order.
 2. Unfinished business.
 3. New business.
 4. Election of officers.
 5. Selection of convention city for 1905.
 6. Good to the Association.
 7. Adjournment.
- 1 p. m.—All delegates and members

of the Reception Committee will meet at the Association rooms to take trolley ride to the Michigan State Asylum and other places of interest.

5-6 p. m.—Farewell service under charge of J. E. Van Bochove, Kalamazoo.

H. J. Schaberg, Sec'y.

Wm. H. Owen, Stanton: I have taken the Tradesman ever since Mr. Stowe was a boy, and guess I will not drop it just yet.

\$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.

**RUGS FROM OLD CARPETS
THE SANITARY KIND**

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

Petoskey Rug Mfg. & Carpet Co. Ltd.
Petoskey, Mich.



PREPARED MUSTARD WITH HORSE RADISH

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

THOS. S. BEAUDOIN, Manufacturer

Write for prices **518-24 18th St., Detroit, Mich.**

ELLIOT O. GROSVENOR

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

1232 Majestic Building, Detroit, Mich.

+++++

**Convex and Flat
Sleigh Shoe Steel,
Bob Runners,
Light Bobs,
Cutters, etc., etc.**

If in need of any of these goods write to us for prices before placing your order.

**Sherwood Hall Co., Ltd.,
Grand Rapids, Mich.**

+++++

Spring Trade is Near

We Have a Complete Line of

**Light and Heavy
Harness,
Saddlery
Hardware,
Collars,
Whips, Etc.,**

and can fill your orders promptly. We still have a good stock of Blankets, Robes and Fur Coats. Send in your orders.

Brown & Sehler Co.
West Bridge St., Grand Rapids
No Goods at Retail

Always in The Lead

When reduced to the question of quality at the price

Voigt's Crescent Flour

"BEST BY TEST."

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

You Should Never Be Without It.

VOIGT MILLING CO.
Grand Rapids, Michigan

AROUND THE STATE

Movements of Merchants.

Vicksburg—R. Baker has sold his drug stock to C. Guy Foster.

Grand Blanc—A. O. McNeil & Son are putting in a line of shelf hardware.

Ovid—Miss Jennie Rumsey has sold her millinery stock to Mrs. Lena High.

Detroit—Fred A. Schneider has sold his hardware stock to Ulick Cotey.

Pontiac—George Nusbaumer, grocer, has sold out to Thos. H. McConnell.

Gladwin—Frank Leonard & Son have engaged in the grocery and provision business.

Crump—Orren Carter has purchased the general merchandise stock of Jesse R. Rhodes.

Hastings—P. G. Bennett succeeds Geo. W. Hyde in the dry goods, grocery and bakery business.

Muskegon—The department store of J. O. Jeannot & Co. has been closed under a chattel mortgage.

Rochester—H. L. Wood and son Henry, of Ithaca, have engaged in the hardware business at this place.

Manchester—Yocum, Marx & Co., dealers in dry goods and shoes, have put in lines of clothing and furnishing goods.

Richmond—Chas. Davidson has purchased the clothing, grocery and boot and shoe stock of Forrester & Rzek.

Mason—Frank J. Brown has purchased the interest of his partner in the boot and shoe business of Brown & Loomis.

Rockford—W. W. Forrest has sold his drug stock and store building to Claude G. Becker, who will continue the business.

Big Prairie—J. C. Springer has engaged in the grocery business at this place, having purchased the stock of Henry Allers.

Owosso—H. D. Miller has purchased the grocery stock of his father, D. E. Miller, and will continue the business in his own name.

Eaton Rapids—Fowler & Smalley, implement dealers, have dissolved partnership. The business is continued by Fowler & Freer.

Zeeland—Timon VandenBrink and Jacob Boes have formed a copartnership under the firm name of the Enterprise and engaged in the meat business.

Pontiac—Isaac Walters, who has been connected with W. A. Linabury & Co., butchers, for several years, has purchased the meat market of John M. King.

Mason—Brown & Loomis, dealers in boots and shoes, have dissolved partnership, F. J. Brown having purchased the interest of his partner, C. J. Loomis.

Port Huron—James Fulwood, who recently purchased the grocery stock formerly owned by J. C. Price, has sold the stock to Robert Taylor. Mr. Taylor will retain Mr. Price as manager of the business.

Wheeler—Adam Johnstone has purchased the stock of the Buck Grocery Co. Mr. Buck expects to soon leave for Washington, where he has secured a position.

Mason—Brown & Loomis, boot and shoe dealers, have dissolved partnership, F. J. Brown succeeding. Mr. Brown has been engaged in business at this place for the past eighteen years.

Detroit—Voluntary assignment has been made by the Pinar Del Rio Cigar Co., 224 Jefferson avenue, to Matthew H. Bishop. The assets are placed at \$3,796.73 and the liabilities at \$3,194.95.

Stanton—H. D. Johnson, who has conducted the New York store at this place for the past three years, has sold the stock to J. C. Shepard, of Middleville, who has already taken possession.

Zeeland—Wm. D. VanLoo has severed his connection as salesman and book-keeper with the Zeeland Milling Co., and purchased an interest in the general merchandise stock of Jacob Vanden Bosch.

Northville—C. M. Joslin, of the coal firm of Joslin & McKahan, has bought a half interest in the shoe business conducted here for the past ten years by C. A. Sessions, and the firm will now be Sessions & Joslin.

Sault Ste. Marie—M. W. Shafer has purchased the interest of his partners in the agricultural implement and vehicle business of Shafer, Ogden & Kiefer and will continue the business in his own name.

Traverse City—The C. E. Taylor Coal Co. has been organized with a capital stock of \$10,000, held in equal amounts by C. B. Taylor and P. R. L. Carl, with the exception of two shares, held by F. M. Taylor and N. G. Carl.

Tekonsha—Morse & Toland have leased the Henry store building and will open a clothing and men's furnishing goods stock about March 1. Both gentlemen have been connected with the clothing business in Battle Creek and Marshall.

Albion—B. Julius, the merchant who disappeared last week, is still among the missing, in spite of the efforts of the local and Chicago police to find him. The missing man's financial affairs are all right and his absence is giving his friends much concern.

Adrian—S. A. Slack, for a number of years purchasing agent for the retail grocery firm of Slack & Co., of Chicago, has purchased a half interest in the meat business of W. Spielman. A line of groceries will be added and the business conducted under the style of Spielman & Slack.

Battle Creek—The Schroeder-Curtis Co. has been organized to embark in the general merchandise business at this place. The authorized capital stock is \$40,000, held as follows: L. M. Schroeder, 160 shares; S. Schroeder, 110 shares; E. G. Curtis, 70 shares, and C. G. Curtis, 60 shares.

Grand Haven—W. J. Baker, Louis J. Baker, H. Meyer and E. W. F. Moll have formed a company to engage in the general merchandise business under the style of the People's Mercantile Co., Limited. The capital

stock is \$8,000, and is held in equal amounts by the members of the company.

Battle Creek—W. A. Wattles, of this city, and Frank E. Strong, of Homer, have formed a copartnership and engaged in the hardware business under the style of Wattles & Strong. The business will be conducted at the location of Mr. Wattles, who was formerly engaged in the implement and vehicle business.

Muskegon—John Hilt, who was formerly in charge of the wall paper department of J. O. Jeannot & Co., has purchased an interest in the wall paper and paint business of George V. Panyard, at 18 and 20 South First street, and will hereafter conduct the sales department. The new style is Geo. V. Panyard & Co.

Belding—J. H. Henderson, who has conducted a general merchandise business on South Bridge street for the past four months, has consolidated his stock with the grocery stock of his former partner, L. D. Pierce, of Pierce Bros., and purchased the interest of H. E. Pierce. The business is continued under the old style of Pierce & Henderson.

Lawton—B. Rice, who closed his dry goods and clothing store here a few weeks ago and left town suddenly, left a number of unpaid bills, it is claimed, and his creditors are looking for something tangible with which to satisfy their claims. The stock left behind inventories about \$80 and claims against Mr. Rice aggregate more than \$1,200, due principally Chicago and Grand Rapids creditors.

West Bay City—The Michigan &

Ohio Coal Co. has been organized to engage in the coal business, operations to be carried on at Jackson in addition to this place. The new concern has an authorized capital stock of \$35,000, held as follows: Alex. Zagelmeyer, 950 shares; Jos. Bied, 200 shares; L. Eckhorn, 100 shares, and J. A. Bird, 50 shares.

Alpena—W. H. Wilson, of Hagensville, and W. A. VanLoon, of Metz, have purchased the general merchandise and implement stock of Robert McHarg, at the corner of Third street and Washington avenue. The store will undergo extensive repairs and, as soon as completed, will be stocked with farm implements, vehicles, harnesses, sewing machines, hardware and groceries. Mr. Wilson has been engaged in the general merchandise and farm implement business at Hagensville since 1897, which business will be continued for the present. Mr. VanLoon owns a large farm in Presque Isle county. The new store will probably be opened about March 15.

Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids
Detroit Opera House Block, Detroit

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

Vege-Meato Sells

People

Like It

Want It

Buy It

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

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

American Vegetable Meat Co., Ltd.

Grand Rapids, Mich.



The Grocery Market.

Sugar—(Wm. H. Edgar & Son)—The raw situation remains substantially unchanged, with refiners interested only as their needs suggest until an opportunity offers to secure a fair amount of sugar at a concession. This condition will doubtless continue until all selling pressure ceases. Europe varies slightly from day to day, averaging to hold around a parity of about 5-16c per pound above our market. Refined has developed no new feature, the advance of 5c on bulk bags granulated being the only event of the week. A fair run of new orders were entered simultaneously with the advance in the price of bags. Daily withdrawals on old contracts are very satisfactory for the season. A slight improvement is noted in the amount of freight, but it will be some time before normal conditions obtain. A heavy storm would bring about worse delays than any yet experienced. We therefore advise liberal shipping orders well in advance of requirements.

Tea—So far, there has been no direct movement traceable to the war, but unquestionably if the fighting continues any length of time it will result in higher primary markets. Japan will undoubtedly be compelled to levy an export duty and the general demoralization of the war will make the tea more expensive. Compared with the low point of the season, prices in primary markets are already two cents advanced and further rises are likely at any time, especially when the fact is remembered that there are no surplus stocks of teas in sight anyway. Locally there is nothing new in their situation and as far as known prices have not been advanced.

Coffee—The present price of Rio No. 7 shows a decline from the very highest point of about 1½c. Rio is still nearly 3c above the price ruling in September. Low grades are very scarce and bring a considerable premium. Medium and high grade Santos are firm at present prices and show about 1¼c decline from the highest point. The Santos market is now about 2¼c above the September basis. The general feeling is that while prices may not go as high as the highest point reached, still the decrease in the visible supply may cause further advances to some extent. There is less of uneasy speculation about the market now than for some time.

Canned Goods—Tomatoes on spot are unchanged and quiet, but firm. Holders are strong in their ideas and seem to be expecting higher prices when spring demand sets in. No futures are selling. Spot corn is steady, but with no special demand. There would be an active business if prices could be shaded 2½@5c, but they cannot be. Future corn is quiet also, and unchanged. There is a good inquiry for low-priced peas, but not so much for higher grades. Low grades are scarce. Nothing is doing in fu-

ture peas except in some old-established brands. The Baltimore fire has not affected the markets for Baltimore canned goods to any extent, as it did not touch the canned goods district. The general line of Baltimore varieties is unchanged. California canned goods are quiet, except for odd lots moving every day.

Dried Fruits—Prunes are selling well on spot at prices lower than on the coast. Spot stocks are getting reduced, there being none coming forward. The coast market is firm on a 2½c basis. Peaches are quiet. Spot prices are below the coast parity. Currants are dull and unchanged. Seeded raisins have declined ¼c, so far as the association's price is concerned, but as the recent advance of ¼c did not affect the Eastern market the decline will likewise have no effect.

Provisions—There have been some advances in provisions during the past week. Compound lard has advanced ¼c and pure ½c. The very good demand is the cause. Barrel pork has advanced \$1 per barrel, both butt and family, by reason of the war complications. Hams of all grades are unchanged and the demand is good. Dried beef is unchanged and dull. Canned meats are also unchanged.

Syrups and Molasses—New Orleans advices report a strong market for grocery grades of molasses, with practically no supplies coming to market and the small stocks that the dealers are carrying held at firm prices. Sugar syrup has held firm. There is considerable strength to the corn syrup situation on account indirectly of the war, which has had a strengthening effect on cereals.

Fish—Mackerel is in light demand and the market is still easy. Lent is expected to do something for the demand. Cod, hake and haddock are quiet and strong. No further change in price has occurred in cod or haddock by reason of the extreme scarcity. Hake is unchanged and dull. Sardines are unchanged and quiet, there having as yet been no general offering of futures. Salmon is dull and unchanged.

New Lime Company.

The Superior Lime Co. has been organized, with a capital stock of \$30,000, of which \$15,000 is paid in, which amount is held in \$2,500 shares by Geo. T. Zipp, A. J. Zipp, A. E. Copping and H. L. Zipp, Thomas J. Scroggie and Fred W. Zipp. The officers of the corporation are as follows:

- President—Geo. T. Zipp.
- Vice-President—A. J. Zipp.
- Secretary—A. E. Copping.
- Treasurer—H. L. Zipp.

The corporation has acquired a tract of land at Bay Shore, adjoining the properties of the Bay Shore Lime Co., on which it will erect kilns and an office building, with a view to being in the market with a line of lime by May 1. The business will be under the direct management of A. E. Copping, of Edmore, who was on the road for the Deering Harvester Co. for eight years and who has been district manager for the International Harvester Co. of America for the past two years.

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 26c for choice and 27c for fancy. Receipts of dairy grades are not so heavy. Local dealers hold the price at 12c for packing stock, 15c for choice and 18c for fancy. Renovated is steady at 18@19c.

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 continues high and strong, 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, 75c@\$1 per doz. Drawn rabbits, \$1@1.50 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. The price will be higher this season, owing to the large amount of stock lost by local growers as the result of the cold weather. Frank M. Strong had the misfortune to lose about \$1,000 by the explosion of a boiler.

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

New Potatoes—Bermuda, \$2.75 per bu.

Onions—The market is strong and firm. 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.

Poultry—Receipts are small, in consequence of which prices are firm. Chickens, 14@15c; fowls, 12@13c; No. 1 turkeys, 18@19c; No. 2 turkeys, 15@16c; ducks, 14@15c; geese, 12@13c; nester squabs, \$2@2.50 per doz.

Pineapples—\$5.50 per crate.

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

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

Radishes—35c 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.

All Aboard For Kalamazoo.

Grand Rapids, Feb. 15—The Grand Rapids Retail Grocers' Association, through the Committee on Arrangements, begs to announce that the invitation extended by the Kalamazoo

Retail Grocers' Association to the State convention and banquet has been formally accepted and that arrangements have been made for all who desire to go.

The train leaves the union station at 1:50 p. m., returning after the banquet. Round trip, \$1.45. Tickets can be purchased from the Committee or at the depot the day of departure.

Great preparations are in progress by our fraters in the Celery City, such as reception at depot with brass band upon our arrival, parade, a visit to the Asylum, and at 8 o'clock a banquet free of any charge. A first-class programme will be provided to keep us busy while there.

Kalamazoo expects 400 visitors from Grand Rapids. Let us not disappoint them, but turn out and show our loyalty to the best friends we have in the State.

For further particulars you may address any of the Committee. But whatever you do, turn out and have a good time, thereby making the State convention the success it merits.

Yours respectfully,

F. W. Fuller,
F. L. Merrill,
Homer Klap,

Committee on Arrangements.

Will Make Loose Leaf Ledgers.

Among the new enterprises born in the month of February is the Edwards-Hine Co., which has purchased the bindery plant of the Grand Rapids Lithographing Co. and will not only carry on the line of business of the old company, but will also make an up-to-date line of loose leaf goods and fancy bank pass books. The new company now has more than thirty hands at work in the factory. W. H. Edwards, Secretary and Manager, has been Superintendent of the old shop for about ten years. He came here from Saginaw to take charge of this shop and has proved his efficiency by building the business up from a factory employing three people to its present proportions. Will M. Hine, President of the company, has been in the commercial stationery business for the past nine years and needs no introduction to Grand Rapids people. John H. Clay, Vice-President, is President of the Grand Rapids Lithographing Co. and has a wide acquaintance. Frank S. Coleman, Treasurer, is Assistant Cashier of the Old National Bank and his acquaintance extends all over Western Michigan.

Potter & Moon, formerly engaged in the grocery business at Otisco, have opened a grocery store at Belding. The Musselman Grocer Co. furnished the stock.

Alpena—W. H. Wilson and W. A. VanLoon, of Hagensville, have purchased the general merchandise and implement stock of R. McHarg, on Washington avenue.

C. A. Benedict has sold his grocery stock at 1255 South Division street to G. W. Collins, who will continue the business at the same location.

Ingleright & Kercher have opened a new drug store at Rose City. The Hazeltine & Perkins Drug Co. furnished the stock.

"Where There's a Will There's a Way."

Written for the Tradesman.

Happy Hi Wain with his almost Chinese cognomen had settled down into some very comfortable quarters on Grant avenue, and with the spirit and genius which had won his place for him on the reportorial corps of "The Eastern Star" proceeded to keep the readers of that influential periodical posted upon the vital questions of the day in that important mining center. Busy with the exacting duties of his profession he had little to do with the other lodgers of the house, but as time went by he became more or less familiar with them and as he caromed against them in the halls and on the stairway he finally "cut out" the two young fellows who had quarters next door as young men whose acquaintance he was willing to acknowledge if not to cultivate.

The unconventional social code of the Middle West finally took in hand that last idea and it was not long before the look of recognition became a nod, soon accompanied by a hearty "Hello!" and then, one long quiet Sunday afternoon when the luxurious Hi Wain was luxuriously enjoying his cigar and an unusually fine number of the "Magazine," a gentle tap at the door, followed immediately with a doubtful "Come in" was succeeded by the entrance of Don Dale.

A single glance at the tall and slenderly built frame suggested the reason of his coming to the metropolis of the Rockies and this suggestion was confirmed by the prominent cheek bones and the too thin face which mark without question the Colorado "lunger." His coming had not been without hope and the wonderful climate, seeming to take an interest in the case, had settled down to business at once and amendment was faintly perceptible. Not only had waste been stayed, but the well-fitting and comely garb he wore showed signs of regaining its old-time fulness and so an early discarding of the old-time hopelessness which three months ago had been a leading feature.

"Ah, Dale, is it you? You couldn't have come in a more opportune time. You find me every inch at home and more than glad to see you. Choose thou betwixt the easy chair and the lounge, only let me urge upon you one of these 'Cuban testimonials of kind regard' as the good-hearted gift-maker puts it in the letter that came with the box. They are not strong and I think you'll like them. I have something hot here in the way of lemonade. It's the only sign of weakness you see about me, if you call it that. It's a home relic. There are something over a half-dozen of us when we are all at home—mostly boys—and on a Sunday like this when it's keen and cold mother always has for us a treat of hot lemonade. A fellow doesn't like to give up such things all at once—I don't, anyway—and so I try to keep up the home life and the home feeling as often at least as once a

week. Is your cigar drawing easily? It's the cosy chair, is it? Good; now I'll put this stand between your chair and mine so the pitcher will be handy and if you're amenable to a piece of sound advice you'll make a footrest of the lounge. There, now, here we are! I don't believe that for a quiet time this can be beaten. Everybody out here comes from somewhere. You're from the East, aren't you?"

"From the Keystone State. Climate too much for me. You see, I did my growing between fourteen and fifteen—I'm twenty now—and by the time I was sixteen I was as tall as the nineteen-year-olds and began to go with them. I got to being out too much nights and before I knew it I took cold and I wound up by coming out here. I had then the idea of getting over it and then going back to school; but it took a good while to get started in the getting well business—for three years I didn't know how it was going to turn with me—and then father was swamped in business and I was flat on my back like a turtle. I have managed to flop over; but here I am without a cent besides what I am getting from my not much of a salary and, what is more, I had to cut school—no, I didn't have to, but I did—so my chances of going up are mighty slim on the ground of ignorance. I don't know what I'm going to do. The outlook isn't encouraging."

One of those silences followed which cigars alone can improve. Dale made use of it in looking over the comfortable quarters around him. Wain had been brought up in the atmosphere of books, considered them as companions and loved them as such and consequently depended upon them for companionship. He had, as a matter of course, brought them with him and there they were, a goodly array, confirming in the young man's daily life what Bacon has so tersely and attractively said of them. Their silent influence was at once brought to bear upon Don Dale, and the good cigar and the comfortable chair and the old-time home quiet, unknown now for some years, soon made their presence felt and at last he spoke with his tongue:

"I wish I had such a room as this. It makes me think of home. Mother used to get us down by the fire evenings and Sunday afternoons and read to us. She has a strain of Scotch in her and so Walter Scott was what we had first to feed on. Ivanhoe and Kenilworth and the whole lot she read to us and long before the Waverly novels were done the habit was fixed on every one of us and she confirmed it by reading the best of later writers. So we had Dickens and Thackeray and the rest, and then I had to make a fool of myself—and get sick and—and—the whole blamed lot—and here I am cut adrift and—" The rest of the sentence floated skyward in curls of fragrant blue, gazed at by a pair of tender eyes that saw there the dear old home, crowded with boys and girls in the firelight and the lamplight and the mother reading to them.

Hi Wain took advantage of the quiet that followed by studying unnoticed the face and the life-glimpse that chance and circumstance had just presented and he couldn't help wondering what he had to do with it. This boy was nothing to him. He, Hi Wain, had his own affairs to look after and he found in doing that all he had time to do. He was realizing all that the paper expected of him, more than one flattering comment had reached him, and, what was much more to the purpose, a much more substantial sign of approval of his work had come from the office signed by the Treasurer of the company. Why should he care for this—well, outcast was the word gleaned from the fellow's own story, and the Wains had never had anything to do with that sort of person, you know—and under the circumstances—er—and yet, and yet, he, too, saw in the fragrant blue the home and the reading mother and the listening boys and girls; and the absent one was here in his room pleading silently with his pale death-threatened face for help which he, a Wain, could render and selfishly wouldn't!

The cigars were half gone and Wain with his kept simply alive breathed forth an occasional puff and studied the young fellow before him and pondered the question that puzzled him.

"If you could do exactly what you want to do, what would that be?" asked, finally, the Eastern blue-blood, for that is exactly what he was.

The spirit that was away off under the old home-tree suddenly came back and splashed the pale cheeks first with crimson and then with white in quick succession.

"Oh, it can make no difference now. What has been has been. I have thrown away my birthright without even a mess of pottage to console me and I haven't a bit of the baby-act stuff in me. I can't go back and I don't want to go back. I've lived it for years now and I'm going on living it and I shall get used to it in time and sha'n't mind it. This is a mighty good cigar. Did you say it came from Cuba?"

"We'll have that a little later. If you—What do you want to do?"

"Go to school."

"Then take in Dick's night school."

"I've no place to study and I can't afford to room alone. Danford is always in the room and always noisy. Oh, it's no use—"

"Study in here and I'll give you a lift when I can. Now see here, Dale, I haven't a bit of the saint in me and I'm not going to open a school of philanthropy; but I think I know a bit of good stuff when I see it. I see it now in you. If you are in dead earnest I'm your man until you catch up. You won't get any money and you won't get anything but a good chance. I won't even hold you up; but if you want to stagger to your feet I will help you do that. Then if you have brains enough and will enough to do the rest for yourself I'll see to it that circumstances don't keep you from putting up the

best fight you know how. It's going to be an illustration of the old proverb: 'Where there's a will there's a way.' You furnish the will and I'll see that you have the way. Is it a go?"

Don Dale's lips went through the movements necessary to express "It's a go," but no voice was heard. Even the lips were too much a-quiver to make a good job of it; but Hi Wain didn't care for that. He had caught enough of the spirit of the Wyoming plains which he had lately visited to meet all present demands and leaning forward with extended hand and in a voice that the prince of cowboys might have envied he said, "Put it there, pard!" and the thing was done.

And Don Dale? He's all right!

Richard Malcolm Strong.

When Nature Nods.

Nature nods undoubtedly at times, as in the case of the child born without a brain, whose case has been made public this week. Not long ago an infant was born and lived for three weeks with a hole through its heart. Thousands of us are color blind, others have no musical sense. And there are many Laura Bridgmans, many Helen Kellers. The Queen of Roumania has, or had, at her court in personal attendance upon herself the daughter of a blind nobleman. She could neither hear nor speak, and had to be taught to communicate by holding the throat of a speaker, and imitating the vibration produced by the effort. But what a grudge against nature must such a one as Lyon Playfair discovered ever feel!

Here was a girl who was blind, deaf, dumb and could neither taste nor smell. One might be pardoned for asking if such a life was worth living. Yet there was a beautiful lesson in such an existence, as the great warm heart of Playfair discovered. He sent her a pretty finger ring, and the poor mite replied in this pitifully pretty letter: "Dear Sir Lyon Playfair—Sir Lyon Playfair sent Edith ring in box. Edith thank Sir Lyon Playfair for ring. Sir Lyon Playfair come to see Edith. Goodby.—Edith." During his first visit the child had closely examined his hands, wrists, arms and face, her touch being marvelously accurate. A year later he went again to see her. At first she did not recognize him, and no one betrayed his identity. At length she turned back the cuff of his shirt and touched his wrist. Her face lighted up with intense joy. "It is the Englishman who gave me the ring," she rapidly spelled out on her fingers. And in a second she had flung her little arms around his neck and was weeping with delight at the recognition.—St. James Gazette.

Tea has a ripening period or process like fruit, and when their prime is past the teas decay. Therefore it is wrong to buy tea too heavily, trusting to distant requirements to take the invoice off one's hands.

Salad dressing is a compound of salad oil, vinegar, sugar, mustard, eggs and salt.

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

LESS 2 PER CENT FOR CASH

NOTIONS AND STATIONERY

Item	Cost	Item	Cost
1 dozen M. C. Peacock Pins	\$0.34	1 dozen American Hair Pins	\$0.25
1 dozen papers, No. 3 Manchester Safety Pins	.33	1 dozen No. 306 Purses	.30
1 dozen No. 2073 Key Chains	.37	1 dozen No. 660 Pencils	.25
1 dozen Invisible Drawer Supports	.35	1 dozen No. 113 Pencils	.30
1 dozen No. 277 Hair Pins	.40	1 dozen No. 235 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	.38
1 dozen No. 20281 Men's Armbands	.30	1 dozen No. 23539 Memorandum Books	.40
1 dozen No. 36 Ladies' Garters	.30	1 dozen No. 23619 Counter Books	.25
1 dozen No. 20261 Men's Garters	.35	1 dozen No. 23597 Composition Books	.33
1 dozen Alex. King, 40 black	.20	1 dozen No. 23616 Receipt Books	.40
1 dozen Alex. King, 40 white	.20	1 dozen Cash Sales Books	.25



HARDWARE AND TINWARE

Item	Cost	Item	Cost
1 dozen No. 26 L. P. Hammers	\$0.35	1 dozen Nut Crackers	\$0.35
1 dozen No. 8 Glass Cutters	.27	1 dozen 3-quart Milk Pans	.36
1 dozen Tracing Wheels	.30	1 dozen 1-quart Dippers	.38
1 dozen No. 2241 Locks	.35	1 dozen 10-inch Pie Plates	.28
1 dozen No. 78-3 Barrel Bolts	.40	1 dozen 10-inch Deep Cake Pans	.34
1 dozen No. 3 Door Pulls	.40	1 dozen No. 250 Mixing Spoons	.30
1 dozen 4x5 Brackets	.35	1 dozen 1-quart Pails	.40
1 dozen No. 161 Harness Hooks	.40	1 dozen 2-inch Cravy 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	.28
1 dozen No. 8 Rivets and Burrs	.30	1 dozen No. 13 Comb Cases	.40
1 dozen No. 80 Fire Shovels	.35	1 dozen pint Stamped Cups	.30
1 dozen 4-inch Slim Taper Files	.28	1 dozen 4 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	.38
1 dozen Meat Pounders	.38		



WOODENWARE, BRUSHES AND WIRE GOODS

Item	Cost	Item	Cost
1 dozen Assorted 14-inch Chair Seats	\$0.39	1 dozen No. 2020914 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



GROCERS' SUNDRIES, TOYS, ETC.

Item	Cost	Item	Cost
1 dozen No. 196 Soap	\$0.35	1 dozen Skip Easy Tops	\$0.35
1 dozen No. 311 Soap	.35	1 dozen No. 110 Inflated Balls	.37
1 dozen Williams' Mug Shaving Soap	.40	1 dozen No. 25 Solid Rubber Balls	.40
1 dozen No. 5 Stove Blacking	.35	1 dozen New Return Balls	.30
1 dozen No. 58 Perfume	.40	1 dozen No. 652 Mirrors	.35
1 dozen Talcum Powder	.35	1 dozen Diamond Base Balls	.40
1 dozen Pink Face Powder	.30	1 dozen No. 526 Sea Island Cotton	.30
1 dozen Oris Tooth Powder	.40	1 dozen Yards Shelf Oilcloth	.45
1 dozen Petroleum Jelly	.30	1 dozen No. 232 Chamois Skins	.40
1 dozen Machine Oil	.30	1 dozen No. 4 Shoe Blacking	.23
1 dozen No. 23442 Pipes	.45	1 dozen No. 72 Soap	.25
1 dozen No. 23095 Match Safes	.40	1 dozen No. 300 Soap	.25
1 dozen Dying Pig Balloons	.35	1 dozen No. 308 Soap	.30
1 dozen Lucky Pennies	.40		



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E. A. STOWE, Editor.

WEDNESDAY - FEBRUARY 17, 1904

A MERE MATTER OF BULK.

Look at it as we may the Muscovite is a hayseed and one of the rankest type. There is no advancement, there has been none and there will be none because that is something he does not believe in and something, therefore, that he does not intend to have. The concrete only has influence with him. He can understand land because he can see it and own it; and so with him the bigger the farm and the larger the number of acres the more important, the more powerful and the more absolute the man and the master that owns these. Civilization as such has no charm or attraction for him. It means nothing. Tricked out in gorgeous regalia it has something to please the barbaric eye, but, unless there is something in the glove that hints at the iron hand it hides, to the Slav it is nothing. There may be something in the plea that mind is matter's master but not much. It is the big nation with the big territory that alone can hope to last, exactly as it is the big human giant that holds the ordinary man with his little fist in contempt. So, with bulk as the standard of strength, the empire of Russia has added square mile to square mile until the greater part of the territory of two continents is hers.

The getting of these square miles makes up her history. It hardly needs repeating here. It is a story from first to last of determined, courageous struggle after absolute power, the abuse of it and, in the face of history, its continued abuse until outraged humanity calls for a halt, which the civilized world begins to insist upon. It was the invincible Peter that gave life to Russia. Then Archangel on the White Sea was Russia's only seaport, a condition that was improved upon by wresting the Baltic shore from Sweden, the Euxine Sea from the hands of the Turks and, later on, by the seizing of Azof, the key to the Black Sea and Russia's first harbor on the south. With this port in his possession came the hope of his life and the longing for an empire worthy of the name and the family that he had already determined to leave behind him. Across the waters of the Black Sea from his newly-won Azof he saw—or fancied he saw—the city that

Constantine the Great had made the capital of the Roman empire, with its luminous cross and its well-remembered legion, and, like other royal heads that the world has called Great, he dreamed that one day the throne of the Romanoffs would be set up at Constantinople and that his descendant would be seated upon it and dictate as Caesar to his kingdom, the obeisance-making world. That is the vision of the Bear to-day and, whatever may have been the means of accomplishment in the mind of Peter, it seems to be the hope of the modern Caesar (whose misspelled name gives us the modern "Czar") by limitless territory and by mere masses of men to crush and trample down all opposition and so seat the Muscovite upon the old Roman throne. So territory once Russian remains Russian. So Siberia becomes Russia in Asia. So Poland disappears in the eclipsing shadow of the Great Bear and so Manchuria is hidden to-day under the tremendous foot that covers and claims it.

The success which has so far attended the ambitious land-grabber of the Eastern Hemisphere has set afloat the question often asked, whether history has ceased repeating herself or whether Russia is to be the exception that confirms the rules. Xerxes depended upon numbers and Thermopylae was made immortal. Marathon is reckoned as one of the decisive battles of the world, but it was won by the invincible few; and was it at Leuctra that the Theban six thousand taught bulky Sparta that the battle is not always to the strong? The work of the Roman legion in Gaul carries with it a lesson with a moral to those who care to study it and, since the struggle for liberty began, time and place and circumstance have shown again and again that bulk alone is bulk only, with power to crush exactly as inanimate nature crushes; and mere bulk is Russia's greatest defense. The man behind the hoe is her truthful representative. He is steeped in ignorance that belongs to the Dark Ages. Free thought and free speech are utter strangers to him and the American idea of education is unknown to him. Serfdom was abolished some forty years ago, but the advance of the people, as such, has been so slight that it can hardly be said to exist. Love of country is there unknown and the assertions of the official press of St. Petersburg that 130,000,000 Russian hearts are beating with indignation at the course Japan is pursuing is as ridiculous as it is untrue. More than half the entire population of Russia can be counted on as opposed to the government and are held in subjection by force. It is simply bulk without brains and leads safely to the conclusion that the old order of things has not been reversed—that history does repeat itself, that mind still rules matter and still asserts itself and that Russia will find, as the ignorant and the overbearing and the abuser of power always finds, that there is an end to these things and that that end is disaster and ruin and nothingness.

THE GENERAL WELFARE.

Among the comparatively new developments of trade and commerce, as it is practiced to-day, is the mutual association of men representing all departments of business for the general good of the community in which they live. They are called, variously, Boards of Commerce, Boards of Trade, Business Men's Associations and Citizens' Associations, and there are very few cities of 1,000 or more inhabitants in America that are without such an association. And these bodies, when correctly organized and wisely conducted, are invariably beneficial to the cities they represent.

There are obstacles in the way of each one of them, however, to be removed only through education. One obstacle—the confounding of their character with that of a Stock Exchange—is because of the names selected. Another, and an aggravating hindrance, is the offspring of jealousy—one set of men arraying themselves in opposition because of a belief that another set of men constitute a "ring" and are working solely for their own personal interests. Yet another barrier to the progress of these institutions is born of bigotry and the narrowest sort of judgment which protests because such organizations fail to entangle themselves in local politics, governmental (municipal chiefly) affairs and doctrinal propositions.

Your temperance advocate loses his temper because "the board" does not take up his hobby; your baseball enthusiast gets out of all patience because "the board" does not invest in a league team; another citizen waxes wroth because the Board of Public Works is not "ripped up the back" by the association organized with an eye single to the general welfare.

And thus we reach the key note: What constitutes the general welfare?

No one man nor no half dozen men, however honest, however loyal, however successful they may be, are licensed to fairly answer that question except they be developed to a splendidly broad sense of right and fairness. The general welfare embraces all creeds, all avenues of human intercourse, and invariably resents any interference by individuals or organizations who fail to obliterate selfishness, who do not recognize the value of harmony in their policy and practice.

No association of citizens voluntarily organizing for the purpose of promoting the general welfare is required to dictate formally and as an entity to any legally elected or appointed Government official; no such organization is required, as a body, to meddle in any fashion in the affairs of any religious organization; it is out of place for any Board of Commerce or other voluntary organization of citizens to espouse any proposition that is purely personal or purely individual. It is impossible for the general welfare ever to dwindle to the puny proportions of the purely personal. There is no patriotism worthy the name that is

not founded upon lines much broader than the purely individual.

Until these lessons are learned, until such an education has been acquired by an association for the good of the general welfare, that association will be unable to accomplish the benefits so fondly hoped for. And this preachment is offered in the firm belief that the Grand Rapids Board of Trade has learned its lesson and that, after about sixteen years of steady and honest effort, it has reached a condition of broad public spirit, perfect harmony and true patriotism, by virtue of which it is to-day a most potent factor in the city's progress and prosperity.

And what has been and is being accomplished in Grand Rapids can be equally well attained in other cities, if, like Grand Rapids, the truth be recognized and practiced that the organization be made on a broad basis; that whatever comes to your neighboring city—through failure to secure it yourself—helps your city and all adjacent cities; that the small city may help the larger one just as the larger one helps the lesser. Jealousy and suspicion can have no place in the membership of the successful organization of Business Men's Associations, and good, old-fashioned patriotism and loyalty to your home town first and to the adjacent territory afterward must be basic factors. Above all, be fair, persistent, patient and generous. Bear in mind that your membership in such an organization counts for just as much in the success of the body as does membership and the holding of an office in the association; so that no one member can be more valuable than another, no one member can be more energetic, more broad in his public spirit and generosity and more earnest in his loyalty, than are the other members—that is, if your association of business men is formed along correct lines and is conducted wisely.

Comparatively few proportionately and a very large number in the aggregate are left-handed. It is regarded as something of an oddity, and parents who see signs of it in their little children try to break them of it and make them right-handed, if possible, or at least ambidextrous. They will try to do so all the more if they pay attention to Prof. Lombroso, a celebrated Italian alienist, who says in an article published in the North American Review that most left-handed persons are congenital criminals and that the percentage of left-handed criminals is greater among women than among men. That is a pretty severe arraignment. Not all left-handed people are criminals, either men or women, although some of them are, and for that matter the same may be said about right-handed people. Granting that it is a misfortune to be left-handed and that it is an evidence of some queer quirk, it does not follow that state prison yawns for all those so afflicted. There are some very nice people who are left-handed and some very good base ball pitchers.

WORK OF THE YEAR.**Annual Reports of the Grand Rapids Board of Trade.**

At the annual banquet of the Grand Rapids Board of Trade, held at the Lakeside Club last evening, the following annual reports were presented by the officers and committees:

Executive Committee

As Chairman of the Executive Committee, it gives me great pleasure to report that the members of my committee have, during the past year, shown an abiding interest in the welfare and efforts of the Board of Trade both by generous attendance at the committee meetings and by sincere and careful consideration of all matters brought to their attention. And by virtue of such loyalty, I deem it my privilege to congratulate the Board of Trade on the fact that in spite of various new undertakings put on foot; in spite of extraordinary demands upon the hospitality of the city of Grand Rapids and in spite of the unforeseen and unavoidable conditions in relation to the annual excursion of the Board of Trade, the expenditures recommended by the various standing committees and approved by the Executive Committee—the total expenditures by the Board of Trade during the past year have been kept within the annual income of the organization.

Permit me, in this connection, to refresh your memory as to a few of the details in the matter of expenditures. First among the unexpected demands was the visit of the delegation of German agriculturists, an incident very well worth all that it cost. Next came the enlargement and re-arrangements of this assembly room and the putting in of additional furniture; an improvement imperatively demanded by the needs of our organization. Then came the effort to add to the achievement of securing the passage of the Normal School act, by obtaining for this city the presence of that proposed institution. While this effort was sincere and the outlay considerable, there are no sore spots remaining over the triumph of our our extravagantly generous neighbor, Kalamazoo. Coincident with the foregoing came the preliminary expenses attending the organization of the Parks and Boulevard Association—an enterprise well established that means much to the material and spiritual advancement of our city; the necessary expense attending the Board's long continued campaign for the improvement of Grand River, a campaign which has resulted in securing, beyond peradventure, a channel between this city and Lake Michigan, having a minimum depth all the year around of six feet. That our successors, during the twenty-five years next following, will obtain the ultimate back-water-inlet channel of at least ten feet depth, seems to me to be a foregone conclusion.

Other special appropriations recommended and authorized were fifty dollars toward the expenses of the convention of the Woodmen of the World; of a maximum amount of \$180 toward the rent of the Auditorium for the joint exhibition under the

auspices of the Grand Rapids Poultry Association and the Michigan State Poultry and Pet Stock Association; of the cost of entertaining with a street car tour of the city for the delegates to the international convention of the Gregg Short Hand Association and of \$75 for the hire of carriages for delegates to the annual convention of the Michigan Federation of Women's Clubs. The single application to the Convention Committee that was referred to the Executive Committee without recommendation, was for aid in behalf of the Trades and Labor Council Exposition; and the rejection thereof by our committee received ample approval by the character and results of the event in question.

In behalf of my associates and myself, permit me to express our sincere thanks to the Chairmen and members of all the standing committees and to the President of the Board of Trade and the members of the Board of Directors for their courtesy to our committee and for the thorough and comprehensive presentation of every matter submitted by them for our consideration.

The only matter referred to this committee that has remained in statu quo, came to us from the Board of Directors in the form of a motion made by Mr. Gilbert and supported by Mr. Shelby, looking to the erection of a Board of Trade building.

Our committee appointed a special committee consisting of Messrs. Stevens, Hollister, Musselman, Idema and Perkins to investigate and consider as to character of building desired and sites for same, and to report back to our committee.

For various good reasons the matter has been permitted to remain as it was, but in this connection it is well to bear in mind that the lease of the quarters at present occupied by our organization, expires a year from next April. Also that our increased membership and the increased number of auxiliary organizations, together with the very large demands upon the rooms by outside organizations, renders imperative the early procuring of quarters more nearly adequate to present and future needs.

Wm. H. Anderson,
Chairman of Executive Committee.

Grand River Improvement Committee

The work of the Committee on River Improvement was very prominent the past year owing to the approaching crisis in its history. The agitation and discussion of the subject and the dissemination of complete reports of the work of the Committee and the hearing before the United States Engineers have familiarized the business men with the situation better than ever before. We feel this must surely add to the strength of our position.

We are justified in the belief that we never were so strong as at present in our hopes for final success. All previous efforts have been only skirmishes and preparation for the real battle, which came when we had to appear before the representatives of the Government, not to prove the feasibility of

the improvement, but its value in a commercial way and for the future.

We have not only reached the intrenchments, but have secured an impregnable fortress by the decision of the Engineers in our favor; we have for the first time received the endorsement of the Government officially. There is no longer doubt about the completion of the work, for nothing approaches an absolute certainty more nearly than the Government commitment to an undertaking. If there is a lingering doubt in the mind of any citizen, let it be dismissed at once, for it is settled that we will have a channel six feet deep to the Lake. Successful river navigation is near at hand. The new dredge is nearly complete; there is still \$40,000.00 of the last appropriation available for continuing the work, and the engineer in charge has no doubt as to the rapid advancement in sufficiently deepening the channel the coming season, for any boats that may be put on the river.

Illustrating the importance of water transportation, I would like to quote from an address recently delivered in the Chamber of Commerce, Pittsburg, before the National River and Harbor Congress:

"There should be no rivalry between rail and water transportation. One is simply a powerful auxiliary to the other. In Europe, where improvement of water-ways for transportation is carried to an extent not dreamed of in this country, it has been found that where navigable water-ways have been established new railways have been found necessary, and older and unprofitable ones paralleling these streams have been made prosperous.

"The London Chamber of Commerce, the best authority on industrial ethics, says in its Journal of March, editorially, that the enormous sums expended in France, Germany, Austria and other countries on the Continent in construction of canals and other water-way improvements is, from the enlightened commercial policy, giving the easiest and most economical transportation of their products to market, and unless Great Britain adopts similar measures, she will lose her pre-eminence as a producing nation.

"Words coming from such a source are of deepest importance, and this country should not be slow in giving them the most profound consideration.

"In our own country the first of a proposed line of steamships from the Great Lakes to Europe direct have left Chicago for Hamburg via the Welland Canal and St. Lawrence River; other steamers are scheduled to follow.

"The effect of carrying American products from the heart of our country to Central Europe by continuous water transportation can only be surmised. It may result in a revolution in the carrying trade to markets in the Old World.

"It is only through improved water-way systems that the great, cheap and heavy products of mine, forest and field are brought to tide water, and thence to the world's markets,

and with this knowledge an imperative demand is upon Congress to go forward with a system that has brought wealth and prosperity to our borders.

"The older countries were over a thousand years in adapting to their industrial and commercial wants the cheapest and best transportation to markets at home and abroad, and all their dearly-bought experiences are but so many studies from which we may take example and even improve upon."

Such are the words spoken in an inland city where they are striving to secure the deepening of a six-foot channel to eight feet, to provide for increase of traffic beyond expectation. The great State of New York has decided to expend \$100,000,000 to improve and enlarge its system of canals.

Is it not possible that a water-way across the State of Michigan will be found a commercial necessity, and may not our little channel, but just begun, form a part of that water-way?

Now is our time to act. We have endorsed the project and said it was feasible; we have backed up the "Old Guard" who always had faith in it; we have committed ourselves to the practicability of operating a steamboat line. Now let us prove our faith by actual demonstration, and show to the Government that we are worthy of the attention paid to our appeals, and prove to the great membership of the Board of Trade, who have followed and endorsed us largely because of faith in the judgment of those closer to the work, that our hopes were not unfounded.

Under the guidance of the gentleman who succeeds to the Chairmanship of the Committee, we have no doubts as to the continuation of the work toward the completion of the project that will so greatly benefit the City of Grand Rapids and Western Michigan.

Gaius W. Perkins,
Chairman River Improvement Committee.

Public Improvement Committee

Your Committee on Public Improvements has had three matters referred to it of sufficient importance, it is believed, to recall for consideration at the present time.

The first in importance was the new Normal School authorized by the last Legislature.

We believe it can be truthfully said that the influence exerted by a committee sent to attend a joint session of the Legislature, March 20th, was largely instrumental in bringing about this legislation. It is not necessary to go into the details of the splendid work that was performed by a subcommittee, consisting of Messrs Chas. W. Garfield, Harvey J. Hollister, E. D. Conger, W. H. Elson, John W. Blodgett, C. W. Burch, Truman Kellogg, H. B. Vander Cook, W. R. Shelby, Maurice Shanahan, Daniel McCoy, W. M. Palmer, W. B. Weston, S. M. Lemon, Mark Norris, Lewis D. Hall and L. E. Knappen.

The Committee secured several sites which it believed were splendid propositions as to location for such a school, and when the State Board

of Education visited our city this splendid Committee did everything possible to impress upon this Board the desirability of locating the new school within our midst. It was well known to the Committee that other towns were offering cash bonuses and other inducements for the location of the school at their respective points, but our Committee took the position that the advantages of our beautiful city were of such a nature that its duty was performed when these many advantages were properly presented to the Board. It did not feel that the great State of Michigan should ask any community to furnish money to put into the buildings, or pay any part of the operating expenses for a term of years for this school. The community at large has very little comprehension of the amount of detail work that was performed by this Committee in the interests of the city, and that we failed to secure the location of the new school was not due to any lack of energy or ability on the part of the Committee or the Board of Trade, because the membership at large gave its hearty and enthusiastic support in every way possible to the efforts of the Committee especially appointed for this work.

Another matter of very great importance which was referred to this Committee, and which terminated most successfully, was the proposal to establish and maintain a Riverside Boulevard between Grand Rapids and Grandville. It would be difficult to find a more forcible illustration of the loyalty, public spirit and generosity of our business men than the results of the efforts along this line present. We have to-day a well organized Boulevard Association and about fifteen thousand dollars subscribed for the development of this worthy undertaking. The results of this movement abundantly prove what can be accomplished when there is a "long pull, a strong pull, and a pull altogether" to accomplish a given object.

Another matter that was referred to this Committee, which we believe is not generally known, was a communication received from Prof. A. J. Rooks, in relation to the proposed change in the literary department of the Christian Reformed Church Seminary into a college.

Prof. Rooks appeared before the Committee and gave facts and statistics which were a complete surprise to every member present, as to the development and present prospects of the educational work carried on by that institution. No one had any idea that more than one hundred pupils were in attendance upon the instructions of this seminary from outside the city. After an exhaustive discussion of the matter, a report was made to the Board of Directors, commending this project as entirely worthy the consideration of the public spirited and philanthropic citizens of our city.

This comprises the more important work of this Committee during the year past. It is unnecessary, and would be impossible to present at such a time, the details of the work

of any of the more important committees of the Board, but we believe that those who have served on important committees realize as never before how necessary and how valuable to the city at large is the work, faithfully performed and unselfishly given by the great number of our members who have never failed to bestow in behalf of our city.

Respectfully submitted,
Amos S. Musselman,
Chairman.

Transportation Committee

At the meeting of the Committee on Transportation, held March 3, 1903, sixteen of twenty-four members of the Committee were present. An unofficial report was received that the freight rate on soft coal to Grand Rapids would be made the same as the rate to Chicago. This problem was before the Committee the previous year, and the handicap of paying a higher fuel cost as compared with Chicago was removed April 1st last, when our contention was recognized by the railroads making the same rate to both cities.

A sub-committee on Car Service Rules, consisting of Messrs Geo. A. Davis, C. F. Perkins and W. N. Rowe, reported having secured concessions to lumber and coal dealers and to furniture manufacturers.

Messrs E. O. Brown, Geo. G. Whitworth and A. Himes were appointed as a sub-committee to investigate the provision of a Car Service bill before the Legislature.

The Committee at this meeting voted to recommend to the Board of Directors the payment of \$50 toward the expenses of the Executive Committee of the Inter-State Commerce Law Convention in trying to secure the amendment of the Inter-State Commerce Law. This recommendation was reported to and adopted by the Board of Directors at its meeting March 10th.

At the meeting of the Board of Directors September 8th, a report was made that the General Passenger Agents of the Pere Marquette and G. R. & I. Railroads had agreed to make a ten-day excursion rate to Grand Rapids from points north and west of here at the time of their annual October excursion to Detroit and Chicago. The low rate secured brought to this city many people who would not otherwise have come to Grand Rapids, to the great advantage of the retail trade of this city.

At the meeting of the Committee held November 17th, it was voted to recommend to the Board of Directors the adoption of resolutions memorializing Congress for an extension of the powers of the Interstate Commerce Commission and for the enactment of suitable legislation to rehabilitate the American Merchant Marine. These resolutions were reported to the Board of Directors at the meeting of December 8th and adopted.

Representing the West Michigan State Fair Association, your Chairman with the officers of the Association and the officers of the Board of Trade, appeared before the Michigan Passenger Association and obtained

the concession of a one-fare round-trip rate from all points in Michigan to Grand Rapids during the holding of our fair, thus placing the West Michigan State Fair on an equal basis with the State Agricultural Society's event at Pontiac—as far as the railroads are concerned.

Another important result successfully accomplished by the Transportation Committee was the abolition of intolerable delay in handling the early morning mails from Chicago and the bringing about of additional train service between this city and St. Joseph.

It is gratifying to be able to refer to the close and very friendly relations existing between our organization and the officials of the various railways centering here. In every instance have the representations made, the counter presentations and the discussions following, been temperate but earnest and thorough. In no case has there been shown, on either side, any disposition to work for any result that was not mutually fair and for the general good. In this spirit have we succeeded, with the aid of the railway officials, in inaugurating trade excursions, in securing additional train service, in adjusting the mail, freight and passenger service between this city and St. Joseph, in securing a drawbridge where the Pere Marquette road crosses our river and in obtaining a one-fare-round-trip rate for the West Michigan State Fair, thus placing our annual exhibition on an equal railway basis with that of the Michigan Agricultural Society in Eastern Michigan.

Very respectfully submitted,
Eugene D. Conger,
Chairman.

Industrial Committee

In common with the interests that are assigned to your Committee, the members of the Industrial Committee have, during the past year, been required to strive against the problems of capital, labor, fuel and location in relation to the question of freight rates; and while the tangible good results obtained are meager, we feel that it is through no lack of sincere and painstaking effort on the part of the members of the Committee.

Eight formally assembled sessions of the General Committee were held during the year and a score of hastily summoned and semi-formal meetings of various sub-committees were held during that time. In addition, several thousand circular letters with a statistical folder showing the value of Grand Rapids as an industrial center, were mailed to Chicago firms, while a voluminous correspondence has been carried on through the year. Mr. J. D. Case generously donated his efforts and influence while in Chicago on repeated occasions, toward securing the removal here of various industries in that city, and our Secretary, Mr. Van Asmus, spent five days in Chicago on a special mission of the same character.

As an illustration of what we have had to contend against, a Chicago manufacturer stated to Mr. Van Asmus when in that city: "Our plant here represents an investment of \$120,000. We will abandon this plant

and move our business to Grand Rapids, we won't ask for a bonus or for any subscription to our stock, we won't ask for a thing, if your Board will give us a guarantee over the signatures of your President and Secretary that for five years we will be protected against labor troubles."

Other members of our Committee, both as individuals and as sub-committeemen, have given freely of their time and energy in the effort to advance our city's industrial interests.

As an evidence that we have not been wholly idle, permit us to state that individuals and organizations have solicited the attention of your Committee and have been, either by correspondence or otherwise, investigated and reported upon as numerically indicated below:

Chicago negotiations.....	24
Michigan negotiations.....	10
Wisconsin negotiations.....	4
Negotiations elsewhere.....	14

Total negotiations.....52

Had the number been double it is extremely doubtful if, under the conditions prevailing last year and still prevailing, that any better results would have been obtained.

Net Tangible Results

Climax Boiler Co.—Valuable assistance rendered and for which the Manager of the Company was especially grateful. The Company's present condition is reported as satisfactory and its future very bright.

The Gillett Roller Bearing Co., from Benton Harbor, have moved here and have purchased property and are now located on Grandville avenue. Some assistance was rendered in investigations for suitable site.

American Paper Box Co.—Successor to a Cleveland company's business which was purchased and removed here nearly a year ago. No direct assistance was asked of the Industrial Committee but members of the Board of Trade were mainly instrumental in securing this business for our city and are the present main owners. The business is in full operation, claims to have the best folding box made in the country and anticipates a successful career.

The Board of Trade Monthly Bulletin was proposed by your Committee and we offer our thanks to the Board of Directors for adopting the recommendation and deciding to publish such a bulletin.

The Grand Rapids Board of Trade very wisely disapproves of the bonus idea, though to our neighboring towns many industries have been attracted, we believe, largely through the inducement of a bonus. Neither does the Board as a rule, advocate the purchase of industrial stocks.

Occasionally, as in the case of the Climax Boiler Co. it lends its influence toward securing capital for assuredly profitable enterprises. But it is neither one or both together of these that has so effectively erected the barrier that is before us. The chief factors opposing us are the labor problem and the fact that Grand Rapids does not have water transportation to Chicago, Milwaukee and elsewhere on the Great Lakes.

In conclusion, your Committee wishes to express its appreciation and gratitude to the esteemed President of the Board of Trade for his faithful and regular attendance at the meetings of the Industrial Committee and for his hearty and always helpful participation in the deliberations and problems of the Committee and to Secretary Van Asmus, for his efficient, patient and intelligent attention to the large amount of detail work and correspondence incident to the work of the Committee, and to the individual members of the Committee who have so earnestly cooperated in the work of the year.

Respectfully submitted,
Lewis T. Wilmarth,
Chairman, Industrial Committee.

Municipal Affairs Committee

The Committee on Municipal Affairs held several meetings during the past year for discussion of and action upon questions of public interest referred to it, chief among which were the Charter Commission for Grand Rapids, Good Roads and Grade Crossings. At an early meeting a sub-committee was appointed to work on the bill before the Legislature to create a Charter Commission for Grand Rapids. During the latter part of the year a program was arranged and carried out for the discussion of the subject of Good Roads in Kent county before the Board of Directors, the principal speaker upon the program being the Hon. Horatio S. Earl of Detroit. Subsequently an effort was made to induce the Board of Supervisors of Kent county to take definite action upon the subject of Good Roads. Thus far, however, no definite action has been taken.

Respectfully submitted,
Geo. Clapperton,
Chairman.

Committee on Legislation

The Committee on Legislation respectfully presents the following report for the year now expiring.

The details of the work done by this Committee have been from time to time presented in the monthly report, and do not call for repetition now.

The first object undertaken by the Committee after its appointment, was to make the personal acquaintance of the representatives in the Legislature from this city and county, in order that whatever measures the Committee desired to approve might have the benefit resulting from such acquaintance.

In carrying out this purpose, the Committee arranged an informal dinner at the Peninsular Club, which was held on the evening of March 7th, and at which there were present nearly all of the members of the Legislature from the city and county, as well as most of the members of this Committee and the chairmen of several other committees. So far as could be judged from appearances and from expressions of opinion by the members of the Legislature, the object of the meeting was successfully accomplished.

The State Legislature was in session from the beginning of the year

until some time in June, and this Committee took a more or less active part with reference to all pending measures affecting the city.

A delegation was sent to Lansing and appeared jointly with the others in favor of the North Park Bridge Bonding Bill, which was finally passed and later carried into effect by the election.

The Committee also, either alone or in conjunction with other committees, appeared before the Legislature in support of the boulevard bill and the bill for improving the water supply by installing the septic tank system at the Soldiers' Home. Both of these bills became laws during the session. The Committee also took part in urging the passage of the bill for the new State Normal School.

Different members of the Committee, in their individual capacities and without formal action by the Committee, also took part in discussing with the members of the Legislature and in urging the passage of the bills relating to the Library Commission, the Sinking Fund Commission, and the St. Louis Exposition Appropriation.

As a summary of the matter, I think it may be said without exaggeration, that through the action of this and other committees, the Board made itself felt as a factor in legislation in a more effective way than has ever before been done.

Respectfully submitted,
A. C. Denison,
Chairman.

Wholesale Dealers' Committee

On February 19th we had a meeting and concluded to have a Trade Excursion to Grand Rapids starting March 1st and running to the 15th, and appointed a Committee on Railroads and printing. Our committee called on the railroad people and they informed us that the Western Passenger Association would not grant us the rate required, so we appointed a committee to wait on the General Passenger Agents who reside here, asking them to reconsider it. We succeeded in having them grant us the rate, and on July 15th we met again and arranged for an excursion running from August 24th to the 29th, which was well attended, over 100 merchants taking advantage of the rate. Later we were informed by the Western Passenger Association that on account of so many of the smaller places asking for the same privilege, and Detroit not caring for it, they concluded to discontinue the one and a third rate, so we had to look for other methods of bringing people to Grand Rapids.

On December 1st we held a meeting to discuss the plan that Buffalo and Knoxville were using in place of what we had. We had a very representative meeting, most every member of the committee being present and we entered into the discussion from the information we had on hand, and appointed a committee to still further investigate and report later.

I want to thank the committee for the hearty support they have given the chairman and also the Railroad

companies for the kind way in which they have treated us in regard to penalties. We expect to hear from our committee very soon, and then we will have another meeting and we hope we will be able to form some plan that will be satisfactory and profitable to the wholesalers.

Respectfully submitted,
Wm. Logie,
Chairman Wholesale Dealers' Committee.

Retail Dealers' Committee.

Your Committee, appointed and known as the Retail Dealers' Committee, held its first meeting on the afternoon of March 17th, with 12 members of the Committee present, also President Stevens and Secretary Van Asmus. The Committee entered into a general discussion as to what they could do that would promote the interests of the retail dealers in Grand Rapids and so prove a benefit to the Board of Trade.

First, was the question of how many of the retail dealers of Grand Rapids belonged to the Board of Trade and what method to take to get those who were not already members, to become members of the Board. It was finally decided that a sub-committee of five should be appointed to compile a list of all the retail dealers in the city who were not members of the Board, and the same to be given to the Membership Committee, to be used in trying to prevail upon them to become members, your Committee believing that more good could be done for the retail interests by having as near a complete membership of the retail dealers as possible. This Committee consisted of W. S. Winegar, R. A. McWilliams, Will Hine, and E. J. Herrick and T. E. Dryden. As a result of the efforts, they compiled a list of 250 retail dealers who were not members of the Board. The same was forwarded to the Membership Committee for their use.

The next matter of interest was the ten days excursion, which was given by the P. M. and G. R. & I. Railroads from points north to Chicago, Detroit and Toledo—our object being to have Grand Rapids included in the itinerary. A sub-committee consisting of Mr. A. May, C. L. Harvey and E. H. Smith was appointed to aid the Transportation Committee in the matter of this ten day excursion, believing that this would be a benefit to the retail interests of the city.

The next question discussed was the matter of the fair. The points taken up were the question of exhibits by the retailers of the city. Also, the matter of the attendance of the employes during the fair. It will be the effort of this Committee to have the retailers take a more general interest, and more concerted action in the exhibits at the coming fair than in years previous.

All of which we respectfully submit.
Eugene W. Jones,
Chairman.

Real Estate Committee

The Real Estate Committee, realizing as they do that their business welfare is more closely connected with

the success of the main object in which the Board of Trade is engaged, viz.; the securing of new and varied manufacturing interests for our city, as well as extending aid, when desired, to those now with us—than almost any other body of business men, ever stand ready to give of their time and knowledge in the furtherance of this end.

While the members of the Committee, individually, have been active in the promoting and locating of several very desirable additions to our local industries during the year just passed, the Committee collectively has had but one subject brought before it, viz. "The location of the West Michigan Normal School," and while the efforts of the Board of Trade and our citizens in general, did not meet with success, we feel that the Real Estate Committee did everything in its power in its endeavor to gain the desired end. The members of the Committee took the matter up with a great deal of interest, and the result shown in the many different sites which we were able to present to the State Board of Education, was an evidence that their work was well done.

I think the offer made by Mr. Truman Kellogg to the Board of Trade, of a site of twenty acres of land, free from expense, as one result of that work, was worth all the time and labor expended by the Committee, as it shows that Grand Rapids has public spirited citizens who will come to the front when needed, with a liberality beyond what we had dared hope.

The real estate members of the Board of Trade will always be ready at your call, or that of your successors, to lend their efforts in behalf of any object which you may present to them, and looking forward as they do to the most successful year, in many, in their private business, they also anticipate and present their best wishes for the same to the Board of Trade.

Respectfully,
W. H. Gilbert,
Chairman Real Estate Committee.

Entertainment Committee

The most important matter considered by this Committee was the annual excursion down the river. Here, we felt, was an opportunity to display the abilities which our President believed we possessed when he gave us a place on this Committee. But we were doomed to disappointment. The first meeting of the Committee was held on August 17th, at which time special committees were appointed on boats, on catering, on music and on athletics. Thereafter, several meetings were held and the date of the excursion was finally fixed at October 7th, 1903.

The committees immediately proceeded to work upon their respective appointments, and at a meeting held on October 2nd, reports were made showing that every man had done his duty and it seemed that the excursion would prove to be the best that the Board of Trade had ever enjoyed.

For several days previous to the

day set, the weather had been very threatening and dismal, and it was generally understood by the members of the Board that in case it rained on the morning of the chosen day, the excursion would be declared off.

October 7th was ushered in by a rain-storm which showed no signs of cessation during the day. Everything being in readiness, advertisements were placed in the various newspapers announcing that owing to the uncertainty of the weather, the excursion was declared off, and that in lieu thereof, a smoker would be tendered the members of the Board at the Armory on the evening of October 8. This affair was well attended and in a measure atoned for the loss of the trip down the river. The disappointment in not being able to take the annual boat ride down the river was very general, but by none was it felt so keenly as by your Committee, who saw the results of many days' labor come practically to naught.

Your Committee sincerely hopes that the coming year will have no such hard knocks in store for the Entertainment Committee as the past year has yielded and that when the time is ripe for the annual excursion the occasion will be one of sunshine only, with no rainstorms to mar our pleasure.

Respectfully submitted,
Cornelius L. Harvey,
Chairman Entertainment Committee.

Membership Committee

In making my report of the operations and achievements of the Membership Committee covering the past year, I have to say that I very much appreciate the compliment extended me by the President in granting permission to assist in selecting the members of my Committee which enabled me to procure men with whom I was acquainted and in touch.

I consequently kept in mind the first paragraph on page 6 of the printed address of President Stevens, given at the annual banquet one year ago, in which a hope was expressed that he might finish the ensuing year with 1,000 members in good standing; I was, at all times, determined that this result should be brought about and assure you it was no difficult matter to induce the members of my Committee to join with me in that numerical anticipation.

After the appointments were made, a meeting of the Membership Committee was immediately called and each man responded and with a happy determination, agreed to unite his efforts with those of the other members and develop a record for our Committee that we could at the end of our year, point to with pride.

We were all the time moving under the wise guidance of President Stevens and Secretary Van Asmus and the first important action was to divide my men into eight sub-committees, each having a sub-chairman; the privilege was granted each sub-chairman to select from the Committee membership his proportion of the members, said selection having been made by circuitous choice.

By this arrangement, the general chairman was at all times in touch

with the entire Committee through the sub-chairman and each sub-committee was constantly endeavoring to keep pace with the others, which maintained an active competition in procuring new members.

At the first meeting of the general Committee a sub-committee was appointed to abstract from the Secretary's annual report "A few reasons why you should belong to the Board of Trade," the substance compiled to be printed in the little Board of Trade Directory which was distributed among the entire Board membership; the evidence obtained served to great advantage throughout the year as the members of my committee employed the arguments so carefully reasoned out by the Committee, and it was the means of many men joining who could not have been influenced to do so had not the wise reasoning been properly placed before the gentlemen sought for membership.

Another move of importance was the appointment of five members of the Retail Dealers' Committee to compile a list of retail dealers who were not members of the Board, the result being that 250 names of men who were very desirable material for membership were put into a list; at the next general meeting of my Committee, these names were read and were selected proportionately by each sub-committee with the understanding that the prospective members were to be seen and from that effort 119 new members were voted into the organization at the following meeting of the Board of Directors; I believe the records of the Secretary will show this to be the largest class of members ever voted upon at a director's meeting.

When the work that was before my Committee seemed to be receiving insufficient attention, I procured permission from the Board of Directors to treat my Committee to an evening dinner for the purpose of getting them all together and spicing the enthusiasm of each man to the proper pitch for future activity; at such a feast, the experiences of different committeemen in their efforts to procure membership was related and what interest was lacking in any individual was brought to a higher tension by the enthusiasm which was rubbed off the more active workers by this close, common contact.

I have been Chairman of the Membership Committee for the past two years, during the incumbency of the out-going President, and was a member of the Committee previous to that time; in order to make the report show as favorable to my committee as it should, it is necessary for me to look back and tell you the membership of the Board increased by 327 members during the five years preceding the election of President Stevens, making a total membership of 510 at the time of his first inaugural.

The first year of his incumbency increased the membership 323, to a total of 833 members which was the standing one year ago; it seemed at that time to many interested Directors that the growth could not possibly increase materially, but the

1,000 mark set by the President was constantly in our view and by the introduction of more than 300 new members through the efforts of my Committee's work during the past year, we take great pleasure in holding before you a membership list in good standing at this time, of 1,036.

I will not endeavor to tell you of the comfort and satisfaction jointly enjoyed by President Stevens and the Membership Committee Chairman through the existing conditions which show the membership of the Board of Trade has more than doubled during the past two years, and gives to Grand Rapids a Board of Trade membership greater, numerically, and more important in quality, than that of any similar organization maintained in any city of equal size and importance in the United States.

Respectfully submitted,

Alvah Brown,
Chairman, Membership Committee.

Secretary's Report

The rules of the Grand Rapids Board of Trade impose upon the officers and directors the duty of presenting to the Association, at its annual meeting, a report of the work for the preceding calendar year. The present is the sixteenth annual and, besides the reports of the several committees, contains a summary by the Secretary, together with his observations and suggestions.

The year just passed has been the most prosperous in Grand Rapids' commercial history. The statistical report appended, gives in detail, facts and figures ascertained from official sources, and is worth examination. As will be noted, the three barometers of trade—bank clearing house, post-office, freight tonnage—show a decided gain. And the year 1904 augurs well for an equally successful period of business activity.

The charter of the Grand Rapids Board of Trade recites that it is organized to foster, protect and advance the commercial, manufacturing and business interests of the city and surrounding territory and we have not shirked our duty to extend our influence throughout that part of Michigan which has Grand Rapids as its commercial center. This work it has been doing for many years. We have taken up a work which is given neither to politics nor religion to do.

There runs through the arteries of our business world a great stream, the pulsations of which can only be felt and diagnosed at a few points or stations in the country, and Grand Rapids is one of the principal watch tower stations, and through her Board of Trade, she keeps herself in touch with all the other stations. In no way is it possible to inject into the national tide of commerce any stimulus when the "patient" is weak or during a depression in kite times of inflation, so well as through organizations which reflect not only the state of finances, but the commercial, the manufacturing and the transportation interests as well. These four great fields of activity, while generally at peace with each other, sometimes get at loggerheads, which, if not soon abated, result in hard times all around. On the floor of our Board

these interests have equal opportunity to be heard and to urge their claims for the general approval of the body.

Resolutions are being constantly received by the Board from other similar bodies, some of which are of vital interest and far reaching in their object. In general they call for our opinions in regard to new national legislation, or to the modifications of the laws affecting agriculture, commerce, mining, finances, transportation, river improvements, etc. Occasionally something originates in our own meetings of intense vital local interest, such as the pollution of our river water, the improvement of our waterway to the Lake, the increase or betterment of railway service; or industrial enterprises with their variable and mose perplexing situations are submitted for our action. Often have I sat in my chair listening to the speakers at our Board or Committee meetings, and have thought—What? Are these ten, twenty or thirty business men assembled here to pass upon the merits of matters which concern the entire population of Grand Rapids, and the surrounding country? Is there no other voice to be heard on this question, and is the action to be heralded in Lansing, in Washington, throughout the country, as the voice of Grand Rapids? Whether for good, or for ill, such is the case. The voices of the committees, of the directors, speaking for the thousand members, are taken abroad as representative of the interest of this commonwealth. The great mass of our citizens hear little of the agency which does so much of their thinking and works so conscientiously for their interest, and hence the ignorance on the part of many excellent men, of the good work which the Board has done and is doing.

It stands to reason, however, that we can not have mass meetings of our people every month to pass upon the merits of measures brought before us. We have tried it and it has not proven a success.

I have watched the active directors and committee men for many years, and I do not know of any of them who would not gladly give his place to any new comer with good intentions and desirous of working pro bono publico.

In view of these reflections, it is most gratifying to record the attendance at our meetings, the unity of effort and the earnestness of desire on the part of these committee men, to lend a hand to the upbuilding of our city and place it on a solid foundation commercially and industrially, the good feeling and harmony with which they are working together to make our Board a broad-gauge, progressive institution; and the effective work that has brought our membership to over 1,000, has given us a moral and financial support whereby we are enabled to make good use of our opportunities to do a great good for all.

Important Business Transactions

It is with much pride that reference is here made to two organizations created, fostered and launched upon their careers under our direction.

While they have organized independently, they remain under our direction and guidance, being officered by men most prominent in the Board of Trade and conducted along our usual systematic lines which puts the cost of maintenance at a minimum. If our plans do not fail—and they will not—a third enterprise will be added to our constellation of affiliated organizations this year.

The West Michigan State Fair, our elder offspring, is a lusty one, which, under adverse circumstances and in spite of battling with the elements for two seasons, is now recognized by exhibitors, stock breeders, farmers, manufacturers and citizens generally, as a permanent institution admirably adapted and conducted as a place for the exhibition of products; as a powerful educational factor and as a mighty force in the promotion of trade. Superior in its variety, it is clean and wholesome and as an annual rallying point for the people of Western Michigan it is without a rival.

Next in order is the Grand Rapids Park and Boulevard Association which, at six months of age, has to her credit in the bank, about \$15,000 and enough more cash in sight to assure to our city and surrounding territory one of the most picturesque systems of parks and boulevards in the United States. For its officers this Association has men who love the work, who worship God in nature and who, without pecuniary recompense, willingly bestow their time and best efforts in order to make Grand Rapids a good place in which to live. And these are the same men who stand at the head of the Board of Trade, whose hands are at the helm at Comstock Park and who, at present, are busy with the plans for bringing into existence the third important organization already promised and referred to above.

Had the Board of Trade accomplished nothing else during the past year, beyond the creation of the Park and Boulevard Association, would it not be well entitled to your cheerful support morally as well as financially?

But other things have been attended to. The law appropriating funds sufficient to cover the cost of an adequate representation of the resources and interests of Michigan at the Louisiana Purchase Exposition in St. Louis, originated with the Board of Trade and it was largely through the efforts of our organization that it was given a place among the Statutes of our State.

No influence more potent in securing the enactment of the law providing for a State Normal School for Western Michigan, was exercised than was put forth by our Board of Trade.

And another achievement to our credit was the enactment of a law prohibiting the Soldiers' Home authorities or any other person, from permitting pollution of the waters of Grand River by the discharge of sewage into the river within a distance of ten miles north of the city, thus securing at a very small cost, a supply of pure water for our city.

Our Board of Trade has been the means of establishing several new industries in our city; has secured an appropriation from the general government sufficient to thoroughly repair and put in first-class condition, the dipper dredge, scows and other equipment for the improvement of Grand River and to build a new up-to-date hydraulic suction dredge—which is nearly ready for business—thus perfecting our river improvement plant.

Through the efforts of the Board of Trade, the necessary legislation was obtained for the building of the new free bridge at North Park, which will be ready for business by the first of May. We have entertained a group of distinguished farmers and scientists representing the German Government and through those gentlemen have sent back to the official records of that country, a vast amount of information pertaining to this city and her interests, that was obtained at first hands and so, accurately and thoroughly. And such advertising, distributed personally and being continually repeated among individuals and in localities where it will do the most good, is worth double the cost of entertaining.

While the Board of Trade may not, directly, claim any of the credit for the organization of our new Commercial Savings Bank, still it is a pleasure to refer to an institution so well founded and so remarkably prosperous, because Mr. C. B. Kelsey who organized the bank, Mr. H. N. Morrill, the cashier and all of the members of the Board of Directors, are earnest, liberal and valuable members of our organization.

New Government Building

To any person who is at all intimately acquainted with the volume of business taken care of daily in our present United States Government building, it is patent that that structure and its equipment are entirely inadequate for the service they are called upon to perform. This fact was so well appreciated by the Board of Trade that our organized influence was called into play nearly two years ago with a view to bettering conditions. So successful was this action that favorable consideration was, bestowed upon the matter by Congress and at the close of the last session, a report favorable to the appropriation of \$750,000 for a new Government building at Grand Rapids, was made by the Committee on Public Buildings. Such matters move slowly at Washington but a beginning has been made and it is the purpose of the Board of Trade to see the proposition through to a finish.

May Music Festival

As will be well remembered, the Board of Trade, by formal action last spring, endorsed the May Music Festival given under the auspices of the Schubert Club and followed this up by issuing a printed appeal to the people of Grand Rapids and adjacent neighborhoods. In this way was practical assistance bestowed upon a most worthy object with the result that the Grand Rapids May Music Festival for 1903, was the most successful event of the kind—as to the

character of music presented, ability of musicians who took part and, best of all, attendance by our citizens and neighbors—ever given in the State of Michigan. In this action, too, encouragement was given to an art and a well developed public taste, which, steadily advancing, cannot fail to be of inestimable value to the whole of Western Michigan as an entity and to the city of Grand Rapids in particular. Moreover, it is entirely safe to announce that similar action will be taken by the Board this spring and that the coming May Music Festival will be another record breaker.

Miscellaneous Matters

Material assistance has also been given by our organization the past year to the annual convention of the Michigan Federation of Women's Clubs, the Gregg Short Hand International Association, the Michigan State Poultry Association and the Grand Rapids Poultry Association and the National Benefit Association.

And, as another illustration of the immediate local value of our organization may be given the fact that our association rooms are available, gratis, for meeting purposes and are occupied in this way nearly every evening each month. During the past year 26 separate organizations have held their regular meetings—weekly, monthly, semi-annually or specially, as the occasion required.

Another achievement, in the reflected brilliancy of which our Board is licensed to take pleasure, is the recent revolution made by the Citizens Telephone Co. when over 5,000 telephones were changed from the out-of-date "hello" system, to the wonderful automatic call system, within a space of a very few minutes. Congratulations and all hail to the most extensive and best conducted independent telephone system in the country.

There is, in this city, one of the largest best equipped museums of natural history and the sciences in the land. We also have, nearly completed and to be opened soon, the finest public library building in Michigan. Both of these institutions are under the direction of able citizens who are prominent in the affairs of the Board of Trade.

Any citizen who enjoys pleasurable revelations may bestow such a treat upon himself by visiting the West Michigan State Fair grounds. Under the efficient direction of President Wm. H. Andrews and the officers of the Fair Association the grounds have been thoroughly drained, the roadways entirely rebuilt and buildings improved and before the time for our next fair there will be no danger of a repetition of the conditions precipitated during the past two years—and I use the word "precipitated" advisedly.

As a Fruit Center

While Grand Rapids has a long time lead as the chief market in this country for peaches and still retains the lead, there was, for various causes, a considerable falling off in the crop for 1903. On the other hand, we had a tremendous crop of apples with other fruits coming in in fair quantities. The aggregate income

shows a gratifying increase, that total being \$2,052,350, an increase of over half a million dollars above the revenue from this source in 1902. Following is a report in detail as to our fruit market last year:

Fruit	Quantity	Av Price
Peaches,	700,000 bu.	\$ 1.50
Pears,	6,800 bbl.	2.00
Plums,	44,000 bu.	1.00
Apples,	552,000 bu.	1.10
Crabapples,	2,200 bu.	1.00
Quinces,	1,600 bu.	1.00
Cherries,	44,000 bu.	2.50
Pie plant,	9,200 bu.	1.25
Grapes,	128 tons	20.00
Strawberries,	196,000 crt.	2.00
Raspberries,	93,500 crt.	2.00
Blackberries,	94,000 crt.	2.00
Gooseberries,	1,800 crt.	2.00
Currants,	4,200 crt.	2.00

As A Produce Center

It is not alone as a fruit market that Grand Rapids is famous, for it ranks as one of the important produce markets of the land. It is a headquarters for potatoes, celery, cabbage, cucumbers, lettuce, radishes, asparagus, tomatoes and onions. With more than a score of produce and commission houses here doing business with the chief business centers north, northwest, west, south, and southwest, and east and having warehouses and storage depots all over Michigan, the total amount of produce bought and sold and shipped at this point is enormous, telling in terms unmistakable, of the great value of Grand Rapids and its adjacent territory as a market gardening section.

As An Excursion Center

Situated as she is, with Lake Michigan but a very short distance away on the west and with dozens of beautiful inland lake resorts within from three to twenty-five miles distant, Grand Rapids is especially well equipped as to the variety of its midsummer attractions. In itself a parklike city with riverside drives and picturesque hills and valleys, she combines the excellences of rural life with the conveniences and luxuries of city life so that as a summer home city, she is attracting wide-spread attention. During the past year the Grand Rapids Railway Company, by arrangement with the church organizations and Sunday schools and through co-operation by the Board of Trade, attracted nearly 20,000 excursionists to the city while the steam railways, by similar effort, brought 30,000 additional excursionists here. And, in this connection must not be forgotten the semi-annual furniture fairs which are regularly attended by ten or twelve hundred people from other cities. Thus it will be seen, there are not many days when we lack "the stranger within our gates" being represented numerously.

Suburban Railway Development

While Grand Rapids is naturally recognized and has long been in the minds of men interested in the building and operation of suburban electric railways as a central objective point, the influence of the Grand Rapids Board of Trade has been given and has been of much value in aiding the development of the

Grand Rapids and Ionia Railway and the line from this city to Kalamazoo by way of Gunn Lake, Gull Lake and the dozen other delightful inland lakes to the south of us. And there is another project well under way—the Grand Rapids, Lowell, Belding and Greenville route—which will give our people an opportunity to become acquainted with a tract of hills, valleys and lakes, right here in Kent county, that is the peer of any similar area in Michigan.

In this connection I cannot refrain from calling attention to the fact that during the past year the Grand Rapids Street Railway Co. has installed a 1,500 horse power generator and two 350 horse power water boilers with automatic stokers, have laid many miles of new track and have increased by 25 per cent. the rolling stock capacity.

Good Roads

There are upward of 35,000 voters in Kent county who, in the estimation of a majority of the forty-eight gentlemen comprising the County Board of Supervisors, are not competent to consider and vote upon the proposition to adopt the county system of building and maintaining roads throughout the county.

For the second time the Supervisors have refused to submit the question to the voters of Kent county and it is interesting, possibly suggestive, to know that but two city members of the Board voted against the proposition.

With our county enjoying the development that has been made during the past sixty-eight years, with beautiful individual pleasure resorts and busy, thriving business centers scattered all over the county, with the territory traversed by steam and electric railways, with free mail delivery routes touching every neighborhood and with her half million acres blossoming with the fruits of industry, energy and good judgment, still her people are not to be trusted (in the opinion of the Supervisors) with passing upon a matter vital to the general welfare.

No other construction can be put upon the action of this Board, except it be that the people of Kent county are so bedded and rooted in the ruts of shiftlessness and penury, that they are indifferent to their own interests. It is one conclusion or the other that has influenced the action of the Board of Supervisors and, declining to accept either theory as at all approaching the correct situation, the Board of Trade would like to know as to the authority bestowed upon the members of the Board of Supervisors to decide, arbitrarily, upon the right to vote that belongs to their respective constituents.

Great Reforms Supported

Our Association has been called upon to throw its weight in the great national movements such as the irrigation of the arid lands of the West, the Isthmian Canal project, the reform in the consular service, the extension of the powers of the Interstate Commerce Commission, the national movement to improve our waterways, the general measure for the protection of the American Mer-

chant Marine. Nearer home we have offered our influence and services in assisting the city of Holland to obtain from the general government adequate appropriations for the improvement of their harbor, and in expressing to the Board of Supervisors the sentiment of our Board that it should adopt for Kent county what is known as the County System of road making.

Acknowledgements

A most valuable source of assistance to the Secretary and to the work of our organization is in the experience and wisdom of the men who have been our Presidents and who, with the directors who have served in that capacity ten years, now constitute the Executive Committee, a body of men to whom we are indebted for a conservative policy in the direction of our affairs. It was a happy thought to institute this token of reward in appreciation of the services of men, who frequently at personal sacrifice, have done so much for the good of the organization with which they have for so many years been so prominently affiliated.

The reports of the various committees, together with the observations of your Secretary, tell the story of the Board's activity during the past year. It shows that close attention has been given to subjects of public interest and importance, giving expression to their best judgment, after investigation and mature thought, of what was deemed for the greatest good of this community.

While we have not accomplished all we have wished for and have met with some disappointments, still we show great results. In one object which we have aimed at, we have made marked progress and that is in the uniting of forces which has had such a marked influence on the growth and prosperity of the city. We have in our Board worked together in perfect harmony and good will and it is gratifying to know and feel that we merit and have received the approbation of all well thinking citizens and have received their moral and financial support. Recognizing the fact that the benefit which our Board of Trade is to our city, is the sum total of what the combined efforts of its members have made it, and that the larger the membership, the more force there will be behind our committees in any project they may take up, we are greatly encouraged as to the future.

Grand Rapids is to be congratulated that it has a Board of Trade, constituted of public spirited citizens who seek no other reward than the consciousness of duty well done, and who are willing and do give of their valuable time and their talents to the public service.

The best results in human intercourse come through generous, harmonious and sincere co-operation and all good work is for the future rather than the past. And so, with Grand Rapids as our pride and purpose and with the coming year as our opportunity, let us tighten the grip of fellowship we have so long maintained and go on in unity and strength, that our new year may prove better than

the old one; that our beautiful and prosperous city may become more beautiful and more prosperous and that our State of Michigan and the entire country may rejoice that there is a Grand Rapids in Michigan and that there is a Board of Trade in Grand Rapids.

The Municipality

Area of city in miles.....17 3/8
Streets paved and improved, miles 287
Sewers, miles..... 143
Water mains, miles..... 149
Fifty-seven miles of stone and tar sidewalk were laid during 1903 at an estimated cost of \$170,000.

Valuation of Real Estate Exempt From Taxation

City\$3,866,650 00
Kent county 350,000 00
United States 325,000 00
Churches 1,477,600 00
Benevolent homes and hospitals 320,000 00
Benevolent societies ... 145,200 00
Railroads 1,765,000 00
Private cemeteries 4,000 00
Individual 44,050 00

Total\$8,297,500 00

Bonded indebtedness of the city\$2,212,000 00

Amount in sinking fund to apply on above.... 228,934 00

Assessed valuation of real estate72,376,811 00

Average rate of taxation. 14 92

Volumes in Public Library 62,234

Volumes in Law Library 7,227

Real Estate

Deeds recorded 5,065
Total consideration\$3,169,483 00

Miscellaneous

Population of city for 1900 according to U. S. census 87,565

Population of city for 1903 (estimated) 98,522

Number of residences reported for 1902 19,464

New dwellings erected during 1903 409

Total number of residences 19,873

Fire losses\$ 146,294 30

Business failures 11

Liabilities\$ 179,100 00

Number of telephones in use 8,150

Street Railway passengers carried 15,141,898

Street Railway passengers transferred 4,196,567

Number of trains in and out the Union station, 20,017; 320 more than in 1902.

Tickets sold at the station, 301,620; 19,904 more than were sold the year previous.

A conservative estimate based on these figures places the number of travelers arriving at and departing from the Union station during 1903 at 1,005,400 persons.

The grain receipts show 2,863 cars of wheat, 696 cars of corn, 389 cars of oats, 76 cars of rye, 294 cars of flour, 48 cars of beans, 59 cars of malt, 82 cars of hay, 34 cars of straw and 714 cars of potatoes.

The jobbing and wholesale business is represented by 124 firms and is credited with over \$21,000,000 sales.

The bank clearings show a total of \$97,704,458.01 for 1903, against \$83,004,537.34 for 1902, an increase of 17.7 per cent.

The savings deposits are \$7,180,316.07, against \$6,162,817 for 1902, an increase of \$1,017,499.07 during the year.

The school savings for 1903 are \$30,439.18, against \$26,805 the year before, an increase of \$3,634.18 during the year.

The postal receipts for 1903 were \$314,200.44, against \$281,826.46 the year before, an increase of \$32,373.98 during the year.

The internal revenue receipts were \$668,462.17 in 1903, against \$889,141.96 in 1902, a decrease of \$220,679.79 during the year.

The custom house receipts in 1903 were \$93,022.95, against \$61,786.81 in 1902, an increase of \$31,236.14 during the year.

The three barometers of a prosperous community—bank statements, postal receipts, railroad freight tonnage.

	1901	1902	1903
Bank Clearings.....	\$69,768,292	\$83,004,537	\$97,704,458
Saving Accounts.....	23,359	25,559	38,951
Saving Deposits	\$4,368,133	\$6,162,817	\$7,180,316
School Savings.....	21,513	26,905	30,439
Postoffice Receipts	\$256,531	\$281,826	\$314,200
Postoffice net earnings	122,788	138,210	159,035
Frgt forward'd, tons	457,162	635,073	989,941
Frgt received, tons	1,008,889	1,315,054	1,973,481
Total tonnage, out and in.....	1,466,051	1,950,127	2,963,422

There can be no question as to the rapid development of Grand Rapids as a center of business in the light of the fact, shown in our exhibit of statistics, that during the past year there was an increase of 1,013,295 tons in the total tonnage of freight in and out of our city, over the total for 1902.

There are 532 factories in the city, employing 20,474 persons, the total of daily wages being \$43,957—an average of \$2.34 per day per each individual.

New Enterprises

Kent Medical Institute..	\$ 500,000 00
Burnett & Oeveren Co.	10,000 00
Beers Mfg. Co.....	20,000 00
Valley City Brick Co....	90,000 00
Granger Lock & Hinge Co.	110,000 00
James LaMore & Co., Ltd.	15,000 00
Van Mannen-Buys Co., Ltd.	10,000 00
Differential Ore Crush Co., Ltd.	500,000 00
Germol Chemical Co....	600,000 00
West Mich. Machine & Tool Co., Ltd.....	10,000 00
Federal Auditing Co....	10,000 00
Medical College Equipment Co., Ltd.....	1,500 00
Household Furniture Co.	100,000 00
Holson Motor Patents Co.	500,000 00
Reliable Tea Co., Ltd..	6,000 00
Grand Rapids Paving Co.	125,000 00
Shingley & Paxton Multi-Phonograph Co. ..	50,000 00
Grand Rapids Metallic Egg Crate Co.....	50,000 00
Grand Rapids Specialty Co.	1,000 00
Grand Rapids Machinery Co.	5,000 00
Lindgren Chemical Co..	10,000 00

The Buyers' Book Co...	10,000 00
Battjes Fuel & Building Material Co.....	20,000 00
Balke Mfg. Co.....	100,000 00
Longfellow & Shellman Lumber Co.....	10,000 00
Grand Rapids Garbage Co.....	10,000 00
Mich. Ginseng Farm Co.	1,000 00
Edward M. Deane & Co.	100,000 00
Cummings Gear Co....	5,000 00
Nat'l. Electric Supply & Mfg. Co.....	10,000 00
Heath-Morley Co.....	25,000 00
Reorganized—Capital Increased.	
Matheson Motor Car Co.\$	600,000 00
Wagemaker Furniture Co.....	40,000 00
Mich. Elm Hoop & Lumber Co.....	10,000 00
W. Millard Palmer Co..	80,000 00
Gillette Roller Bearing Co.....	100,000 00
Grand Rapids Show Case Co.....	120,000 00
Wolverine Brass Co....	75,000 00
Corl, Knott & Co.....	197,000 00
Valley City Pharmaca Co.	50,000 00
Grand Rapids Piano Case Co.....	95,000 00
Miles Hardware Co....	35,000 00
Stickley Bros.....	225,000 00
Globe Knitting Works..	60,000 00
Voigt Cereal Food Co...	200,000 00
Tanners' Supply Co....	50,000 00
Grand Rapids Cabinet Co.....	100,000 00
Aldine Grate & Mantel Co.....	20,000 00
Furniture City Vise Co.	25,000 00
Grand Rapids Electrical Railway Co.....	2,000,000 00
Durfee Embalming Fluid Co.....	200,000 00
Butler & Wray.....	50,000 00
Grand Rapids Froebel Institute Co.....	10,000 00

Building Operations

During the past year building permits were issued as follows:

new adds. & alterations	
Factories .. 11	46
Stores	35 86
Dwellings ..409	423
Other bds. 112	31
	567 586

Total permits..... 1,153
Total investment represented\$1,308,813 00

Following is a showing as to the more important of the building operations:

New Factory Buildings

Grand Rapids Piano Case Co.....	\$ 30,000 00
Globe Knitting Works..	10,000 00
York & Sons.....	10,000 00
Grand Rapids Stone & Gravel Co.....	5,000 00
Pere Marquette Round House.....	40,000 00
Petersen Brewing Co...	6,000 00
G. R. Engraving Co....	25,000 00
Wormnest Bros.....	10,000 00
Retting & Sweet.....	7,500 00
G. R. Wood Carving Co.	2,000 00

Additions to Factory Buildings

National Candy Co....\$	5,000 00
Gunn Furniture Co....	3,000 00
W. J. Perkins Foundry..	2,500 00
G. R. Gas Light Co.....	4,500 00
Stow & Davis Furn. Co.	1,200 00
Sligh Furn. Co.....	4,000 00

Breen & Halliday.....	2,500 00
American School Furn. Co.....	5,000 00
John Widdicomb Furn. Co.....	4,000 00

Other Buildings

Majestic Theater.....\$	100,000 00
Judson Grocer Co.....	50,000 00
C. B. Judd Bldg.....	40,000 00
Herpolsheimer Bldg....	100,000 00
Citizens Telephone Co..	30,000 00
Pere Marquette Ry. Co.	10,000 00
U. B. A. Nurses' Lodge.	25,000 00
Beth Israel Synagogue..	8,000 00
Lithuanian Society Chr.	10,000 00
Alpine Ave. Christian Reformed Church.....	16,000 00
Holland American Aid Society.....	8,000 00
First Church of Christ, Scientist.....	40,000 00
Lakeside Club House..	30,000 00
Brown & Sehler Co....	6,000 00
A. N. Albee.....	6,000 00
N. Fred Avery.....	8,000 00

Additions to Other Buildings

State Bank, West Side Branch.....	3,000 00
D. H. Waters & Son....	22,000 00
Clarendon Hotel.....	5,000 00
Foster, Stevens & Co..	6,000 00
Commer'l. Savings Bank	2,000 00

Department of Statistics

Membership	
Number of members last report.....	833
Loss by death.....	4
By resignation.....	29
By removal.....	23
By non-payment dues..	30

86

747

Gain new members.....276

Total Feb. 1, 1904.....1,023

Necrology

John E. Boylon, Jan. 15, 1903.
Edwin N. Carrier, Feb. 21, 1903.
Wm. Sears, May 11, 1903.
G. Stewart Johnson, Jan. 30, 1904.
H. D. C. Van Asmus,
Secretary.

A Country Barter.

From one of the smaller cottages at the end of the street came a bare-footed child in colorless calico dress and slat sunbonnet. With the important air of a heavy buyer, she entered the village store and handed across the counter a blue teacup. The proprietor took the teacup and said in brisk tones:

"Well, Emmy, what does your ma want to-day?"

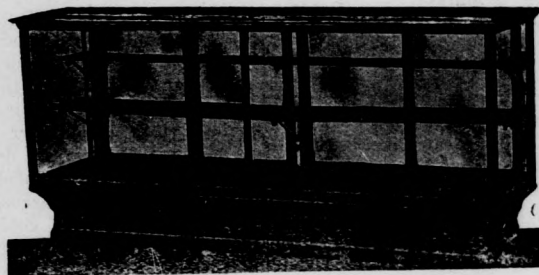
"Please, sir, ma wants an egg's worth of molasses," and she carefully placed a large white egg on the counter.

The storekeeper poured out a little molasses into the cup from a stone jug and set the cup before his customer.

"Mr. Smith," she said, as she took the purchase, "I'll be back in a little while for some ginger. Ma said to tell you the black hen was on."

If a clerk thinks that the store would have to close its doors if he leaves, he should remember that it got along after a fashion before he came.

Are You Interested



ONE OF MANY—ALL GOOD ONES

In High-Grade Show Cases?

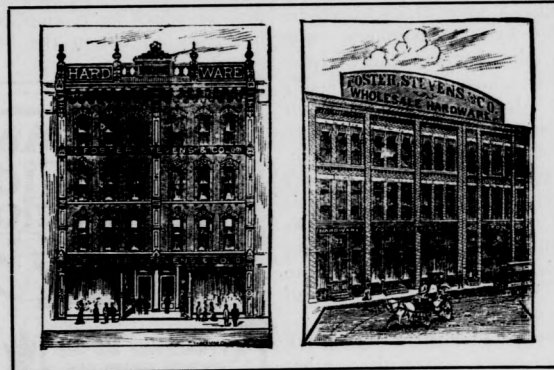
If so, better write us, or shall we have our salesman call?

Complete catalogue on application

Grand Rapids Fixtures Co.

*Bartlett and South Ionia Streets
Grand Rapids, Mich.*

Foster, Stevens & Co.



Grand Rapids, Michigan

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

Mixed Paint, White Lead, Shingle Stains, Wood Fillers
Sole Manufacturers **CRYSTAL-ROCK FINISH** for Interior and Exterior Use
Corner 15th and Lucas Streets, Toledo Ohio
CLARK-RUTKA-WEAVER CO., Wholesale Agents for Western Michigan

CLOTHING

Status of the Underwear and Hosiery Market.

Southern buyers represent the advance guard of market arrivals and have been accompanied by a scattering of the far-away trade. They are few in number as yet, but are expected to show greater increase with the closing week of the month. Reports made by road representatives are to the effect that most of the retailers are yet busy in their own stocks, effecting as thorough a clean-up as they possibly can before leaving for the wholesale centers.

Those who are in market are shopping and inspecting new lines very critically. All kinds of knit goods this season possess greater interest for buyers in view of advancing prices. Grades of underwear to retail at a dollar and above, and hosiery to sell from half a dollar upward, have improved in quality and style, so that even if a little more money is asked the merchandise shows better value. Buyers have commented on these changes and say that there is so much difference in stocks that it pays them to visit around before finally placing orders.

The buyer for the fashionable shop finds that each succeeding season calls for the exercise of more and more taste on his part in making up assortments. The styles, colors and grades must possess individuality. It is essential that the stock should be totally different from the character of the underwear and hosiery shown by the best department stores. Strictly speaking, the furnishers would suffer if it smacked of dry goods. By having a stock unlike the dry goods store the furnisher imparts to his merchandise a tone of exclusiveness appreciated by his customers, who come to him because they expect to get that which is unquestionably different. Hence the requisite for good taste in making purchases and ferreting out that class of merchandise sure to distinguish the furnisher's stock from that of the dry goods store. It is on this account that the shrewd and intelligent buyer values his knowledge of where and what to buy and knows the importance of shopping when in market.

Underwear and hosiery for spring are faring much better than other lines of furnishings, for the reason that retail stocks of lightweights are light, and retailers have had a very good heavyweight season. Yet, notwithstanding that retailers to-day own their merchandise at lower prices than they are likely to get it for for some time to come, January reduced-price sales are significant of a desire to turn all the merchandise possible into cash rather than carry it over.

Retailers are in need of spring merchandise, and in half-hose especially the styles have undergone as much change as the qualities, and the desire to lay in new goods, together

with the hopeful feeling of merchants regarding spring, explains why this department of knit goods is so much better off than others.

In underwear the styles and description of the goods selling for spring differ little from that of last year, except that orders for listles and balbriggans are heavier.

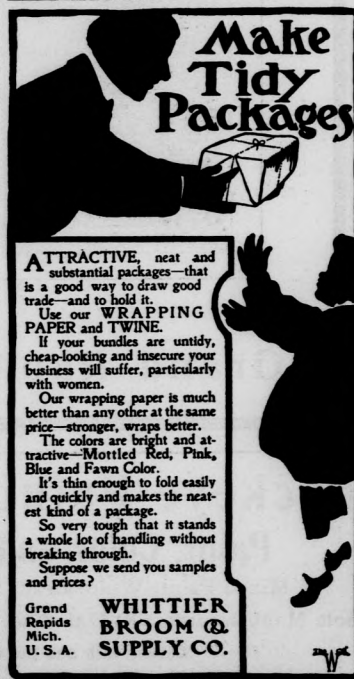
Plaited half-hose is modish for the season, and the variety includes solid colors and fancies in the choicest new shades. Good taste, however, dictates that the darker ones will be preferred by careful dressers. Of these there is dark Toledo, a very deep steel or Damascus, tobacco browns, very rich in color and in much better taste than the browns of former seasons, steel grays, with a predominance of black—entirely new grays designed in an admirable mixture of black and white to meet the approbation of the most conservative dressers. Next to the plain plaited are the Richelieu ribs. Both the plain and ribbed insteps are also fancied with vertical jacquards in brilliant colors, clockings and self and colored embroideries. Some designs of vertical jacquarding alternate with self stripes and look natty.

Gauzes in plain dark colors, with double-stitch heel and toe, have displaced laces. Gauze insteps with double-stitch boots are liked. The gauze socks are a decided improvement, in a practical sense, over the laces of last year, and will be worn by men who thought laces too effeminate for masculine wear.

Shooting hose in solid colors, fancy effects and plaids have had a remarkable run this season, and were worn for their warmth and comfort as much by the devotees of golf, skating and tobogganing as by the skillful huntsman in pursuit of his quarry.—Apparel Gazette.

The clerk who wishes for promotion will find that promoting the business in which he is employed is the best way to obtain the desired result.

Make Tidy Packages



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

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

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.

THE WILLIAM CONNOR CO.
WHOLESALE READY-MADE CLOTHING
MANUFACTURERS
28 and 30 South Ionia Street, Grand Rapids, Michigan

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

Mail Orders Shipped Quick. Phones, Bell, 1282; Citiz. 1957

Use Tradesman Coupons

CENSOR WANTED.**Need of Checking Flood of New Books.**

We are a writing people. The American child in the cradle clutches at the lead pencil. It is a monomania, a disease that has its roots deep in history. The ancients gave it a resounding title, cacoethes scribendi, which, being literally translated, means an itch for writing, a diseased propensity for authorship. It is because we have not yet had courage to diagnose and proclaim the ailment correctly that we still persist in saying very pretty and complimentary things to those who have the malady in its most malignant form.

The most serious menace to education, in that broad and popular sense which comprehends the learning and mental discipline derived from printed matter other than text books is the enormous influx of publications flooding all the book stores and libraries, burying works of solid value, and sometimes even smothering them out of existence. Does a man dip superficially into some branch of science, at once he begins to evolve theories of his own, and the chances are that he will proceed to put them into print for the benefit of his fellow-men. If he have a knack for plausible explanation and argument, these views, however erroneous, may gain credence, retarding a knowledge of the truth. False philosophy, false religions, jumbles of the occult, transcendentalism rehashed and not improved by the process, inaccurate history, drawn from unreliable sources, unskillfully and recklessly compiled and tossed overboard as ballast to float all manner of absurd conclusions, are but a few of the forms assumed by this swelling mass of literature. Unmeaning rhyme that catches the ear by virtue of its jingle alone, and verse that does not condescend to jingle but depends solely upon imperfect measure and a vague mysticism of sentiment for its claims to a place in poetry, captivate the vulgar and puzzle the cultured until the poets of all ages slumber on the book shelves and the dust accumulates upon them. Freak literature is triumphantly coming to the front, panoplied in brazen slang, its helmet bright and polished and tightly locked, to conceal the absence of brains beneath. Worst of all is the division of fiction, good, bad, indifferent, inane, vicious, each and every volume flaunting the favorable notice of some critic or critics, luring readers by dint of attractive titles and illustrations or artistic bindings, romance without end, dealing with the past, the present, the future, the world that is not, and the world that is to come, much of it entertaining, some of the most worthless even fascinating to the average reader.

When this monomania first seized upon the English-speaking and English-writing nations, it was possible, by diligent effort, to pick most of the grain from the chaff, although even then genuine work was often overlooked. In these days even the professional critic, single-handed, finds the bulk of new books beyond his

capacity to handle, much less to read and criticise. In order to halfway discharge his task he must depend first of all upon the reputable publisher to send him only such books as there seems a reasonable hope may be worth looking through, and afterwards he must look to the assistance of reading friends. Yet the day for this process of selection and valuation is swiftly passing, for if the production of books shall increase during the next quarter century at the rate of geometrical progression that has marked its increase during the past twenty-five years the critic will go down under the avalanche and the public be at the mercy of the modern presses, compelled to snatch at random for chance volumes turned out by the million each year.

Some thirteen centuries ago vandal Arabs completed the destruction by fire of the famous Alexandrian library. This great collection, according to Eusebius, at one time contained no less than 700,000 volumes. It was the repository of the world's history up to that epoch. Priceless volumes were these, laboriously wrought out by hand upon vellum and papyrus, records unique and never to be replaced, never to be duplicated. Scholars of all times have regarded this loss as one of the world's greatest tragedies. Regarded in the light of the publishing influx which is overwhelming us to-day, as well as that of some sorry fragments which have been preserved from ancient days, the holocaust may not have been without its blessings. Who knows from what inanity, vulgarity and false philosophy it may have preserved us?

A hundred and fifty years ago a witty Frenchman, taking a long look ahead, predicted that in the year 2,000 the world would have grown so enlightened and so discriminating that a commission would be appointed to separate the good literature from the worthless, and that with appropriate rites and ceremonies the latter, in vast bulk, would be burned in the public squares of great cities, leaving for public benefit only about a hundred or so books which were really worth keeping. As true common sense always counsels swallowing the ounce of prevention rather than gulping down the pound of cure, in this progressive age it would seem as if we might be doing better than issuing from our presses an enormous tonnage of expensive printed matter that can serve no better purpose than to kindle a beacon as a warning to future ages. We are a generation of economists, and there is something painful in the thought of permitting uncounted thousands to toil with hand and brain to futile purpose, that a wise administration may some day put to the flames their vaporings. Better far a bureau of literary censorship, sitting in state at the Copyright Office and condemning all books which can show no reasonable excuse for their existence.

Recent Business Changes Among Indiana Merchants.

Warsaw—The Warsaw Glove Co.

has merged its business into a corporation.

Elkhart—The Consolidated Paper & Bag Co. has filed a petition in bankruptcy.

Huntington—Jacob Bailer, dealer in clothing and furniture, has taken advantage of the bankruptcy law.

Indianapolis—The B. D. Miner Drug Co. has made an assignment.

Indianapolis—M. Horowitz has purchased the boot and shoe stock of J. C. Karle.

Indianapolis—The Silver Drug Co. has sold its stock to Carl J. Sennette.

Logansport—Schmitt, Heinly & Barr, dry goods dealers, have dissolved partnership. The business is continued under the style of the Schmitt-Heinly-Leachman Co.

Noblesville—Meisse & Given, grocers and meat dealers, have sold out to J. K. Smith.

North Manchester—D. Ginther has retired from the implement business of A. J. Lautzenhiser & Co.

Columbia City—Wm. Shriner has taken a partner in his grocery business under the style of Shriner & Feaster.

Elkhart—The Crowl Clothing Co. has been closed by its creditors.

Fremont—A. A. Brown has retired from the mercantile firm of E. C. Duguid & Co.

Greensburg—W. S. Woodfill's Sons, dry goods dealers, have dissolved partnership. The business is continued by W. W. Woodfill.

Indianapolis—The Indiana Woolen Manufacturing Co. has incorporated its business under the same style.

Made to Fit and Fit to Wear

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.

THE LOCK CITY.**Its Future as a Location for Jobbing Houses.**

Some weeks ago, in an article in the Tradesman, I said that I believed the wholesalers of Michigan were not cultivating the Upper Peninsula field to such an extent as was justified by the existing conditions. The argument set forth in the article seems to have been sound from the fact that after several months' trial the Musselman Grocer Company has decided to remain in Sault Ste. Marie permanently with their branch establishment. It is announced in the Soo that the company has purchased property at the corner of Portage avenue and Brady terrace and will erect thereon in the spring a handsome three-story wholesale house with a floor space of 38,000 square feet, together with a cold storage plant of the most modern kind. This is one of the choice locations in the Lock City, fronting Brady Field, the ground on which old Fort Brady stood before it was moved to the present location, on the hill back of town, and overlooking the eastern section of the Government Park and the St. Mary's River. From the windows of the building, when completed, it will be possible to look out across the Canadian Soo manufacturing district and over the rolling hills that stretch away in the direction of James Bay as far as the eye can reach. And in years to come when Uncle Sam erects on Brady Field a postoffice and customs building this wholesale house will face one of the most handsome squares in the Northwest. It seems as if the company has been especially fortunate in securing such a location, as it will, in years to come, be near the freight center of town, as it is a question of but a few months when the commercial docks will be moved farther down the river.

The real significance of this proposition lies in the fact that the territory in this part of the State must be full of promise for the wholesaler or the Musselman people would not plan to build on such an extensive scale. They have conducted a branch establishment here long enough to know where they are at, and were the future not bright they would scarcely care to make any further investments in this part of the country.

In considering the Upper Peninsula as a market for the wholesaler one instantly realizes that the future will bring into play no keener competition from the wholesalers of the big cities of the Northwest than is in evidence at the present time. They can not get any nearer the Upper Peninsula than they are now, unless they come here and open branch establishments. The man who has a wholesale establishment in the Upper Peninsula is on the ground floor, as it were. He is in close touch with the merchants of the various cities, while Chicago, Milwaukee, Buffalo and other places are so far away that wholesalers in those cities can not possibly hope to retain the hold on Lake Superior

merchants that is enjoyed by a firm close by. St. Paul and Minneapolis are the towns that will put up the hottest fight for this territory, from the fact that they are nearer to the scene of action.

It is possible that the question of reciprocity will have something to do with shaping the future of Sault Ste. Marie as a wholesale center. At this point international traffic is very heavy. Persons not conversant with the situation would be surprised to see the number of cars of freight that cross the international bridge. Goods from across the ocean destined for the Middle Western States come in here in great volume. The Canadian Pacific, running as it does from ocean to ocean, controls a vast traffic, and importations handled by the company are carried from here far into the interior over the lines controlled by the organization. Thus it will be seen that a merchant dealing in imported goods is nearer the supply here than he would be in towns farther south. There would be a good market on the Canadian side if reciprocity between the two countries were established along such lines as a great many people desire. With reciprocity the Upper Peninsula wholesaler, and particularly he who is located at the Soo, will be able to go into the Dominion and market a lot of goods at a handsome profit. The building of railroads and the development of the mining districts are causing prosperous towns to spring up in Northern Ontario, and a good many of the people moving from this side of the border are inclined to favor goods that come "from home."

Reciprocity with Canada, however, is some distance away, and it may be some years yet before it is brought into being. But the people of the Northwest are clamoring for it. Newspapers are demanding it in all the leading cities. The business element of the states close to the border wants a chance to get over the line with its sample trunk, as Canada and the Northwest are a most promising field. Business men of the Northwest are shrewd. They know that if they can bring about such relations between the two countries as will permit them to market their goods over the line they will have a cinch. They will be hundreds of miles nearer the market than the men who now dominate the wholesale world. They will be on the ground floor and thus able to scoop their rivals. It is believed by many that the coming of reciprocity will mean the rapid upbuilding of numerous of the now small cities of the Northwest. It is easily seen, then, why newspapers in this part of the country are clamoring for it.

Looking at the future in this light the Soo seems to be a good point for wholesale houses. By no means can it be said to be centrally located, as far as Michigan is concerned, but it has good railroad connections with all Upper Peninsula towns, and in case of trade relations of a nature that will make it possible for the American dealer to go after Canadian business the Soo will prove a

point of great vantage. With a country rich in minerals and industry at its very feet, a city of goodly size just across the river, it will be possible for the Michigan Soo to become a wholesale center of no small proportions. Even now the shipments of perishable goods across the border at this point amount to considerable and the future is, indeed, promising. When one realizes that the country is for the most part in its infancy, although old in many localities, it is at once seen that there is much to look forward to.

Raymond H. Merrill.

A salesman's anxiety to sell should never make him forget that customers have the best right to decide what they want to buy.

The Banking Business

of Merchants, Salesmen and Individuals solicited.

3½ Per Cent. Interest

Paid on Savings Certificates of Deposit.

Kent County Savings Bank

Grand Rapids, Mich.

Deposits Exceed 2½ Million Dollars

MACKINAW SEASON, 1904.

BLUE LINE

RICHNESS IN APPEARANCE & WEIGHT SUPERIOR TO ANYTHING BROUGHT OUT IN OUR 18 YEARS' EXPERIENCE IN THIS BUSINESS.

STRIKING DESIGNS THAT WILL BE IDEAL FOR WINDOW DISPLAY.

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

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

Suspenders

for Spring delivery. All goods guaranteed first-class.

Write for Particulars

Michigan Suspender Company
Plainwell, Mich.

The Kind of Advertising That Pulls.

Advertising returns may be divided into two kinds—direct and indirect. If you are looking for direct returns you must anticipate the public wants and say all you can a week or two ahead of time. For example: Prepare an advertisement of sweet pea seed; tell why the kind you sell is worth cultivating; mention the different names of the plant; say a word about the size of the flowers, their fragrance, color, etc., and finally add a word to the effect that your seed is stocked fresh once a year and give the price. The advertisement should appear a week ahead of planting time. It will sell the seed and evidence of direct returns will not be wanting.

The reason many druggists have lost faith in advertising is because the nature of their line will not permit of direct returns. The grocer always gets quick returns because there is a constant demand for goods in his line. The druggist often has to create the demand, but, on the other hand, his profits are larger as compared with the grocer's.

This brings us to consider indirect returns. The druggist frequently advertises his own remedies, and because he does not get immediate returns gives up in disgust. If instead, he would put on more steam, increase his advertising, add other mediums, the result might be different.

After many days some fellow may drift in who remembered reading so and so concerning a corn cure. Having contracted a corn in the meantime he is now looking for the cure. You actually may have to wait for the corn to grow, but as sure as the sun rises, if you are persistent enough you will win if you keep at it. That is indirect returns.

The writer remembers very well his experience in selling a sarsaparilla. It was advertised in the local papers and by means of a booklet, counter slips and window display. So much was said that it seemed impossible for the public to get away from buying it, sick or well. For a long time there were no returns. A five-gallon lot seemed to be all we would need for a couple of decades. By and by, after we were all discouraged about getting results, we had a call. Then came another, and gradually we worked up a sale, not large but steady, and before we knew it our five gallons were gone and we began to realize that we had another staple added to our stock. It was slow in coming, but was more profitable in the end than quick returns. We sell two bottles of our sarsaparilla to one of any other make now, all due to persistent advertising.

For direct returns use the medium taken by most of your customers. For indirect returns use the medium pursued by all classes, your customers and the other fellows'. Also use counter slips, booklets, store paper, window—anything and everything to hammer it into the public that you have something they ought to have.

There is an angle in a street of Pompeii where the people took a short cut around the corner. The

story is written in the solid granite, where the hurrying multitude have worn stones deep and smooth, and after twenty centuries the workman's spade reveals a lesson for the advertiser of to-day. One man walking over the stones left about as much impression as the first advertisement does in an obscure weekly. It took many footsteps to wear away the granite of the ancient city, and it takes a vast amount of advertising to wear away modern prejudice and fix a thought, but, once accomplished, the impression will be as indelible as the granite walk. Find a man or woman who has not heard of Menen or Lydia Pinkham, or others that might be mentioned.

The lesson to be learned by many a retail druggist is that it does pay to advertise and that it is more profitable to advertise preparations of his own, even if it takes time to bring returns. The things that bring quick results are often goods that yield small profit, while the things that bring results indirectly will in time show direct returns, with larger profits. It would be better to advertise a good liniment and wait until some one had the rheumatism before making a sale than to sell Hires' root beer at two for a quarter and hire a clerk to take care of the rush. In the former case you would in time have a staple article selling regularly at a good profit, and in the latter you would be doing a lot of business for a little money. The slow horse often brings you safest home, and the same may be said of the slow trade-pulling advertisement, providing it is boosting the right thing.

Lou D. McWethy.

It Isn't Yours.

To-morrow does not belong to you. Keep your hands off it. The only time you have any business with is to-day. If all the good things that should have come with to-morrow had been accomplished facts, this world long ago would have become once more a garden of Eden. It is not a good thing to brood, but it is well for a man to sit down and take a good square look at the situation. You haven't to go outside your little circle, nor back further than this winter, to realize that you had better not count too much on to-morrow. People who had as good chances for a long life as you, a few weeks ago, are forever done with the things of time. It is wise to look ahead a bit, but it is more than foolish to forget that your little plan may not fit in with the general design of the Master Architect. Put your brain and muscle into to-day; to-morrow will have its own problems and responsibilities. Get all you can into the present; the future is in other hands. What if with the next week your opportunities should end? "Boast not thyself of to-morrow: for thou knowest not what a day may bring forth."

The clerk who treats customers as he would like to be treated if conditions were reversed is not likely to make many enemies and is in a fair way to become a very efficient salesman.

Facts in a Nutshell

BOUR'S COFFEES MAKE BUSINESS

WHY?

They Are Scientifically PERFECT

129 Jefferson Avenue
Detroit, Mich.

113-115-117 Ontario Street
Toledo, Ohio

SPECIAL OFFER

Total Adder Cash Register
CAPACITY \$1,000,000



"What They Say"

Owensboro, Ky., 4-4 '03
Century Cash Register Co., Ltd.,
Detroit, Mich.

Gentlemen:—The Century Cash Register we bought of you on Feb. 7th has given us such universal satisfaction and we were so well pleased that we ordered another Century Register on the 24th of March, and now have both in use. They are certainly ornaments in our store, and as to their accuracy must say, that it would be impossible for you to make any improvements. We have carefully examined other registers that were bought from other factories at six times the cost of yours and could not even find one point that was an advantage over yours, which only cost one-sixth the price. In fact, if prices were equal, we would prefer the Century over all others that we have examined. No doubt you will feel conceited over the compliment that we are paying you, but we feel that you are justly entitled to it, and at any time that we can be of any service to you for reference in regard to the Century Register, we shall certainly be delighted in recommending it with the merit it deserves.

Yours very truly,
Meyers & Moise,
Queensware, Glassware, Cutlery, Notions,
Fancy Goods and Bar Goods.

The writer of the above is a leading Kentucky merchant and a very large dealer, rated in Dunn and Bradstreet at \$20,000, amply able to have purchased high-priced machines had he considered them better than ours; ordered the second Century after giving the first a hard test of a couple of months' use. We are daily in receipt of similar letters from many other responsible merchants too numerous to print, which we will be pleased to send on application. Endorsements from reliable merchants like the above are the best argument that any manufacturer can advance to prove the merit of his goods. Every machine sent on seven days' trial and guaranteed for five years.

SPECIAL OFFER—We have a plan for advertising and introducing our machine to new trade, which we are extending to responsible merchants for a short time, which will put you in possession of this high-grade, up-to-date Twentieth Century Cash Register for very little money and on very easy terms. Please write for full particulars.

Address Dept. F.

Century Cash Register Co. Detroit, Michigan
U. S. A.

656-658-660-662-664-666-668-670-672 and 674 Humboldt Avenue

TOOK HIM AT HIS WORD.**How the Family Outwitted the Head of the House.**

Written for the Tradesman.

Mrs. Briggs and her daughter Jane had "done up the dinner things" and seating themselves in the shade of the big maple that shielded the side porch from the brightness and heat of the afternoon sun, were busy sticking cloves into great luscious peaches destined for the pickle jar when Philetus Briggs, the husband and father, laid aside his pipe and paper and observed: "Seems to me that Dave is making an all day trip to town."

Neither Mrs. Briggs nor her daughter commented on the proposition and so Mr. Briggs continued: "I've been thinking this thing all over 'n' have 'bout made up my mind that this fall's work'll 'bout finish things up for us."

"I'm willin'," meekly responded Jane and her mother answered the kindly smile that lighted up her husband's face as he directed his gaze toward her, with: "I thought you'd come to it if I left you to make up your own mind." And then her plump and healthy face, rich in its matronly glory, sent such a volley of genuine wifely affection from her eyes to the eyes of the man, that he stepped over to her and, kissing her forehead, added: "An' we'll just take comfort here where for so many years we have together worked for the right to rest; the right which is ours legitimately and completely."

When Mrs. Briggs pulled her husband's bearded face down toward her own and kissed him fairly on his lips, the daughter exclaimed: "My! I just hope you two'll never get too old to be spooney," at which the father retaliated with: "You don't want us to live much longer, eh?"

The daughter quickly declared that she wanted both father and mother to live as long as she did and not only that, but that her sister and brother had repeatedly and most emphatically declared the same desire; and so, with the two old people and their comfort and happiness as her text, the girl pictured the beauty of a calm and robust old age in the very midst of the scenes of their early struggles and later triumphs. In terms that were homely, perhaps, but forceful, she reminded her parents of their high and honorable standing throughout the countryside and then told of the great pride and joy experienced by her brother and sister as well as herself, in their contemplation of the pattern lives that had been led by the parents. It was plain that she had a purpose in view and to no one was it more apparent than to the father, who had, in his discomfort and embarrassment over the daughter's sincere admiration and perfect frankness, again filled and lighted his pipe, upon which he was puffing furiously.

Philetus Briggs was a good man and a kindly husband and father, but he was notoriously exacting and dreadfully old fashioned. He was very near in money matters and yet he was a generous provider so long

as he was not called upon to indulge in what he called new fangled notions. His latest and most emphatic resentment was in regard to prepared foods, which he designated as mere devices invented to help lazy women-folks. Thus it was that Jane struck a most unhappy note when she suggested:

"An', of course, if you're goin' to spend your old age in this house—an' goodness knows it is big enough and fine enough—you ought to have some things put in we haven't got."

Mrs. Briggs made a feeble attempt to check the subject, but was too late because, when the father asked as to what was needed, and when the girl suggested a bath room and closet, the storm was on. Instantly Mr. Briggs derided the weakness that would permit the introduction of such a feature in a dwelling house; he spoke with emphasis and seeming authority upon the danger of such an innovation and finally, with no little show of bitterness, declared: "This house is the best one in the township and it has been good enough for us to now and will have to do to the end."

And the girl, very like her father, temperamentally, did not heed her mother's anxious look of warning, but responded with equal vigor and authority: "And I want to tell you, Father, right here and now, that carrying water from far distant wells to kitchens and stables and gardens; lugging mops, slops and pails of water up stairs and down stairs, an' being forced to go out of doors at all hours, day or night, and in all kinds of weather, have done more to drive boys and girls from the farms to the cities than all the noise and bustle and gew-gaws of city life can ever accomplish."

"Jane, please stop!" pleaded the mother as the father enquired contemptuously: "Have you had your say?" and the daughter had responded, "No, I'm not half through," when the tempest was stilled by the sudden appearance of Dave, who rode around the corner of the house and leaping from his horse handed his father a letter of imposing appearance and bearing the seal of the U. S. District Court. Clearly an unexpected distinction had come upon the Briggs household and in the glory of such a crisis all merely domestic topics were forgotten. And when, upon opening the envelope and carefully reading the contents of the enclosure, Mr. Briggs, fairly gasping, announced: "I've been drawn to serve on the Grand Jury an' must report at the Court House to-morrow morning," there was a moment of absolute silence born of the amazement that was dominant.

Such a furore of domestic excitement as followed. Mother undertook the preparation of the proper white and bosomed shirts, the collars and neckties, Jane assigned herself to the sponging and pressing of the Sunday suit and the father and son repaired to the stables to exchange a few last words in relation to the stock and crops. And there were some steers to be sold and various repairs to machines to be looked af-

ter, until at last, with everything reviewed and directions all given, Mr. Briggs resumed:

"And—oh, yes, Dave. You just remember at all times, even if I never come back, that everything about the whole place belongs as much to Mother as it does to me. She's earned more'n her half of it and it's hers, whole kit 'n' boodle, when I'm not here."

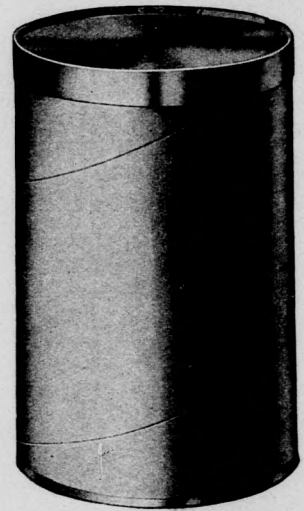
Next morning parting injunctions had been exchanged, farewells had been said and Mr. Briggs, neat and looking extremely well in his good-fitting suit of black, waved an adieu in answer to the fluttering handkerchiefs at the front porch as Dave turned the horse north on the Line Road en route to the station. Mrs. Briggs and Jane turned and looked at each other in silence as the horse and wagon disappeared, but almost instantly Mrs. Briggs sighed and remarked: "He'll be gone two weeks at least and maybe longer. An' Dave's got his orders."

"An' we've got a heap to do in two weeks," continued Jane, as she followed her mother into the house.

The stately Briggs Place was confessedly the best establishment in the township. The barns were large and well built; the house, about 200 feet away, was also large and convenient as to internal arrangement and it was, after ten years of service, in excellent condition. There were warm, dry and well lighted stables, a spacious building devoted to the housing of machinery and vehicles, a brick smoke house with Dutch

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

If you use this 1 lb. coffee box



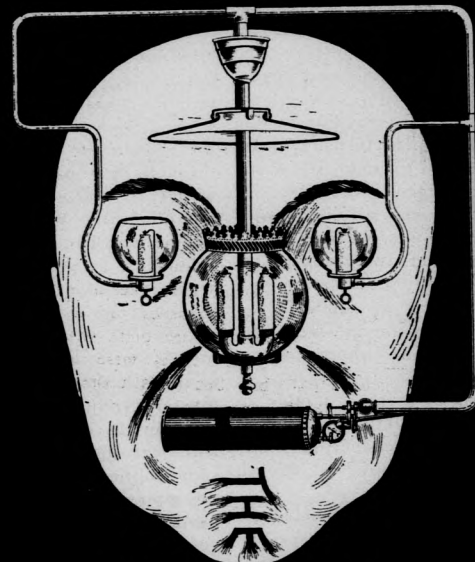
Gem Fibre Package Co.

Detroit, Michigan

Makers of

Aseptic, Mold-proof, Moist-proof and Airtight Special Cans for
Butter, Lard, Sausage, Jelly, Jam, Fruit Butters, Dried and Desiccated Fruits, Confectionery, Honey, Tea, Coffee, Spices, Baking Powder and Soda, Druggists' Sundries, Salt, Chemicals and Paint, Tobacco, Preserves, Yeast, Pure Foods, Etc.

**FOR STORE AND STREET
LIGHTING**



National Lighting System
AND

THE WONDERFUL DORAN LIGHT.

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

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

oven accessory, poultry house and park, cattle sheds and pig sty and a shop and tool house combined which was surmounted by a windmill and water tank.

The morning's work, including the finishing up of the peach pickling job, was quickly attended to and then Mrs. Briggs busied herself measuring a clothes line with her yard stick, marking each succeeding ten feet by tying a bit of white cloth at the spot. Meanwhile, out in the shop, Jane had, by utilizing her father's spirit level and two pieces of two-by-four, constructed a T-square level. And the two women very soon, by means of their clothes line "chain," discovered that the water tank was exactly 212 feet from the house and 165 feet from the stables; that from the house to the center of the half acre lawn the distance was 45 feet and that it was 120 feet from the water tank to the center of the one acre farm and kitchen garden.

It was at this point that the two women realized that they had overlooked their leveling rod, but one of the long strips from the quilting frame was measured off into inches and feet and before dinner time they had "taken the levels" with "stations" ten feet apart and knew, with reasonable exactness, the surface lines or profiles of each survey—to the house, the stables, the lawn and the garden—and with much pride and no little laughter were telling Dave all about it as together they were enjoying the dinner.

"It's great!" said Dave at last

when he had an opportunity to speak, "and as soon as I told Lill and Jim (the sister and her husband) they promised to come over to-morrow and every day until we get through. And I saw Ben Barker—who owes me two days' work—an' he'll be over and Mr. Webster, the plumber, is comin' out to-morrow with pipes and traps and bath tub and closet—the whole outfit. He says he'll charge us only for what we use and will rush the job."

"But where will we put the bath room?" suddenly enquired Mrs. Briggs, having thought of that detail for the first time.

"That's just what Webster asked me when I talked with him," replied Dave, "and when I hesitated, sort of puzzled like, he went on just as though we had talked it all over and explained that he had often noticed our place and wondered why we didn't have water works; that the bottom of our water tank was at least eight feet above our second floor and that if he were in our place he'd put the bath room in the little store room over the pantry."

It was a regular water works bee that followed. Lill and Jim, Ben Barker and Dave, Mrs. Briggs and Jane, under the direction of the plumber, who had entered heartily into the scheme, dug the trenches below the frost line for water pipes and traps and sewer pipes, laid the pipes and covered them, put in the bath tub, bowls and flushing tank, and within a week water from the wind-

mill and tank had been led to stables, house, lawn and garden.

"Pshaw!" said Mrs. Briggs as she was settling with the plumber, "I've always heard you plumbers were robbers, but I wouldn't be without what you have put in for ten times what you charge."

"That's all right, Mrs. Briggs," answered Webster, "but I'm well paid for what little I have done. You and your family did all the work."

"Well, it's fine we're both satisfied," was Mrs. Briggs comment as she took the receipted bill.

"Ye-e-s." mused Webster as he placed the money in his pocket, "but I'm not wholly satisfied. What you need and what you ought to have, now that you have the water in your house, is a new range with a water-back, and then you could have hot water on tap in your kitchen, your bath room and your stables."

"Put her in an' I'll pay for it!" fairly shouted Dave as he gave his mother a regular bear hug.

And so the second week saw the new range installed and as Mrs. Briggs walked around it or tested the hot water at the sink she thought, and once exclaimed, "my! what'll Leet say when he finds out what it cost?"

"Say," echoed Jane, as she wiped her hands, "what'll he say when he finds we've no cess-pool just outside the kitchen door?"

"Yes, an' what'll he say when he sees our posies and our lawn blossoming right along through the summer drouth? What'll he say when he sees the horses and cattle and things

slobbering in water to their hearts' content an' no one luggin' a pailful to them?"

"What can he say?" finally observed the proud housewife and mother.

"I'll tell you, now, what he did say," said Dave. "He told me to remember, at all times, that this whole place is yours—the whole kit and boodle; that you had earned more'n your half of it and that when he's not here, it's all yours."

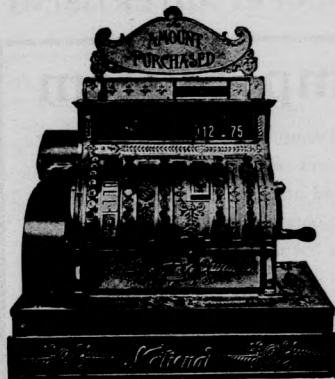
"Did your father say that?" asked Mrs. Briggs, as a glistening, swimming flood filled her eyes.

"That's what he said, Mother," answered Dave as he placed an arm across her shoulder and with the other led her toward the sitting room with his own eyes filled to brimming.

* * *

The labors of the Grand Jury were ended many weeks before Philetus Briggs returned to his home because of a railway disaster which brought great grief and irreparable loss into many households, but sent Mr. Briggs to an Emergency Hospital in the city with a broken arm and many cuts and bruises. And when Mrs. Briggs and Jane, answering a telegraphic announcement of the accident, put in an appearance at the hospital, thrilled with anxiety and fear, they found the old gentleman done up in splints and plaster and bandages, but very much alive and delighted by their presence.

"The doctor says I'll come out as good as new," said the patient cheerily in answer to his wife's en-



Our 1904 models are now ready. Prices, \$25 to \$650

The Best Are the Cheapest

For twenty years the National Cash Register Company has made the announcement that it could sell a *better* cash register for *less* money than any other concern in the world. We have *never failed* to do this in a single case.

We are the originators of cash registers and have naturally been the target of all other cash register companies. In the face of this competition we did a larger business last year than ever before. This was because our 365,000 users were well satisfied with their "Nationals."

Over two hundred concerns have failed in the cash register business because they could not furnish a cash register without infringing some of our 895 patents.

Some merchants are led to purchase low-grade cash registers by misrepresentation. Later they find they will not give satisfaction. If you are interested in a low-priced machine, don't buy till you see our agent. We guarantee to sell cheaper than anybody else.

FIVE THINGS TO REMEMBER. A "National" takes care of

1. Cash Sales.
2. Credit Sales.
3. Money Received on Account.
4. Money Paid Out.
5. Changing Money.

We employ 1,400 salesmen. If you would like further information, send in attached coupon. Our agent will then call. This puts you under no obligation whatever to buy.

N. C. R. COMPANY, Dayton, O.

Please have your agent call when next in my vicinity. This puts me under no obligation to buy. I saw your ad in MICHIGAN TRADESMAN.

Name _____
Address _____

CUT OFF HERE

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

quiry, "but I guess I'm laid up here for the winter all right."

And to say truly, it must be confessed that the mother and daughter experienced a sense of relief when they heard the news. Relief over the promise that he would recover, of course; but relief, also, over the possibility that they would be given a few weeks' leeway in which to prepare the old gentleman for the surprise in store for him at home.

"Of course it isn't that we're afraid of his anger when he finds out what we've done," suggested Jane, "but it would be dangerous to Pa to permit him to undergo the excitement in his present condition."

And Mrs. Briggs looked a world of admiration and thanks into the eyes of the daughter as she answered: "Why, I wouldn't think of it—under the circumstances." Thus it was, after a day of visiting with the hospital attaches and Mr. Briggs, and after reaching a detailed understanding as to the mutual use of the telephones and the mails, that the wife and daughter, buoyed by most hopeful reports on the part of surgeon and nurses and by the seeming comfort and contentment of the injured man, started on their return homeward. Daily reports followed them for a week thereafter and while everything was reported favorable, there was no especial message from the patient. True he sent messages of love and remembrance, but there wasn't a hint about an early return home.

"Well, there's one thing about it,"

said Dave one evening at the table, "he seems to be blame well satisfied."

And then Mrs. Briggs suggested that there was a possibility that he had already heard of the water works improvement and was purposely delaying his return until he had his temper well in hand. And so, for two weeks more the uncertainty and curiosity and doubt that oppressed the household continued without a single word from Mr. Briggs that was calculated to relieve the strain.

Then it was, one morning just after breakfast, that Mrs. Briggs announced: "I'm going in to the city to-day and when I come back your father'll be with me. I'm going to put an end to this suspense."

It was then, too, that there came a call over the telephone, which was answered by Dave. The young man's face beamed as he listened and the next instant he reported: "It's Pa talking—and he says: 'Tell Ma I'm coming home to-day. Tell her I've been taking baths in a bath tub, hot and cold water, every day for a week—all except my broken arm—and that I'm feeling like a four-year-old—all except my arm.'"

* * *

And one afternoon in the June following, when the fields were rich with promise and the air was warm under the benediction of a glorious sunlight and a clear sky, Philetus Briggs and his wife were chatting cosily together on the side porch and the husband was heard to say: "Yes, that hospital bath tub opened

my eyes wider'n they'd ever been before; but it wasn't nothing to the heatin' apparatus 'n' if I live there'll be a furnace in this house inside of sixty days, if I have anything to say about it."

"Yes," replied Mrs. Briggs, "that's what I've been thinking, too. An' I made a contract with Webster day before yesterday for one—a hot water heater. You know you told Dave the place is mine and I can do what I like with my own property, I concluded." Charles S. Hathaway.

Shoe Departments in General Stores.

The shoe departments in many general stores are sadly neglected.

Many merchants will say this does not fit them.

It probably does.

When a lady calls for a pair of shoes, can everyone in the store, from yourself to the newest clerk, go to the stock which is most likely to suit her and at once select all of the different styles?

In other words, do they know the stock thoroughly?

Not long ago you may have had a new shipment of children's shoes. Have all of the clerks been instructed about them so they can pick them out and talk them readily?

Or when they go from the dry goods or grocery departments into the shoe section will it be a case of guess with them most of the time?

With one-half the clerks in one-half the general stores selling a pair of shoes of any kind is a clumsily done job.

They do not know the stock.

They fail to size up the customer, what will suit, what will fit, etc.

About the time they find a shoe that suits they find they can not get a fit.

Which fact they should have known before they pulled the shoe down.

They know nothing of the values or the strong points in the goods they are selling.

The shoes are brought in from the warehouse on a truck and given a place in stock. Some of them may be looked at and no more. The merchant does not take enough interest in them to tell his clerks why they will be good sellers.

This is one of the features of general merchandising which shows that the merchant has not worked his opportunities to within gunshot of the limit.

It shows the necessity of wide-awake merchants and wideawake clerks.—Commercial Bulletin.

A wonderful clock has just been completed by a Bavarian clockmaker after 19 years of labor. It tells the seconds, minutes, hours, days, weeks, months, years and Christian festivals. The course of the sun, moon and constellations is given and eclipses shown. The clock has been regulated to keep all these things until 2899. The clock consists of 2,200 parts and has 142 wheels, while it is worth \$8,750.

The world's verdict is easier to over-rule than that of one's own conscience.

PROFIT-PRODUCING ADVERTISING

PROFIT-PRODUCING ADVERTISING

Your Own Private Trading Stamp System

COST TO OPERATE

1 1/2%

We Sell You

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

- One 42 pc. Cottage Dinner Set of English Ware that retails for.....\$ 6 00
- One 147 pc. Open Stock Asst of a Flown Blue English Porcelain, retails for..... 20 00
- One 42 pc. set of Bavarian China, Rosebud design, that retails for..... 12 00

Total, 231 pieces for \$24.73 that will bring at retail.....\$38 00

WE FURNISH FREE 5,000 Gummed Trading Stamps; 5 Elegant Display Cards; Plenty of Catalogues of Premiums and Stamp Collectors' Books; your advertisement in four places on each book.
TERMS: Two per cent. for cash in ten days or 60 days net and your money back at the end of 90 days if you are not perfectly satisfied that this is the greatest cash trade winner and profit producer you have ever heard of.

NEW YORK REBATE "THE RED TRADING STAMPS"

Under this system we send you one book of 5,000 New York Rebate Stamps and you pay at the rate of 3 per cent. for the stamps you use—nothing for the stamps that you don't use. We furnish you 500 Catalogues of Premiums and Stamp Collectors' Books, each book containing stamps representing \$1.00 worth of purchases. These stamps are FREE to your customers so as to encourage them to start saving the stamps, and books are to be delivered by you to the different families in your locality whose trade you desire to obtain. Each book contains 36 pages of illustrations of presents in every conceivable line of housefurnishing goods that your customers can obtain for their stamps as well as stating the number of stamps required for each. You carry no stock of premiums, simply pay for the number of stamps you actually use at the rate of 3 per cent. We deliver direct to customers' homes, all charges prepaid, the presents they desire for their stamps. Order one of these systems to-day and liven up the dull times—they will double your present business.

H. LEONARD & SONS, GRAND RAPIDS MICH.

PROFIT-PRODUCING ADVERTISING

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THE TOURIST TRADE.

Amusing Attempts of Shopkeepers to Attract Attention.

Holiday-makers on the continent have from time to time sent home amusing instances of foreign efforts to address the tourist in his own barbarous tongue. Here are a few, culled in continental shops, hotels, and other places of public resort.

Even cultivated Paris supplies a few amusing blunders in her struggles with our uncouth lingo. A restaurateur in the Gay City wished to impress on the hungry tourist that at his establishment food could be obtained at any hour. After much labor he evolved the following:

"Meals at every o'clock!"

A hair dresser in the Rue St. Honore sought to attract visitors with the weird announcement, "Hear to cut off here;" while a Palais Royal baker appealed to those who liked their macaroni fresh with "Macaroni not baked sooner ready."

Switzerland supplies a plentiful crop of quaintly worded notices. Concluding an enthusiastic account of his hotel, a Swiss boniface gives the candid information that "Wines at this hotel give the visitor nothing to hope for." Another advertises "Plain and artful baths." Desirous of vaunting the maturity of his cheese, a Swiss tradesman says: "Thees chees are not too childish."

It is well known as the thing to do when visiting the Rigi to watch the sunrise; wherefore a hotel there gives out that "When the sun him rise a horn will be blown." This kind of English seems considerably more childish than the extolled cheese of the worthy Switzer tradesman.

Having made the usual distinction between casual visitors and those who pay by the month, having resolved on a lengthened stay, a Swiss hotel proprietor exhorts the latter thus: "Monthly gentlemen will have to pay fixed rate made with them at the time, and should they absent day in month they will not be allowed anything out of it, because I take from them less rate."

After this one does not flinch from such minor eccentricities as "Backed apples" and "Strewed prunes," which fearful and wonderful dishes have been known to figure on a Swiss menu.

In Italy, near Pompeii, the following curious announcement appears in the circulars of a large hotel:

"People will find equally thither a complete sortiment of stranger wines and of the kingdom, hot and cold baths, stables and coach houses, the whole with very moderate price. Now, all the endeavors of the host will tend always to correspond with the tastes of their customers, which will acquire without doubt to him in that town the reputation of which he is desirous."

In a French town a dentist concludes an advertisement in the local papers thus: "M. X. renders himself to the inhabitants of these town wich honour him with their confidence, and executes with skill and vivacity."

One would imagine that a viva-

cious dentist would be something of a nuisance, but doubtless he of the forceps only meant that he was prompt in his methods.

It is impossible not to be awed by this Japanese official notice: "The trees-cutting, birds' and beasts' killing, and cows and horses setting on free at the ground belonging to government are strictly prohibited."

Very often a mistake is made by misinterpreting a foreign word which has two English meanings. Thus, a British tourist in Holland was puzzled to know what "Upright ginger beer" might mean, until he found out that "oprecht" in Dutch stands for both "upright" and "genuine."—Stray Stories.

The Prospects of the Young Men of To-day.

The young lads of to-day, between the ages of 10 to 17 years, are of a much brighter nature than those of a century past—young boys say at the age of 15 years. You can depend upon them in many different ways. They can do business transactions and do business. They seem so independent because they can jingle the coin in their pockets, which makes them feel like big men.

Not long ago a young lad about 13 came into a clothing store. The clerk enquired, "Something, young man?" "Yes," replied the youthful customer, "I want to look at a pair of pants for myself." After a moment's hesitation the youthful customer said, "Long pants." This was going to be his first pair of long pants and he felt awfully big. He kept his right hand in his pocket jingling the coin that he had to pay for the long pants. He said to the clerk, "Don't you think I will look much bigger with long pants on?" "Certainly," replied the clerk; "you will look like a big man." The little lad replied with a broad smile on his face, "Gee! I'll look almost as big as my father, because he is a very short man." The clerk had the pants wrapped up for him and the little fellow took his money out of his pocket with an expression on his face as though he was glad to get rid of his money as long as he got his long pants. After he had paid for the pants he flew out of the store in a hurry, tickled to death over his long purchase. The clerk was amazed at the manner in which the youthful customer selected his pants, being careful in his selection and kicking about the price. He tried to Jew him down. The clerk thought he was dealing with a man instead of a lad of 13. About an hour later the clerk was out on the street and saw the lad, whom he hardly recognized in his new pants.

I think nobody will dispute me when I say that 75 per cent. of the boys at the ages mentioned are bright and intelligent, and some future day some of them may be at the head of the nation.

Meyer M. Cohen.
Charlevoix, Mich.

The unsuccessful advertiser complains that advertising is expensive, but the shrewd, systematic buyer of publicity wonders that it can be sold so cheap.

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

THIS IS IT

An accurate record of your daily transactions given by the



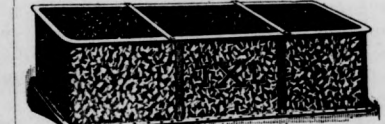
Standard Cash Register Co.

4 Factory St., Wabash, Ind.

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



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



PHELPS & BIGELOW WIND MILL CO.
KALAMAZOO, MICHIGAN

Our Assortment of
Easter Goods

is larger than ever

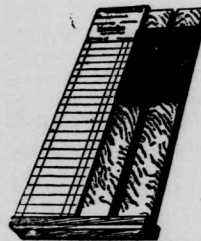
Easter Eggs in Every Variety
Easter Rabbits

and other novelties

Putnam Factory National Candy Co.
Grand Rapids, Mich.

How About Your Credit System?

Is it perfect or do you have trouble with it?



Wouldn't you like to have a system that gives you at all times an
Itemized Statement of Each Customer's Account?

One that will save you disputes, labor, expense and losses, one that does all the work itself—so simple your errand boy can use it?

SEE THESE CUTS?



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

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



How To Conduct a Successful Shoe Business During 1904.

The annual invoice having been completed in the majority of shoe stores and profit and loss having been credited and debited to the business of 1903, the shoe retailer now prepares to face and cope with the problems of 1904. This, or possibly a little later in some localities, is one of the duller periods of the year. With the fall and winter season just closing and the spring trade not having commenced, the progressive dealer should have a little time to formulate and put into action schemes and methods for the advancement and development of business in his locality. I trust that with the large majority of dealers the year's business just closed has been highly successful and profitable and as compared with the year previous has shown considerable advancement. In all lines this is surely an age of advancement and I firmly believe that the twelve months of 1904 will develop many new methods and more systematic arrangement of business than has marked the same period of time in the past.

Therefore, it is "up" to the progressive shoe man to keep in touch with these up-to-date methods and ideas and right now is the time to commence. No business can stand still at this day and age. We can not depend upon any particular class of trade staying with us regardless of our attitude toward their interests. If a progressive merchant opens up in your town or locality and takes some of your trade, who is to blame? Have you not had possession of this business—and you know possession is considered nine points, etc.? Do not get angry because some of your customers are leaving you. Examine the cause. You will no doubt find that they have every respect for you and have confidence in you as a dealer. It is not that they do not like you, it is prices and new ideas that "fetch 'em." Start the new year aright. Fight your competition with their own weapons and go them one better if possible.

There is no doubt that this is a hard proposition to a number of smaller dealers especially, and they no doubt feel that with the means and help available they are wholly unable to cope with the situation. Our first advice would be: "Subscribe for a live, progressive trade journal and read it." It will keep you abreast of the times and you will be surprised at the many helpful suggestions you will obtain that will be adaptable to your own business. With it as a guide strive to eclipse all former efforts in going after business. Commence at the bottom and thoroughly study out your plan of action.

As an example of the helpfulness of a trade journal, in a recent issue of this paper there appeared an arti-

cle on arrangement of stock which I believe would be of benefit to a host of shoe men. That is one of the first points to be considered. Is your arrangement of stock and fixtures as it should be or does it resemble a junk shop more than a metropolitan shoe store? I have noticed a number of shoe stocks and especially those handled in connection with other lines of merchandise that, to use a slang phrase, were "a holy fright." The main stock in trade seems to be composed of soiled and broken cartons placed promiscuously here, there and everywhere on the shelves without regard to location or appearance. Not only that, but the arrangement of fixtures, settees, etc., is generally bad. Just place yourself in the customer's position a few moments, Mr. Shoeman, and suppose that you had entered the store for the purpose of purchasing. Your first impression is far from favorable when you come in and notice a group of clerks who are apparently engrossed in everything except that there is a customer to be waited upon. Finally, one of the clerks ambles up to you and, in a tone more calculated to discourage you than to persuade you to buy, asks after your wants. You seat yourself on the settee after it has been cleared of newspapers, shoe cartons, etc., and proceed to inspect the stock before you.

Your attention is attracted by a carton that has no lid and the front is hanging down, covering the front of carton beneath and exposing a pair of dirty looking shoes. You next note a large carton projecting from a row of smaller ones, with holes here and improper spaces there and so on through the stock. What would be your own conclusion, Mr. Shoedealer? Would it not be natural for you to feel that the goods were not up to the standard, although they may be?

You may consider this case overdrawn, but I assure you I have seen instances as bad as above portrayed. I trust, however, that these examples are much in the minority. The point is, have a house-cleaning. Get all those cobwebs out of the corners. Rearrange your stock with some eye to system. Have all of one line of shoes together, i. e., one section for ladies and one each for men, boys, misses and children, or at least, have them separated so you will know where they are at. Replace all those broken cartons with new ones or get them out of sight. Compact your stock. Better to have a whole vacant shelf at the top than to have the stock full of holes. Next see that your display cases and all glass and metals are kept bright and shining. Arrange your store artistically in the interior at least, for there is where you do business. It will be much pleasanter for you and for your clerks and also for your customers.

An annual or semi-annual sale for clearance of dead or out of date stock has become one of the necessary attributes to every well conducted retail business and the shoe business is no exception. No matter how carefully or conservatively the buyer may place his order I have yet to see

the stock that did not accumulate unsalable stuff which gradually gets pushed out of the way for new goods. This portion of the stock should receive very careful attention and when it is seen that any particular line bids fair to be "stickers," then is the time to dispose of them. It would be impossible to outline a method of riddance for these business "breakers" that would be adaptable to all localities, but get rid of them you must, and that is one of the problems that will confront you in carrying out your system, but be sure you are right, and where there is a will there is always a way. With some houses and in some cities and towns the clearance sale has been worked to death, and does not attract the attention any more than it should, therefore, there must be other methods used. A good manner to dispose of "stickers" in the course of regular business is to have a space in each department on the base shelf devoted to the odds and ends you wish to dispose of. When you are serving

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

The Boston Rubber Shoe Co.'s Discounts for 1904



Are 30, 5 and 3 per cent. on Bostons and 30, 10, 5 and 3 per cent. on Bay States until June first.

After that date the discount on Bostons will be 30 and 3 per cent. and on Bay States 30, 10 and 3 per cent.

By placing your order now you save \$3.40 on every hundred dollars' worth of Bostons and \$3.06 on every hundred dollars' worth of Bay States that you buy.

When you consider the quantity of rubbers needed to supply your trade this saving is an item you can't afford to overlook.

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

When Looking

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

Don't Forget

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

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

a customer and have found the size and style desired cast your eye over this stock and see if there is not something that will do and if so show it. State exactly the truth of the matter and cut the price accordingly. Another good idea, providing you have a sale record and list of customers, giving sizes worn, is to mail each one a personal letter, calling attention to the fact that you have so many pairs of such and such shoes which will fit them and which you will sell at a bargain, giving your reason for so doing. This may be a little trouble and expense, but not more so than a full page advertisement, which probably would not do as much good.

Spring openings are no longer an experiment, but with the successful merchant, are one of the most important points to be considered in his solicitation of business. We are nearing the time when these openings will be seasonable and we have ample time to prepare a line of action. To those shoe dealers who have made a practice of holding openings it is unnecessary to make the above statement, for they are undoubtedly now formulating plans whereby they may eclipse all former efforts. But to those who have never held a spring opening we say, "Get busy." Not only can we cite you to those of your own profession, but also to the dry goods and furnishings dealers, and especially is it the chief factor in the business of our sister-in-trade, the milliner. No matter how small a business, nor how limited her stock, she would no more think of endeavoring to sell hats without a seasonable opening than she would of using her needle minus the thread. Is there, then, any reason why a stock of shoes should not be introduced to the public at the beginning of their season in the same manner?

The spring goods will undoubtedly be all delivered and marked and in stock by the last of this month, so that they will be ready for display as soon as signs of spring become manifest. Why not use a little "Printers' Ink" in announcing a spring opening and inviting the public to attend? This can be done in various ways and with different degrees of expense, but, of course, the elaborateness of the invitations and other preparations must be regulated by the size of the business and the capital thereof. Whatever you do, you can at least have the interior of your place of business clean and attractive even if not profusely decorated, and it is within the power of even the smallest merchant to decorate the interior and exterior of his store in some attractive manner.

Another valuable help to the successful shoe man is his method of window display. This is a very valuable means of advertising and one that must be thoroughly and artistically done. Remember it is the means by which the majority of shoppers will "size up" your business and it is unnecessary to state that a large amount of transient trade, especially, comes your way because of an attractive display. I do not consider it necessary to put the greater

part of your stock in the window by any means, but a well balanced display of a few attractive samples will arrest more attention and appear much neater than an indiscriminate mass of merchandise. The window display is not the "whole thing" by any means, and I have always considered a neat, attractive interior to be of equal importance. These displays, both interior and exterior, are a great help to the dealer during his opening days especially, although I would not let a display lag at any season of the year, but would keep my business always before the public by striving to be the first to recognize any important event of local or national interest by arranging a display in keeping. I believe that 1904 will show a great advancement in the art of window dressing and interior arrangements, and those who do not keep abreast of this movement are the ones who will lose out eventually.

This is the branch of your business which is exchanged for dollars and cents and should be one of your most profitable expenditures. The year before us promises to be one in which many merchants who have not before realized the importance of this economical business expense will awake to the situation and will be compelled to either "Do or die" so far as their business interests are concerned. We have but to look to the amount and quality of the advertising that is used by those firms who are taking business from our territory to realize its potent force. The question is, "Are you going to sit at your desk and read these advertisements in your local papers and magazines of general circulation and say, 'no use?' or are you going to strive to get in the ring and profit by their example? There is no reason why, with the many advertising propositions available, you should be content to live a hand-to-mouth existence, but put your shoulder to the wheel and push. Convince your trade by persistent, truthful advertising that you can sell shoes in competition with those with whom they are doing business. Here is where your trade journals will be of benefit, as well as in every other branch of your business. You can obtain points in every issue which will be of incalculable benefit to you.

I do not mean by this that you should turn peddler or make a house to house canvass in order to get business. Not by any means, but I have reference to your treatment of customers who trade with you. Do you ever ask them to call again? Do you allow your customers to stand unnoticed for any length of time, or do you escort your customers to the door, after dealing with them, and opening same ask them to call again? And do you make it a point with yourself and among your clerks to see that every possible customer receives every possible attention from the time he comes in until he leaves? All these and many other personal attentions have a good effect and are methods of making a personal solicitation of business. As a sum and substance of what this article is intended to express I feel that

I can give no better advice or plan a better idea than that adopted by Marshall Field & Co., of Chicago, who express it in this wise: "The Marshall Field & Co. Idea.—To do the right thing, at the right time, in the right way; to do some things better than they were ever done before; to eliminate errors; to know both sides of the question; to be courteous; to be an example; to work for love of the work; to anticipate requirements; to develop resources; to recognize no impediments; to master circumstances; to act from reason rather than rule; to be satisfied with nothing short of perfection."—A. B. Cowley in Shoe Trade Journal.

Marine insurance is very old. The earliest voyagers, the Phoenicians, practiced a kind of insurance. The master, before sending his small bark to the edge of the earth, mortgaged her against her return. If she came back he returned the loan with a heavy premium.

The clerk who always waits to be told what to do will probably have to wait a long time before he is told to take a higher position.

Ecstasy is happiness magnified in to pain.

Are Your Books in Balance and kept by Up-to-Date Methods?

Do they give you the information necessary to run your business successfully? Let us send an expert from our accounting and auditing department to install a new system and instruct your book-keeper in the latest time-saving, fact-giving methods. Write for particulars.

The Michigan Trust Co.
Grand Rapids, Michigan
Established 1889

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.

Write for Prices



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.

MAN WITH THE MUSKET.

His Relation to the Army of the Cumberland.

(Continued next week)

By this time the corn growing in the valleys had become fit for roasting. The blackberries on the mountain sides were ripening in abundance and, with the swine that roamed the woods and were familiarly known to the soldiers as "Alabama sunfish," the men in the ranks fared well, depending on the trains for little else than coffee, salt and sugar.

Just here came a time that brought out the temper and patriotism of the American soldier. The Army of the Cumberland had arrived at the base of the great mountain range that divided the East from the West. In front there was an army equally strong in numbers, fully as well armed and better supplied with food than they, but there were also before them formidable mountain ranges; mountains whose sides were traversed only by mere trails; mountains that were densely wooded, affording concealment to the foe; valleys that were but sparsely inhabited, and away from the single line of railway that traversed the region were impenetrable jungles of brush and vines. Then there were mountain streams through every valley, and the grand Tennessee River, behind which a regiment of men, rightly placed, could have held back an army corps. In the face of all these obstacles the soldiers, with confidence in their commanders and in themselves, moved forward to battle with the enemy wherever he selected to stand.

At night the pickets tramped their silent beats along the mountain trail and through the valley corn field. The camp guards paced the inner lines in the quiet hours until dawn. All is quiet as the grass-grown streets of a deserted village, when far from down the valley comes the first bugle call of reveille. As if by magic, come countless echoes, countless other reveilles from regimental camps along the mountain sides and far down the valleys. The echoes have but faintly died away in the distance before myriads of little camp-fires flash their light in the mountain's dawn. As if in pleading mockery, comes the call from those patient friends, the army mules. Then follows a pandemonium of sounds that puts life into the heels of the most sluggish of mule whackers; then filling the air come the aroma of the coffee and the fragrance of the bacon in the pan. Soldiers of our grand old army, can you ever forget it? Again, the bugle call, and the lines of blue coats and gleaming muskets file out of camping places and disappear down the road. It may be a march of ten miles, it may be thirty; it may be only a skirmish, and it may be a battle before another camp is made; it may be that some of these same men will be going back over the same road before night, their lifeless bodies jolting in an army wagon, or with gun-shot wounds seeking a hospital for treatment. Yet there is not a thought of

this as they tramp along. "With arms at will," with rumors of war, with song and story, the hours pass. Coming to a stream they "shuck themselves" of trousers, shoes and socks, and take to the water, holding high all their earthly possessions. And what a sight they present! You wonder how some of these crooked, spavined and ring-boned legs were passed by the mustering officers, and are firmly convinced that a pair of baggy army trousers cover a multitude of defects.

Going back to the spring of the year before, while the army was camped along the banks of Stone River, on warm days there would be at times a thousand men in undress uniform bathing. Upon the opposite bank was the mule corral—an army recruiting station and not immortalized in history. These mules came in from the country, unhonored and unmarked. The Quartermaster Department had fires burning in which were red-hot iron brands U. S. An expert would lasso a mule, rope his legs and throw him down upon the ground, then brand him with the hot iron. Of course the animal objected, but that made no difference with the Quartermaster Department. One day a lot of men in swimming crossed the stream and stood on the banks watching the operations. In the party was one man who was always kicking, and he kicked now. He said Uncle Sam thought more of a mule than a man. No sooner said than was the idea put into force. That man was lassoed, cast upon the ground, and with two or three men holding each leg and arm, another man applied the brand to the "bulge" of him. The smoke of broiling ham filled the air, mingled with howls of pain from the kicker. Then followed a stampede for the water. And now, four months later, in wading the rivers of the mountain country, the fact was disclosed that this man's hide had no market value. And although he carried a musket to the end of the war he was never known to make a kick against the lot of soldier in the ranks, but rather felt proud

of the fact that he was the only soldier in the army bearing the honored insignia of this great country upon his person. He can now, if so disposed, show to his descendants the scars of war.

But again, to the rock-lined trails of the mountain sides, with the rains and mud of the valleys. The men's shoes were soon worn out and many of them were barefooted; pieces of rawhide and coffee sacks were bound about their feet; trousers were worn and mud-soaked coats were button-

less and out at the elbows, but the cartridge boxes were always full. Coming to the wide and rapid Tennessee River, there were no bridges for hundreds of miles up or down the stream. The Confederates placed themselves on the south side behind the mountains, burning the only bridge that was at Bridgeport, Alabama. They thought the river an impassable barrier, and they thought the barren wilderness, the wooded mountains of Northern Georgia, a barrier to farther advance. But Gen-

Wales Goodyear Rubbers

For Season of 1904

The Best Fitters--The Best Wearers

Don't place your order for fall until you see our line of Leather Tops, Sock and Felt Boot Combinations. The largest ever shown

We can supply your wants for the spring trade Send us your order and get quick delivery.

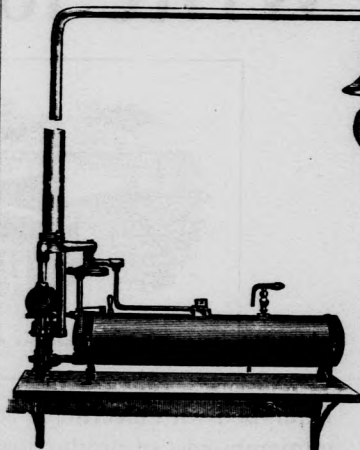
Herold-Bertsch Shoe Co., Grand Rapids

Candee Rubbers

Lead the WORLD for STYLE, FIT and WEAR.

Send us your orders—Don't wait until the last minute.

WALDEN SHOE 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 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

eral Bragg did not know the men of the Northwest. Going into the forest for a brief time, the guns were stacked, the trees were felled, both mules and men were harnessed to the logs, and they were hauled by the hundreds to the bank of the stream. Canoes were shaped out of the sweet gum, trestles were hewed out of the oak and hickory, planks were split out of the pine. For miles about the buildings were torn down and boards and joists brought in from which to build pontoons and skiffs. In the mouths of creeks and out-of-the-way places, out of sight and range of the enemy's sharpshooters, rafts of rails and other light material were constructed, upon which the men were to place their clothing and equipments when the time came to advance. Upon the far side could be seen the white tents of the Confederates like chips on the shoulders of great mountain sides, daring the entire army to knock them off. From behind the trees that lined the banks came a constant spatter of spiteful minnie balls. Then, on an early morning, when all was ready, the artillery of Sheridan's division lined up along the banks and began a target practice. The sweet gum canoes came out of their hiding places in the woods and were launched in the streams with three men in each, one to sit in the stern and paddle, the others to shoot if a mark offered. The rafts were floated out of the creeks, with men swimming and pushing behind in the fast running current. Landing upon the other side these swimmers, without waiting to clothe themselves, seized their guns and rushed up the bank. Before the enemy realized it we had effected a crossing and held it with our lives. The canoes became ferry boats, adding fresh men constantly, every man going at once to the firing line. At this time there was not an untrained man in the army, all being tried and true. The men from Michigan, Illinois, Ohio and Wisconsin, standing shoulder to shoulder with Indiana, Kentucky and Missouri, brushed the common enemy away, and then the building of the trestle bridge began.

The picture of that bridge recalls pioneer days. There was no time to select proper length material and, consequently, the roadway followed the ups and downs of the river bottom. It had swells and depressions. Coming to the deep water pontoons were anchored; then again trestles, then pontoons, and in this way the main stream was bridged, and on this structure the great trains of the Army of the Cumberland advanced to Chickamauga.

Then began the advance over the mountains. The heavily-laden army wagons, in which were loaded all of our supplies of food, clothing and ammunition, each being drawn by six mules, formed a train many miles in length, and a tempting bait to the enemy's cavalry. To protect the train required a small army of flankers and a strong rear guard, calling for constant vigilance on the part of all, from commanders to privates.

Many a day and night did the soldier lift at the wheels and pull at the ropes, helping up the mountain sides, and, going down the other side, hold back the wheels and steady the wagons over cliffs and ledges. Covered with dust, suffering untold agonies from thirst and heat, chilled at night by the mountain rains and fogs, living on scant rations of the plainest food, the army passed on to the valley of Chickamauga.

Here, in the foothills of the mountains, in dense, almost trailless forests, the two armies came together in a struggle that, for its intensity and casualties, has no parallel in the history of the great rebellion. Historians tell us of the plans; commanders tell us of the route of march, the movements of corps, division and brigade, of the charges over fields swept by shell, grape, cannister and minnie balls; but it is left for the reunion and camp-fire to tell of the individuals who did the marching, the charging and the dying. Time prevents more than a brief mention. I see but one regiment, less than three hundred strong. They have been in several positions before I see them, advancing in the double-quick, guns loaded and capped. Out of the fields into the woods they go led by a beloved commander. Instantly the guns are joining their din with hundreds of others to the right and left. These men know where they are going and what they may expect, but there is not a faltering step. The colonel goes down grievously wounded; the lieutenant-colonel is lying dead on the left. Captains and lieutenants are down with the sergeants and privates. There is no rank when once you are hit. The color-bearer drops to the ground, but not the flag. That is grasped before it touches the leaves. It floats but a moment before a third man grasps it, then the fourth in quick succession. It is a whirlwind of death, and half the men of that regiment are out of the fight and the lines are shortened as the survivors guide to the center and keep within comrade's touch. The old flag still waves defiance to all foes. On the other side the enemy's dead and wounded are thick under the trees, and there is a lull in the strife.

Chas. E. Belknap.
(Continued from last week)

Dr. D'Arsonval, lecturing in Paris last week on the effects of electricity upon human beings, expressed the belief that the world is on the eve of a therapeutical revolution, electricity being the medicine of the future. He demonstrated the utility of electrical treatment in skin diseases and said that under anesthesia produced by electricity a patient could be subjected to light surgical operations without narcotics.

"This," smiled the fond young wife as she passed a plate of dessert to her husband, "is cottage pudding. I made it myself." The man tasted of it. "I'd have known it was cottage pudding," he asserted. "Yes, I can taste the plaster and the wall paper. What did you do with the shingles and the bricks of the chimney?"



Saving Pennies

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

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

Keep it Ever Before Them

They can make your business blossom like a rose.

A Dayton Moneyweight Scale

does this more effectually than anything else.

Ask Dept. "K" for 1903 Catalogue.

**The Computing Scale Company
Makers**

Dayton, Ohio

**The Moneyweight Scale Company
Distributors**
Chicago, Ill.





Why Women Fail to Succeed in Business.

Written for the Tradesman.

The other day a woman's club, not a thousand miles from here, and which, to quote the inspired words of the back-woods statesman, "doesn't know what it is here for," had a gleam of sanity. It proposed to inaugurate a series of business women's teas, to which the girls who clerk in stores and live in hall bedrooms were to be invited to enjoy a pleasant evening full of tea and sandwiches, and music, and heart-to-heart talks with their sister women.

It was a lovely idea, instinct with the philanthropy that is not patronage, and had it been carried out undoubtedly it would have proven an oasis in the life of many a hard worked little shop girl, but, unfortunately, it died a-borning. The project was bitterly opposed and killed by a working woman who declared, in the first place, that no self respecting girl would go to a tea or anything else that was labeled "business women's,"



A Demonstrator of Culinary Science.

and, in the second place, that she resented nothing so much as having her occupation thrown in her face, and then she sat down with a so-there-now air that was fatal.

The incident, pitiful in its petty vanity as it was, would be of little moment except that it turns a whole search light of reason on why women so seldom succeed in business. A thousand fallacious theories have been advanced to account for the fact that women rarely prosper in their commercial undertakings. Lack of business training, lack of intelligence, lack of industry, the feminine temperament, the feminine constitution have all been offered as reasons for their failures, but all of these excuses are wide of the mark. Women do not lack intelligence. They are quicker than men to pick up anything they want to learn. They have health enough to do anything they desire. It is no more difficult to learn to keep books than it is to play bridge, and clerking in a store isn't half as wearing on the constitution as a social season.

The real reason that women fail in business is because they are ashamed of their work, and because nobody has ever yet succeeded in anything in which they did not put pride and heart and enthusiasm. Here and there, of course, there is a woman who glories in her occupation, and she is the woman we are writing up in the newspapers as that rara avis, a hen who has scratched up the nugget of fame and fortune in the barnyard instead of the poor worm that is all that the balance of the pullets get. She succeeds as a man succeeds, because her ambitions, her aspirations and her hopes are all centered in her labor, and this forms a resistless force and energy that carry her inevitably to the goal of her desires.

These women are the exceptions. The majority of working women hate their work. They are ashamed of it. They do it as much as possible behind their backs. They spend their time trying to keep their right hand from knowing that their left hand has to toil for a living, and their one absorbing ambition is not to win fortune by succeeding in their occupation, but for some miracle to happen so that they won't have to have an occupation at all. This isn't because they are lazy. The women who are not compelled to support themselves are not idle. They slave like coal heavers over clubs and society and fashion and philanthropies. Woman's objection to work lies solely in the fact that she thinks that some stigma is attached to honest labor for money, and that it is a reflection upon her to be profitably employed.

Here you have the fundamental difference between the status of the two sexes in the working world. A man is proud of his occupation. A woman is ashamed of hers. Meet a well dressed man in the train who is a tailor by calling and fall into conversation with him and in ten minutes he will have told you about his shop, but you might travel from Maine to California with a woman who was a dressmaker without getting an inkling of her profession. Wild horses could not drag the fatal admission from her that at home she makes dresses for the rich society women with whom she is so intimately acquainted, and whose names she reels off so glibly in her conversation. No man resents being called a business man, but upon the haughty brow of the shop girl it is a brand of disgrace. John Wanamaker and Marshall Field have attended with pleasure innumerable business men's banquets and dinners, but you mustn't insult the proud \$3 a week female who stands behind their ribbon counters by inviting her to a business women's tea. She would scorn to demean herself by thus tacitly admitting that she was in trade. Feminine inconsistency and idiocy can go no further. It is the limit, and the pity of it is that it is also the financial limit to woman's earning capacity.

This shame that women have of work runs from the highest to the lowest grade of society. It is contended, in all seriousness, that one of the chief reasons that girls will not go into domestic service is because

they rebel at being known as servants, and that the great problem of getting some one to prepare our meals, sweep our floors and mind our children will never be solved until every cook is called a Demonstrator of Culinary



I take a few boarders for company.

Science; every housemaid, an Assistant Household Manager, and every nurse girl rejoices in the euphonious appellation of Kindergartner. Some color of truth is given to these theories from the advertisements in the daily papers in which those who desire the services of female clerks invariably throw a sop to their pride by calling them "sales-ladies." Probably if they advertised for shop girls not a mother's daughter would apply for work, yet no man expects any such silly attempt to be made to gloss over his real occupa-

You have just seen the state of the Michigan Business Community. And you will find it familiar with the best Michigan has to offer in the lines of Business Education, Household and Domesticity.

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

The Oldest and
Largest Manufacturers of

PURE, HIGH GRADE

COCOAS

AND

CHOCOLATES

No Chemicals are used in their manufactures. Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup. Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use. Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children. Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.
Dorchester, Mass.

Established 1780.

BETTER THAN
THE BEST

There's one thing better than the best, and that's the best for the purpose.

The wrong kind is as bad as poor quality—a chemical analysis is all right in its way, but results are what count.

Diamond Crystal Salt is used exclusively in a majority of the largest creameries, not because it analyzes 99% pure (though it does analyze that way), but because repeated tests have demonstrated that it works freer, goes farther and produces better butter than any other.

The progressive grocer who sells to the small dairyman will do well to take a leaf from the note-book of the creameries.

Give your trade a chance to try *The Salt that's ALL Salt*, and then order your next stock according to the reports received.

Write for our book of letters from Buttermakers of National Reputation.

Or better—send in an order now for a stock of our ¼ bushel (14 lbs.) sacks, which retail at 25c.

DIAMOND CRYSTAL SALT COMPANY,
St. Clair, Mich.

tion. You never hear of a "sales gentleman," or a "typewriter gentleman," or a "floorwalker gentleman."

Plain clerk is a good enough title for him. He is proud of his job and proud of his work. He doesn't have to waste any time on the sales gentleman assumption that he is a person of elegant leisure who has taken to the dry goods counter for amusement. He is a salesman first, last and always, which accounts for the fact that he so often ceases to be a clerk and becomes a proprietor, while a woman so seldom does. She has to put in so much energy maintaining the spurious elegance of the "lady" part of her title she has none left to devote to the "sales" end of it.

It is impossible to lay too much stress upon the truth that it is because a woman is ashamed of her

disaster in it, and the auctioneer's flag floats so often in front of the boarding house is because the woman who tried to run it was ashamed of it. There isn't a hotel proprietor in the land who wouldn't come to bankruptcy in a year if he attempted to do business under cover of taking a few paying guests for company or who would rather be accused of murder and bigamy than of being a landlord.

Nor is there any reason to hold up the mortified boarding house keeper alone as an example of the woman who is ashamed of her work. There are her sisters and her cousins and her aunts. You may see an army of them any morning on the cars going down to work, carrying their poor lunches in expensive music rolls or golf bags, in the vain hope that somebody will mistake them for conservatory pupils or athletic maids on the way to the links instead of working girls. You will encounter them in offices doing miserable typewriting because they had the misfortune to have a great grandfather, and they can't bear to think of their illustrious ancestor's descendant having to work. They bungle your clothes as dressmakers, but you mustn't mention it, because they are so deadly ashamed of working anyway, poor things, that it would simply be rubbing it in to tell them how badly they do it. They do all manner of work, but the polite attitude toward the working woman is precisely as that toward a deformed person or a pardoned convict. You must ignore their affliction and pretend you don't know it.

Isn't that idiotic? Isn't it funny? Isn't it sad? For the joy of life is work and the glory of life is doing good work. Few women have found this out. The great mass of them, instead of being glad that they have

skill and intelligence enough to do something that the world is willing to pay for, are ashamed of doing it at all. Like an ostrich, they hide their heads in the sand, hoping no one will discover them, and over the hump this makes man mounts to the high places.

A great many things are said about competition between the sexes, but so long as man puts pride in his work and woman puts mortification in hers, there can be no real competition. The man will have everything worth taking. Just as long as working women are ashamed of their calling, just as long as you can't invite business women to a business women's tea without offence, just so long will women have to go way back and sit down at the tail end of the salary list.

Dorothy Dix.

Doctors Know a Good Thing.

Congressman John Sharp Williams tells of a man in Mississippi. He is a hypochondriac of the first order. This individual's failing is a source of never-ending amusement to his fellow townsmen. It was of this man that some one humorously remarked, in answer to a question as to how the sick man was getting on, that "he complained that he was feeling somewhat better."

Mr. Williams says that the hypochondriac was one day telling a friend of his efforts to regain his old-time health. He ran over the list of doctors whom he had consulted. Whereupon the friend remarked:

"Well, old man, I must say that you appear to have lots of faith in doctors."

"Certainly I have," replied the sick man. "Don't you think the doctors would be foolish to let a good customer like me die?"



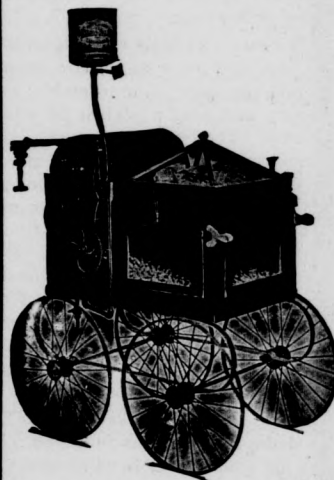
Can't criticise her spelling because of her family.

work that she fails in it. Take the keeping of boarding houses, for instance, the one profession that is virtually monopolized by women, and which is, without a doubt, the most generally shiftlessly, wastefully and unintelligently carried on business on earth. Almost without exception the woman who is at the head of such an establishment is as much ashamed of her occupation as if she were a chicken thief or a sheep killing dog. When you apply for board she sizes you up and if you have an innocent and incredulous look she will fib to you about taking boarders for company. If you appear old and worldly wise, she will content herself with a long apology for engaging in the business, the gist of which is that she wasn't born to it and never expected to come to it and so on. Not once in a million times does she have any pride in her work, any desire to keep the best boarding house in town, and she would be simply mortified to death if she thought that anybody pointed her out as a boarding house keeper.

Yet consider the real facts of the case. To make a home for her own family is the noblest occupation in which any woman can engage. To make a home for strangers is certainly a work of supererogation that would entitle a woman to a reserved seat among the cherubim and seraphim. Moreover it is a lucrative business when carried on properly, and the only reason that women come to

New Crop Mother's Rice
100 one-pound cotton pockets to bale
Pays you 60 per cent. 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 \$8.75 to \$200. Most complete line on the market. Also Crystal Flake (the celebrated Ice Cream Improver, 1/4 lb. sample and recipe free), Flavoring Extracts, power and hand Ice Cream Freezers, Ice Cream Cabinets, Ice Breakers, Porcelain, Iron and Steel Cans, Tubs, Ice Cream Dishes, Ice Shavers, Milk Shakers, etc., etc.

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

PROGRESSIVE DEALERS foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but **SAPOLIO** goes on steadily. That is why you should stock

HAND SAPOLIO

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.

ORIGINAL METHODS

Of Practical Adaptability for Country Dealers.

Written for the Tradesman.

The man I wrote about last week—the country storekeeper who sells a little of almost everything under the sun and finds catchy foreign phrases in the back end of the dictionary and trims his show windows to illustrate the meaning of them—was telling me some more about these original displays of his.

Of course, he sells clothing among the rest, and he is up to date enough to possess quite a presentable man dummy and also a stylish little boy dummy. They both have very good joints, so that they may be placed in any desired position. For one window trim, he dressed up the man in a good business suit, with all the zero-weather accompaniments—long overcoat, muffler, cap with adjustable piece that came all down around the throat and ears and left the face free to talk through and be talked to, warm gloves fur-trimmed, feet encased in comfort-giving overshoes.

The kid dummy looked as near like his daddy as two peas in a pod. He was his counterpart in miniature.

After the dealer had the twain all in readiness for advertising purposes he left them carefully reposing in the little room he utilizes for arranging the details of his window decorations. Here, in this sanctum, as you might call it, for there is a "Please keep out!" on the always-closed portal, some of his schemes have flashed in the pan, but generally satisfaction beams in the dealer's eye when he emerges from the secret recesses dragging the separate parts of his designs to the store front. He takes genuine delight in this part of his trade-bringing—"rackets," he calls them. At stated intervals in the week he delegates, absolutely, all over-the-counter transactions to his clerks, Jim and Jehoshaphat (there's the long and the short of names for you), and revels in his pet ideas to his heart's content. Nobody begrudges him this enjoyment. Jim and Jehoshaphat may criticise the storekeeper's trims as much as they please—after they are an accomplished fact—but they must keep their fingers out of the pie while it is in process of construction.

But, *revenons a nos moutons*, as they phrase it, and by the way one display, if not actually "mouton," was the next thing to it. This whole window space was devoted to meats—but let me finish the other trim first—Dummy Senior and Dummy Junior will get tired standing around waiting their turn to be useful in this vale of tears—or land of sunshine—it's simply the way you look at it! It's just as the immortal Ella avers:

"Laugh, and the world laughs with you;
Weep, and you weep alone."

For the dummies' window the storekeeper got little and big trees from the woods back of the town and set them in the window at about the distances "the real thing" would grow in the natural element. All over

these was scattered white cotton batting, to imitate snow, and on this was sprinkled some stuff from the drug store around the corner, to imitate the "sparkles." The addition of a mirror in one corner of the floor lent an idea of water, and when these accessories were in place the daddy and his young hopeful were introduced into the wintry scene. The man was placed as if he were walking and the boy dummy was made to have exactly the same attitude behind him.

When this was done, the item that was to clinch matters—the piece de resistance, so to speak—was brought and glued at the corners neatly onto the inside of the window pane. It was merely a little bright red card—the storekeeper's favorite color, but that's neither here nor there in this review of his work. It had been raggedly notched all around in startling points that stood out like fingers pointing the way to the next station in a bicyclist's path. On this sanguinary card, in clear white letters, was the sentence:

"Sequiturque patrem, haud passibus aequis."

("He follows his father, but not with equal steps.")

Jim and Jehoshaphat said that the usual comment of the bucolic specimens anent this red card's inscription was:

"What the Devil!"

But, as that will hardly do for the polite ears of the Tradesman's subscribers, I omit it. The farming trade should have ejaculated:

"What the Mephistopheles!"

(Possibly they are intimately acquainted with the one gentleman from the Nether Regions and hadn't yet been presented to the other, so could not speak his name!)

The farmer contingent haven't got through yet talking about that "hawed passy-bus winder."

* * *

The reader might wonder at the use of the small red card glued onto the window pane instead of the employment of a large white placard in some other part of the enclosure. This dealer has found, in conjunction with many others in mercantile life, that people will go out of their way to read a tiny thing glued onto the window, be it card or newspaper clipping, when they will pass hurriedly by a big sign placed among the goods on display. It is an anomaly of human nature that it values the thing most that is hardest to get, and it is on this principle that a person will stop—although he be in a great rush—and read a small card, circular or letter pasted onto a show window. And red, being one of the bright colors, is more eye-attracting than any other color or white would be.

In this connection I am reminded of a letter, yellow with age, which a few weeks ago was stuck onto the window at the left of the Giant Clothing Co.'s Canal street entrance, in this city. It was a letter sent to that firm by a man who had gone West, and he wrote that he was still wearing a suit of guaranteed clothing purchased of the firm in question fifteen

years ago, and that it was yet in a good state of preservation!

I'll warrant that not one of the hundreds who waited on that cold corner for the Lyon street car that day but what read that letter! And the perusal was invariably accompanied by an emphatic "Well, I never!" or something equally expressive, and each turned away with an interested smile on the face to make way for the several crowding around to see who would be "next." The scheme worked like magic, and was of a nature that made it impossible to forget, and likely to be mentioned at the following table or other family gathering. It was a wonderfully effective little piece of advertising—of more good as to results than a bulletin board would have been beside the door.

* * *

To go back to my country dealer and his eatables window:

The other window was as dissimilar to clothing as black and white. It was all meats—meats of the cheaper sort, but all capable, with proper manipulation of the cook, of forming toothsome pieces to tickle the palate, be the partaker clad in corduroy or broadcloth.

With these gastronomic articles—articles boviney, chickeny, piggy—was the Latin card—black lettering on a white background—

But, come to think of it, a clothing exhibit and a meat exhibit in the same breath seem too incongruous to associate together, so as second thoughts are best, I shall leave a description of the last named until next week, and combine with it one or two other displays more in keeping with "What to eat."

Jennie Alcott.

Storekeepers Should Carry Out Advertising Promises.

Written for the Tradesman.

There is but one way to succeed in the commercial world, and that is to have your backbone, your nerve and your business energy with you, in which case you are sure to succeed every time.

I know a young man who is to-day mingling with the business of the commercial world. He put his shoulder to the wheel and pushed hard for success in the business when he was only 13 years old. Of course, he was rather young to have the worries and responsibilities of everyday business life, but he was compelled to do it, owing to the death of his father, who left him in entire charge of the business. His mother was with him in the store but he was the main head. He pushed hard for business and he got it. He was a firm believer in advertising and advertised heavily, calling the attention of the people to the great values he was giving. He did business because he sold his goods for the same prices at which he advertised to sell them.

Every merchant can not vouch for doing this. Hundreds and hundreds of merchants advertise goods low in order to get the people into their stores; but when they come to purchase they find the goods are marked at a higher value than advertised.

People very soon find this out, and when they can prove it to be a fact they couldn't be induced to visit the store again if the goods were given away. "You can fool some of the people some of the time, but you can not fool all of the people all the time." The best way is to do business in a straight, honest, businesslike way. Sell goods to your customers at the same price at which you advertise them. If you follow this course you will find your business growing better and your bank account increasing. If your competitor fools his customers that is no reason you should do the same. Let him do this. His customers will soon leave him and if they find that you sell your goods as advertised you will probably get nine-tenths of them. If so your brother merchant will be forced to retire from the commercial world—he lacked business principles.

I call it a lack of business principles if a merchant tries to fool his customers. No intelligent business man would do it. A merchant who gives his customers the value of his advertisements ought to get the business, for he is worthy of it. If he succeeds in so doing I call him a smart business man. He gains the confidence of his customers. When they see a statement in the newspapers about Mr. Blank's bargains they can rely on it because they know the man to be truthful.

This article is based upon the boy merchant I spoke of. I will now finish about him: To-day he is a young man just at voting age. During all these long intervening years since he was 13 years of age this hustling young merchant has pushed hard for success, and he has won success beyond his wildest dreams. The only reason I can account for his achieving such a degree of success is because he won the confidence of the people and they knew that when they were buying goods of him they were not being fooled—that they were securing the merchandise at the right advertised prices. I am safe in stating that he is the youngest business man of his kind to-day in the United States. Very few young men have the worry and business cares of this young merchant, but he has had the backbone, the nerve, the self-assurance and the business energy which win for the young a successful commercial career.

Meyer M. Cohen.

Charlevoix, Mich.

A woman lost a suit for damages against the City of New York because the city attorney called attention to the fact that the woman's alleged injury had not prevented her from acquiring a desirable husband. While going along the street she had fallen into a hole which it was the duty of the city to have guarded. The woman broke her arm and was badly bruised, but inasmuch as the accident excited the sympathy and later the love of the man who became her husband, the jury decided that the city owed her nothing. The case seems to establish that a good husband is worth more than a good claim for damages.

ARE YOUR CASH SALES SATISFACTORY?

YOU, AS A RETAIL MERCHANT, have no doubt given serious thought to the problem of changing your business from a credit to a cash basis. We have originated a plan which renders it possible for the smallest retailer to develop a large volume of cash business, and place a lasting advertisement in every home in his locality; one which will give him supremacy in his line of business, and bring him cash trade—not temporarily, but permanently.

OUR PORCELAIN PREMIUM PLAN is not a theory, but a practical plan which has been thoroughly tested and proven successful in every instance. It not only draws cash customers from your competitors and holds all of your own, but it clearly demonstrates the liberality and adds to the popularity of your store. It costs less than any other manner of successful advertising and can be used on a basis of less than \$20.00 for each \$1,000 cash it brings to your store. Our plan brings cash for every sale you make, as well as certain satisfaction and pleasure to yourself and customers.

MAYBE YOU HAVE TRIED some inferior trading stamp or premium scheme and found it unsatisfactory owing to the cost, and in this way you have to a certain extent lost faith in the majority of premiums, but the mere fact that one dog has received a bad name should not summarily dispose of all dogs without reflecting that the canine thief before met was a yellow cur, and the objectionable propensities which caused his unpopularity may possibly be absent in an Irish Setter or a Newfoundland.

OUR PLAN IS VERY SIMPLE

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

The ware is the very finest grade French designs and is decorated in the most artistic style in delicate apple blossoms, violets, etc. It is gold traced and A No. 1 in every sense of the word and is not to be compared with the cheap and inferior qualities being given away by tea, coffee and baking powder concerns.

We furnish, free of charge, coupons of all denominations from 5 cents to \$5.00, type-written letters which are mailed to your own and competitors' customers, electrotype for newspaper advertising and rubber stamp and pad with your name and address.

If you want to thoroughly advertise your business and place your sales on a strictly cash basis at a cost of 20 cents on each \$10.00 worth of goods you sell, write us, mentioning the fact that you read our advertisement in this journal, and we will be pleased to send you sample of the ware, together with full particulars.

F. A. SUNDERLIN,
DEALER IN
GENERAL MERCHANDISE.
LACE CURTAINS,
CARPETS, RUGS,
CROCKERY, Etc. . . .

CASNOVIA, MICH. *Jan 10th 1900* ↓

*Robt Johns
Chicago Ill.
Dear Sir— For the last eight-
months I have been handling
your line of Premium China
ware and find that it has
increased my trade from
10 to 15%.*

*When the customers receive
one pc. of this ware they will
secure the entire set and
it is a trade winner.*

*Thanking you for starting
me on this
Premium
Your truly
F. A. Sunderlin*

ASK FOR SAMPLE NUMBER 81

ROBERT JOHNS

200 MONROE STREET, CHICAGO

BUTTER AND EGGS

Observations of a Gotham Egg Man.

Some surprise has been expressed that our market could absorb so large an increase of receipts as we experienced last week without accumulation in first hands. For the two previous weeks we had been getting fresh goods at the rate of only about 20,000 cases a week and there seemed to be plenty most of the time; last week our arrivals ran up to nearly 40,000 cases and yet nearly all were absorbed from the wholesale market. This anomaly is, however, not difficult to understand, although it is not to be supposed that the actual consumption of eggs in this immediate vicinity has made any such radical gain. Under a comparatively even rate of consumption the demand in the wholesale market is liable to material variation from time to time, partly owing to the varying extent of out-of-town orders, and partly because of the varying disposition of jobbing and retail disturbutors to buy freely or sparingly as influenced by the general sentiment of strength or weakness. There is always more or less "working stock" lying between wholesale receivers and consumers, comprising the eggs in the hands of jobbers and retailers, and the quantity of eggs so situated varies enormously according to general market conditions. There are more than twelve thousand stores in Greater New York where eggs are sold at retail, besides a large number of jobbing houses. In the flush of the spring egg season when our consumptive demand is using up 75,000 or 80,000 cases of eggs a week, the "working stock" lying in these distributing channels may amount to 75,000 cases; in periods of great scarcity during the winter it may be reduced to a few thousand cases, but there is almost always enough stock in the hands of retailers and jobbers to permit a reduction of buying when the general sentiment is weak. Prior to last week the shadow of increasing egg supplies made a very cautious feeling on the part of all classes of buyers and there was a general disposition to sell out very closely; the "working stock" was reduced to almost the lowest possible point and at the beginning of last week our distributing channels were unusually bare. The expected increase of supply came, but at the same time the belief spread that it could not continue very long and the changed temper of the market induced a generally freer buying. There may have been some improvement in the actual consumption—probably was, on account of the finer quality of the eggs going into consumptive channels—but there is little doubt that the increased activity was more largely due to a greater confidence in the buying and to an enlargement of the "working stock" between receivers and consumers. Moreover, we had larger out-of-town demands than previously and several thousand cases of our

last week's receipts went to markets North and East. It may be remembered that our January consumption was estimated as averaging something less than 30,000 cases a week; it is not likely that it is now much more than that, possibly having gained two or three thousand cases.

The chances of future supplies are now being weighed and guessed at with the greatest of interest. It will be remembered that from about January 5th to 23d the weather in the big Southwestern producing sections was mild and favorable to production; the effects of this were not much felt in increased collections until near the middle of January and it was doubtless the result of this warm spell that brought fairly liberal supplies into the Southwestern markets after the cold weather set in during the last week of January; these are doubtless the eggs that have lately been swelling our receipts. Of late collections at Southwestern primary points have been falling to much smaller figures because the bulk of stock produced during the milder weather of January has been mostly cleaned up and shippers are feeling the effects of the later cold. It is therefore altogether probable that our receipts from that section will run much lighter after the middle of this week. In the nearer-by Southern sections—Kentucky, Tennessee and the Atlantic Coast States—there appears to have been less interference with production by bad weather. From those sections we may expect fairly constant supplies, but it is doubtful that the total can hold up to the present scale after this week, and there is a wide territory to be supplied. Only small shipments can be expected from Ohio, Indiana and Illinois.

As all the Eastern markets are now absolutely dependent upon current production and as the demand at present prices seems to be sufficient to absorb the fairly liberal quantities lately arriving, it would seem like a pretty strong outlook for the near future, but the situation is so sensitive that constant fluctuations in prices must be expected according to the whim of the moment.—N. Y. Produce Review.

The Man Who Waits.

Everything comes to the man who goes after the things some other fellow is waiting for.

Everything may be coming to the man who waits, but it's seldom that anything arrives.

Everything comes to him who waits the least.

Nothing that comes to the man who waits is worth waiting for.

Something that should come to the man who waits is a good strong push.

Some men seem to think that a chance in life is a capital prize destiny will award them for being patient waiters.

The fellow who always waits for something to happen happens to have to wait always.

Everything comes to him who lets the other fellow do the waiting.

A New England old home week association has been organized, embrac-

ing representatives from the old home week associations in the several New England States, in order that they may make harmonious arrangements and not conflict as to dates, etc. It is predicted that the time will come when the old home week idea will become a permanent institution in each of the original thirteen states of the union.

The advertiser whose lines fall in pleasant places puts them in the right mediums.

WE NEED YOUR
Fresh Eggs

Prices Will Be Right

L. O. SNEDECOR & SON

Egg Receivers

36 Harrison Street, New York

Reference: N. Y. National Exchange Bank

R. HIRT, JR.
WHOLESALE AND COMMISSION
Butter, Eggs, Fruits and Produce
34 AND 36 MARKET STREET, DETROIT, MICH.
If you ship goods to Detroit keep us in mind, as we are reliable and pay the highest market price.

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

Butter
I always
want it.
E. F. Dudley
Owosso, Mich.

German Tribute to American Meats.

That the people of Germany have a decided preference for American food products, particularly bacon and prepared meats, has been repeatedly affirmed by our consular representatives and constantly attested by the German demand for these products.

We have made some allowances, of course, for the official zeal of our consular representatives whose business it is to promote our commercial interests abroad. But when it comes to American meats we need not depend upon consular testimony alone. So high an authority as the Berlin Chamber of Commerce, in its annual report, has just paid a high tribute to American bacon and to American canned meats. In commenting upon the hardships that will be imposed upon the German people by import tariff duties that exclude American canned meats the report says:

"Nothing can take the place of American bacon as a cheap and nutritious article of food for the masses of our population. Therefore it would be a matter of deep regret if the high import duties of the new tariff law were not reduced to a reasonable degree. The year 1903 will test the ability of German meat packers to supply the country with canned beef, which formerly was supplied by the United States and Australia, excellent in quality and cheap in price."

The report goes on to say that German canned meats have never come up to the American product, either in quality or appearance, and that much of the injury that will be done by the new meat inspection laws will be obviated if foreign canned meat is again allowed to come into Germany. The German Empire has a population of 58,549,000. It is not possible for Germany, with her 208,830 square miles of area, to produce from her own soil enough food products to feed this population. She is largely dependent, therefore, upon outside sources of supply.

The reason why our canned meats are vastly superior to anything in this line that Germany can produce and why our American bacon is the ideal nutritious food for the masses of the German population will be found in our unparalleled facilities for feeding and raising stock and in the superior abilities of our great packing establishments for preparing and preserving meat products.

No country in the world can supply such nutritious food for cattle, hogs and other live stock and in such quantities as can the United States. And in no country in the world have the preparation, packing and preservation of wholesome meat products been brought to such scientific perfection.

Effect of Fruit on the Human System.

Fruit alone will not sustain life for any great length of time, but helps to furnish a variety in the diet.

It stimulates and improves appetite and digestion, relieves thirst, and introduces water into the system, acts as a laxative or astringent, stimulates the kidneys, and supplies the

organic salts necessary to proper nutriment.

If the medicinal uses of fruit were understood and care taken to use the appropriate kinds, much less medical treatment would be needed.

Among the laxatives are figs, prunes, dates, nectarines, oranges, and mulberries.

The astringents are blackberries, dewberries, raspberries, pomegranates, quinces, pears, wild cherries, cranberries, and medlars.

The kinds used for diuretics are grapes, black currants, peaches, whortleberries and prickly pears.

The refrigerants are red and white currants, gooseberries, lemons, limes and apples.

Apples are useful as a stomach sedative, and will relieve nausea, and even sea-sickness.

Grapes and raisins are nutritive and demulcent, making them excellent for the sick-room.

It is sometimes difficult to keep raisins, figs and dates away from the inquisitive little ants and roaches, but this is easily accomplished by putting them in paper bags that have been well brushed over with strong borax water, and dried before the fruit is put in. The little pests do not like the borax, and will not gnaw through the sack when thus prepared.

To Fatten Cattle Without Corn.

The Agricultural College authorities are rejoicing over the certainty of getting an appropriation of \$50,000 from Congress in payments of \$10,000 annually for five years, for the purpose of demonstrating that beves can be fattened without corn. Professor W. L. Carlyle and Eugene Grubb, the noted Carbondale stockmen, are in Washington working for the appropriation, and the bill has been brought through the Committee, the place where the Agricultural College has heretofore lost its appropriations.

Experiments in Live Stock.

Senator Teller, of Colorado, has introduced a bill in the Senate appropriating \$50,000 to enable the Secretary of Agriculture to conduct experiments in the non-corn growing states and territories in the breeding and feeding of the various classes of live stock for market and in growing crops and forage plants adapted to these purposes.

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

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

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

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

Wire, write or telephone.

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Citizens Phone 2654.

JAPANESE IN WAR.

Will Give a Good Account of Themselves.

The common idea is that Japan is a small country with a considerable population, but that the people are small in stature and are beset by the ordinary characteristics of Orientals who in all matters of modern progress and enterprise are inferior to the white races of the Western World. A little information on the subject will not be out of place.

The fact remains that Japan is not a small country and the Japanese are not an inferior or weak people in spirit, courage and intelligence. Japan is an island empire, and there are, in the main islands that constitute the country, some 42,000,000 Japanese. The empire of Japan contains about 150,000 square miles, or about one-quarter more area than England, Scotland and Wales. In other words, the Japanese empire is considerably larger than Great Britain and contains about 10,000,000 more people. The empire is fortunate in being an island realm, so that it can not be attacked except from the sea. This, in view of its powerful navy—probably superior to that of Russia—gives it a tremendous advantage in a war with the Northern empire. Again, it is so close to the Asiatic continent that it could land its troops in Corea or Siberia much more rapidly than Russia could march them over land or transport them on the Siberian Railway. Again, the 42,000,000 Japanese are more closely knit by national ties, by loyalty and pa-

triotism and zeal, than any equal number of people on the face of the globe. In this respect they resemble ancient Sparta, the Dutch in Europe and the magnificently heroic Boers.

The Japanese have never before been engaged in a war with Europeans, but it is well known that the Japanese army is not only of considerable size, but that its discipline and equipment are fully equal to those of the French or German forces. The present standing army of Japan is something like 650,000 troops, or approaching in size the army of either France or Germany. In addition to this, the available forces of Japan would be many times this number, as every male Japanese above fourteen would eagerly rush to war either to defend the empire or to attack its assailants, for the people are extremely patriotic. The only time the Japanese were ever in the field with European troops was in the march on Peking during the Boxer war in China, and then they made a first-class record. In modern warfare great masses or solid columns of troops moving to attack are no longer the rule. The far-reaching firearms have greatly changed the positions of troops in action.

The solid masses would be cut to pieces with artillery miles away, and if they showed themselves in column or line in close order, by the time they should get in range of the small arms in the hands of men lying down in the grass or behind any sort of cover that might be available, the

old-style column or line of battle would be decimated.

Troops to-day fight in open or skirmish order and under cover as much as possible, and each man is more dependent upon himself than formerly. The Japanese are of medium size, wiry and tough, agile, energetic, alert, and full of initiative, and they readily adapt themselves to modern warfare where the individual soldier is everything, and an army, in mass, is nothing. The latest war in which modern tactics were used was that waged by the Boers against the English in Africa, and it is believed that the Japanese will give as good an account of themselves as did the Boers.

The Russians have been known as stubborn and steady fighters, but they are slow and dull. It is claimed that they were never the equals of the Finns and the Poles, whom they conquered only by force of numbers, and they were never the equals of the Turks in fighting prowess. They were always defeated by the little Frenchmen under Napoleon, and but for their most efficient ally, a Russian winter, the history of France and Bonaparte might have been written differently from what it is. In the Crimea the Russians were defeated by the English and French. Nevertheless, the Russians have proved themselves stubborn fighters under good officers.

The Japanese, like the Chinese, are an ancient people. Their historical records go back to 660 years before the Christian era, and before that

they have a legendary epoch that goes back a thousand years. The Japanese are of a kindred race with the Chinese. At an early period they adopted Chinese civilization and the Buddhist religion, and jealously of and finally the exclusion of foreigners from the country became the rule.

But Japan, being an island empire, was more exposed to outside influences than was China, which is a vast interior region, touching the sea only on one side and being fenced in by mountain ranges or deserts on every other, and the result was that the Japanese broke away from their ancient restraints in a revolution in 1866-68 and entered on a new course of progress in accordance with the demands of modern European civilization. Japan is an empire with an hereditary ruler and nobility, but there is no slavery, and careers of distinction are open to the poorest.

From 1868 to 1904 is a period of less than forty years. In that time Japan has made enormous advances in material development and in the adoption of modern progress in every branch of science, statesmanship and industrial and commercial activity.

The ambition of Japan is so to operate upon the Chinese as to bring them up to an equal degree of modern development and improvement and progress and to establish between the two nations a firm union to resist and withstand European aggression in Asia. Could the vast population of China be organized for material, political and military work like the Japanese to-day, the Rus-

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.



sians would not only be driven summarily out of Manchuria, but also out of Asia.

If the Russians could be expelled from China and Chinese Tartary, the uprising against the Russians might kindle a warlike flame throughout Asia against the English, the French, the Germans, the Dutch and the Americans. It would not be the first time Europe was pitted in battle against Asia, or that Asia was victorious in the conflict. The Hungarians and all the Slavic peoples now in Europe, the Turks and the Russians themselves, are all the remains of the Asiatic hordes that successfully invaded Europe in earlier times, but they were all of the white races.

There has never in the historic period been any serious irruption of the yellow, brown or black races into Europe, and it has always been dominated by the whites, and they have always been able to exert a controlling influence upon every dark race among whom the whites have gained any permanent foothold.

This has been attributed to an innate superiority of the race, but possibly it was largely due to the peculiar civilization of the whites. Arm the dark races with European science, and all the resources of modern progress and the result might be different. There is little doubt that the great weight of popular sympathy in the present conflict is on the side of Japan, because the fight is commonly caricatured as one between a giant and a pygmy, but it is worth while to note that it is not merely a conflict between two nations, but between two races of the human family in which the one that is commonly supposed to be superior in innate and inspired qualities is being, at least in the beginning, seriously worsted.

The Slings and Arrows of Fortune.

It is one of the commonest remarks of the day that great success is not worth the penalties that attend it. The timid citizen looks at the front page cartoon picturing the statesman as a monkey, or reads the morning editorial calling the financier a wrecker, or solemnly peruses the letter from Old Subscriber condemning the vigorous preacher as a mountebank, and then concludes that it is far better to shun the dangers by never doing anything that calls for criticism.

There are even faint-hearted wives who prefer that their husbands and sons keep out of the strenuous activities of life for fear that they may be ridiculed or caricatured. It is useless to quote to them old Doctor Johnson's remark that his book would not be a success because it was not being abused enough, or add the very familiar metaphor of the kite and the wind, for such truths have little effect upon the "go easies" who would measure the span of years by creature comforts and mild mental satisfactions.

It is a question as to whether or not the timid people do not really suffer more than those who get the hard knocks. They have their swarms of little worries—and some

strong men would rather be stung occasionally by a hornet than harassed continually by mosquitoes.

Indeed, to the big workers the great difficulties are the best encouragements. All men come to the point of choosing between the little obstacles with the little life or the big obstacles with the big possibilities. After that those who make the larger choice prefer mountains to ant hills, good stout blows to insect bites.

Disraeli called success the child of audacity. The man who seeks the prizes becomes by his boldness audacious, and when he gets well into the game the very perils he runs and the rebuffs that hit him hammer into his consciousness the necessity of striving further, doing better and reaching a higher mark. He cannot climb down without failure, or stand still with credit, for audacity needs a new and better climax to each act of the play.

So the slings and arrows of fortune are in their way good and useful. They may hurt, but they stimulate; they may goad, but they drive—drive onward and upward. And each new elevation has a joy that is worth the pains.—Saturday Evening Post.

A Limit to the Division.

During a recent session of the House of Representatives Mr. Grosvenor, of Ohio, arose in his place and intimated that the gentleman who had the floor was transgressing the limit of debate.

"I thought it was understood," said the offending member, "that the gentleman from Ohio divided his time with me."

"True," responded Mr. Grosvenor, grimly, "but I did not divide eternity with you!"

Appropriate.

"He named his motor car after his wife."

"How funny!"

"Not at all funny. After he got it he found he couldn't control it."

Ability to sell goods by no means comprises the whole art of legitimate salesmanship. It is undoubtedly the one essential to the dealer in gold bricks or green goods, but is of less importance where the object is to secure friends and retain customers, as well as to make sales. The art of salesmanship includes the faculty of making patrons satisfied with their purchases. To induce customers to buy goods against their judgment and inclination is at best a doubtful gain, and in some cases produces dissatisfaction, which results in the withdrawal of patronage.

A Boston professor who is engaged in rewriting history, declares that Columbus was a highly respectable and fairly wealthy gentleman, who paid a large part of the cost of his voyage; that he was tall and red-haired, utterly unlike his portraits, and that Isabella had no jewels to pawn, having put them all "in hock" several years before 1492.

S. M. Smyth & Co., dealers in produce and grain, Scottville: The Tradesman is all o. k.

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Number 100 Wolverine Hammerless American Made Double Gun

Unquestionably the best on the market for the money


Ask to See Sample

Our salesman will call upon you at an early date with a complete line of Guns and Sportsmen's Supplies. It will pay you to consult us before placing your orders.

Fletcher Hardware Co.

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Largest Jobbers of General Line of Sporting Goods In the Middle West



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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."



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NATIONAL OPTIMISM.

Americans Are Hopeful and Believe in the People.

Foreigners say of us that we Americans are a decidedly optimistic people; as a nation we show the buoyancy and hopefulness of youth. In spite of great evils which we have learned by bitter experience even a democracy is not altogether free from; in spite of certain special evils which seem to be the peculiar produce of democracy; in spite of mighty problems looming up before us to be confronted in the near future, still we are as a people cheerful, hopeful, expectant. We look forward to a great future, in which the part we shall play in the history of civilization shall be second to that of no other nation. Sometimes it is said of us that we are foolishly, sentimentally optimistic; that we do not take things seriously enough; that we are careless of the teachings of history. We are reminded that democracy has not done for this country all that was expected of it; that our legislators are at least no better nor no wiser than those of other lands; that our cities are worse governed than any in Europe; that corruption and fraud, bribery and graft are apparently more at home in our cities and high places than anywhere else among civilized people. And at all this we are expected to look dismayed. Strangers in our land cannot understand why these things do not dampen our spirits, chill our ardor, cool our enthusiasm and infect us with the taint of pessimism.

But they don't. We are still undismayed, buoyant, hopeful, optimistic. And if anyone cares to know the reason, it is this: That, in the first place, we can better afford to try new experiments and risk making mistakes, on account of our surplus energy and unworked resources, than can other nations; and, in the second place, because we understand what the foreign critic almost always fails to take into account, namely, that we are only in process; we are in the making; we are not already made; we have not yet arrived. We are making an experiment in government that has never been made on any such scale, under any such conditions before. In the process we expect to make some mistakes, but we are sure the end will more than justify the means. The average observer from the outside sees only what we are now; the average American sees always an ideal America, toward which, little by little, with some delays, we are working. And he is just as sure, this native son, that we shall arrive there, and that this ideal is the real America, as he is that the sun will rise to-morrow morning.

So this foreign critic almost always misses or fails to comprehend the American point of view in these matters. He points out our failings, our shortcomings; tells us that Berlin and Glasgow and Vienna and London and St. Petersburg are better governed than most of our cities; that in this "land of the free" abuses are tolerated that would not be permitted in Europe; that large numbers of our

citizens are anything but free men; that demagogues flourish here as elsewhere, and, in short, that to judge by its fruits the democratic form of government has not been altogether a success.

And to all this we reply confidently that even if we admit that certain of these allegations have some basis in fact, still that does not touch the main point. Whether our government, either of cities or of states, or of the United States, is the best existing government; whether it governs best or not, of one thing, and that the main thing, we are unshakably certain, and that is that in the process of governing we are making men. By putting the reins of government into the hands of the people we may not at once or for a long time have the best government, but what is far more important, we shall teach the people by the hard lessons of experience how to govern themselves, and that is worth infinitely more in the long run than to govern from the outside, no matter how well the governing be done. It may very well be true that the best government, so far as governing is concerned, would be that of an enlightened despotism, but it is not less true that the highest grade of citizenship and political efficiency will be reached finally by that nation which trains its people in the duties of citizenship and sets them to work to govern themselves. That is the best rule for the making of nations no less than for the making of men.

And there is plenty of time; let us not forget that. These modern days are marked not only by a nervous hurry of life, but also by a sort of spiritual impatience of delay. The most marked illustration of it is in our dealings with the social movements of the time. It is the impatience of the reformer. He wants to redeem the world all at once. As Theodore Parker said of the anti-slavery cause, "The trouble seems to be that God is not in a hurry, and I am." So we are beset by panaceas which are to regenerate society in some wholesale, external, mechanical way. The humanitarians and reformers, looking at the facts of life, find enough that is sad and unpromising. They invent new theories of property, distorting rights and perpetuating injustice, as anyone is sure to do who sets about the readjustment of social relations, fixing his eyes on one class and forgetting all others. These would-be reformers would bring about the ideal condition of affairs by some great upheaval, overturning all established institutions and rights, and they verily believe that thereafter peace and plenty would abound.

But the fact is the world is not to be changed in a day; it is not likely to be improved in any wholesale way. We must begin where we are and take one step at a time. The chances and rules and conditions of life on earth have been ordained once for all, and the case cannot be reopened. We cannot get a revision of the laws of human life. So we must plod along, learning by experience, investigating the laws, and deducing the

rules of right living in the world as it is. This is not picturesque; it is wearisome and commonplace, but it appears to be the only way.

It is no disparagement of civilization that we have even down to to-day lynchings, murders, municipal corruption, rumors of war. It has taken hundreds of thousands of years to make a violet; it has taken millions of years to make a man, and the man is not finished yet. We need not fear that there will not be time enough to make a better man and a higher civilization.

We live in an age marked above all ages by the development of sympathy, by the efforts made by man to better the condition of his brother man. We live at a time when the men of right thought and feeling are called to meet the problems of political, social and religious progress with faith, hope and courage. No creed but that of a rational optimism carefully thought out and applied to the necessities of mankind can furnish permanent stimulus, the counsel and strength which the worker needs.

We are of those who believe in democracy, who believe in the people, who believe that this nation is essentially a nation of good people. Like every other nation, it is very full of sinners, and many of the sinners are in high places, where they can blow loud blasts and pull strong ropes and make themselves greatly seen and heard and feared. But nothing shall shake us from the conviction that "the great majority of men in this Republic desire to know the truth and to do the right, and that if they do not do the right thing it is because they do not know the truth or see clearly what is the most important question."

Frank Stowell.

Bill Against Boycotting.

War against the union labor boycott has been declared in the thirteenth Iowa General Assembly in a bill introduced last week by Senator Young. By this it is made unlawful for two or more persons to conspire to drive away trade from any place of business. The stationing of one or more pickets at or near the place against which the boycott is directed, to distribute cards or printed matter requesting a withdrawal of patronage, or orally soliciting such withdrawals, is strictly prohibited. Such offense is made a misdemeanor punishable by a fine of from \$50 to \$500 or imprisonment up to sixty days, at the discretion of the court.

"Come, gentlemen," said the policeman to the crowd, "you can't stand here. Move on, please, gentlemen. Will you kindly move on, sir?" "I have a right to stand here. I am a United States Senator." "Oh, excuse me. Come, gentlemen, move on, please." He was an old policeman and knew the difference between a gentleman and a United States Senator.

"In the wardrobe of the smart woman," says a fashion writer, "hostiery occupies a prominent place." That depends something on the condition of the sidewalks.

WHAT WE EAT.

Enormous Amount of Food Consumed by a Man.

The most modest eater in the world, even the man who complains that he "never has an appetite," would be appalled if he could see passing in imposing procession before him the solids and liquids he will consume in his lifetime.

Assume that he enjoys his meals, and that he will live 70 years.

Such a man will make light of disposing of 100 4-pound loaves every twelve months, so that he must have 7,000 substantial loaves, a weight of bread sufficient to raise a couple of hundred men and women off their feet. If he is not sufficiently impressed by this spectacle, engage seventy-seven herculean carmen and make them file past him in procession, each carrying a sack of flour 280 pounds in weight, every one of which will be required to supply him with bread for life.

Of meat he will eat on an average a pound a day; and if limited to beef will require nearly forty bullocks; or if he prefers mutton he will sacrifice about forty sheep on the altar of his not immoderate appetite every ten years. Of potatoes, 200 pounds should last him a year. This means that his aggregate consumption of tubers will weigh seven tons, representing ninety-three sacks, each weighing 168 pounds, or approximately the entire product of several acres of land. It would require half a dozen strong horses to draw his potato supply, and each year's consumption will weigh considerably more than the subject himself.

Of fish he must be allowed fifty pounds a year, so that his "aggregate fish," if not so large as a whale, will yet turn the scale at 3,500 pounds, and will tax the strength of thirty strong men to carry it to his larder.

The purchase of eggs will be on a formidable scale, even limiting the man to an average of fewer than two eggs a week. In all he shall want 7,000 eggs, weighing at least 700 pounds, and representing a year's industry of about eighty hens.

Assuming that he needs only seven-tenths of a glass of milk a day—a very modest quantity for all purposes—it will be necessary to monopolize the services of a cow for two years and a quarter, and the resultant milk will measure 1,120 gallons, and will weigh more than five tons. To contain the milk one would be obliged to provide a can five feet in diameter at the base, three feet at the top, and more than fourteen feet high, or something like two and a half times as high as the man.

Nothing less than eighteen pounds of butter can be considered sufficient for a year's supply; and the contents of more than a dozen barrels, each containing 100 pounds of butter, are needed for his lifetime, while, limiting him to one pound of cheese a month, an aggregate of 840 pounds is reached.

Of tea and coffee he will require no more than a pint a day, and yet he will drink during the life no fewer than 3,220 gallons. A coffee pot large enough to contain the two bev-

erages would stand eighteen feet high, with a base seven feet, and a top five feet across. The pot, with its contents, would outweigh three companies of soldiers, and fifty people could be stowed away inside it if they did not object to a little temporary discomfort.

Suppose that this man is content with a pint of beer every day—two glasses—and that he does not touch it until he has reached his 20th birthday. Then, in spite of his moderation, he will require for the balance of his days more than 255 nine-gallon casks, which would prove a sufficient burden for eight powerful horses.—New York World.

Suits Following Overcoats.

There is an increasing demand for the product of clothing factories because of the satisfaction which the ready-made is giving even the most fastidious wearers. You can hardly find a man to-day who has his overcoat made to order. In suits also this tendency is fast being followed.

Hardly a day passes but what we hear of someone who has previously bought his clothing from a tailor and who is now getting his suits from some one of the best retailers of ready-made clothing. This is going on throughout the entire country, and must have a great effect on the consumption of the product of the clothing factories. There is really not one phase of the situation which points to a curtailment in consumption of ready-made clothing. Everything indicates a greater consumption of clothing during this year, greater than we have had in any year in the past. The winter weather has been perfection.

Whether retailers are justified or not in their complaints about poor business since December 1 remains to be seen, yet no one will say that it has not been splendid weather to wear out winter clothes. If the retailers have not done as large and satisfactory a business since then, it only proves that many men have not this winter bought two suits or two overcoats, and that next winter they will have to buy new clothes.

If the retailers had done a remarkable business it might be questionable if wearers had not bought too many garments and might possibly next winter not need new clothing.

At present this does not appear to be the fact. There are certainly no surplus stocks of goods of the huge proportions which a few years ago used to be common in the clothing trade.

Thus at neither end of the business is there anything unhealthy. There is no questioning, however, that competition is keener, and yet that will always be true because we learn so much every year. The business men in every line are each succeeding year becoming better business men.

The trade is still full of abuses, and yet the individual houses, our leaders, so to speak, are developing more backbone than ever before, and backbone is about the only thing that the clothing trade needs to remedy most of its troubles.—Apparel Gazette.

Hardware Price Current

Table listing hardware prices including Ammunition (Caps, Cartridges, Primers, Gun Wads, Loaded Shells), Axes, Barrows, Bolts, Buckets, Butts, Cast, Chain, Crowbars, Chisels, Elbows, Expansive Bits, Files, Galvanized Iron, Gauges, Glass, Hammers, Hinges, Hollow Ware, Horse Nails, House Furnishing Goods, Iron, Nails, Rivets, Roofing Plates, Sand Paper, Sash Weights, Sheet Iron, Shovels and Spades, Solder, Squares, Tin, Tin-Melny Grade, Tin-Allaway Grade, Traps, Wrenches, and various other hardware items with their respective prices.

Table listing various types of Iron (Bar Iron, Light Band, Nobs-New List, Levels, Metals-Zinc, Miscellaneous, Molasses Gates, Patent Planished Iron, Planes, Rivets, Roofing Plates, Sand Paper, Sash Weights, Sheet Iron, Shovels and Spades, Solder, Squares, Tin, Tin-Melny Grade, Tin-Allaway Grade, Traps, Wrenches) and their prices.

Crockery and Glassware

Table listing crockery and glassware items including Stoneware (Butters, Milkpans, Fine Glazed Milkpans, Stewpans, Jugs), Lamp Chimneys (Second-seconds), Mason Fruit Jars (With Porcelain Lined Caps), Lamp Burners, Anchor Carton Chimneys, First Quality, XXX Flint, Pearl Top, La Bastie, Rochester, Electric, Oil Cans, Lanterns, Lantern Globes, Best White Cotton Wicks, and Coupon Books with their respective prices.

DRY GOODS

Weekly Market Review of the Principal Staples.

Wool Dress Goods—The dress goods section of the market is now fairly well open, although there are still lines that buyers are waiting to see, and which will be opened from day to day, and perhaps it will be another week or two before everything is shown. Nevertheless, the number of lines on the market are enough to indicate pretty thoroughly what is advocated for the season, although this does not indicate by any manner of means what is going to be bought, and still less what is going to be worn. As a matter of fact, the exhibits of dress goods cover practically everything conceivable, and when talking with buyers it is evident that this great variety is causing them great uncertainty as to their proper course. There is everything to be seen from the plainest fabric to the most spectacular effect with tinsel yarns in the weave. Yet with all this, it is believed that the tendency will be towards a plain season, not a strictly plain season in the fullest sense of the word, but a season in which plain goods will predominate. There is a tendency towards certain fancy effects, but not towards the pronounced lines of other seasons; those, for instance, which obtained this past winter and last summer. There are instances where manufacturers have gone ahead and made up stocks of these goods, but unless the ideas of the buyers change materially, they will have hard work in disposing of them, unless, indeed, at a considerable sacrifice. Among these that were made up are Scotch tweeds, but it is believed or said to be believed that the Scotch effects have been overdone, for a number of mills which never planned to make such goods have been tempted, by the past demand and the comparative ease with which they were made, to engage in the manufacture of such lines. When, however, the same patterns were quickly and copiously imitated in cheap stock mixtures containing but little pure wool and much shoddy, and even in simple coarse cotton fabrics, it hit the wool fabric business pretty hard in this direction. From conversations with the various buyers now in the market, and there are many of them, it seems that they are becoming more and more convinced that plain goods should form the bulk of their purchases, and they are sizing up the market with that end in view. As stated above, however, we do not think that fancies will be altogether out of it. On the contrary, mild, neat effects will assuredly find a good market, but the present indications are that the demand will be for subdued effects.

Dress Worsteds—Several prominent men in the market have expressed the opinion that worsteds of medium and hard finish give much

promise for the coming season, and goods on the line of men's wear fabrics with pin check effects in dark tones, and soft or invisible overlaid effects, are looked upon as good purchases. There has been considerable favoring comment also on broken narrow stripes in white or light shades on dark grounds. Both the jobber and the cutting-up man are taking considerable interest in semi-fancy effects in woolen goods as low as 32½c and 35c, and the latter has picked up a good many lines at around these prices. Since our last report but little change has taken place. In regard to broadcloths, buyers feel pretty sure of them, and Venetians are looked upon with favor. These lines are to be found at very near last year's prices, but on certain low-priced lines, such as sackings, tricots, etc., there have been some reductions; the agents, however, state that the actual conditions in the market for raw material do not warrant them in holding these prices, and that buyers had better speak quickly. Present prices show too small a margin for the manufacturers to guarantee their continuance after a fair number of orders have been booked, and it is suggested rather strongly that advances are likely. There has been a considerable duplicate business from the cutting-up trade, and this end can be said to be quite satisfactory. As a matter of fact, in some cases there has been a bigger demand from day to day than manufacturers could conveniently meet.

Foreign Dress Goods—Agents representing foreign houses express themselves as well satisfied with the duplicate business which they have received, considerable of which has developed during the last week. The buyers for retail stores, they state, have come to a clearer understanding as to their needs, and are, as a consequence, taking fairly liberal quantities. Their requirements seem to be steadily growing, and the jobbers are also buying in quite a satisfactory manner. The orders sent in from men who have been on the road have been of fair size and house business shows an improvement from day to day. As far as the development of styles goes there is a continued demand for sheer goods. The importers naturally have considerable competition from the domestic manufacturers, and this is particularly true of goods made in France. In many lines the domestic manufacturers have made such rapid progress that it is to-day a hard matter to convince the buyer that he wants imported lines; particularly is this true of crepes, grenadines and similar goods, even in the finest grades of goods. Challies, both plain and with silk stripe effects, also floral designs, have gained in strength since the season opened.

Silk Mixtures—Elegant goods are shown this year and as a whole come nearer perfection than has ever been the case before. Beautiful effects in one and two or even more colors are produced with silks and some of those seen can not help but be ready sellers, the increased cost of the cloth

Grand Rapids Dry Goods Company

Exclusively Wholesale

Grand Rapids, Mich.



The Best is none too good

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

Lowell Manufacturing Co.

87, 89, 91 Campau St.
Grand Rapids, Mich.



Summer Underwear

We are now ready to show you one of the best lines of Summer Underwear ever shown

Gents' Underwear in plain and fancy colors and stripes

Ladies' Underwear in plain and fancy stitch, with long sleeves, short sleeves and sleeveless.

Children's Underwear in long and short sleeves.

Prices ranging from 45c to \$4.50 the dozen.

P. STEKETEE & SONS

Wholesale Dry Goods
Grand Rapids, Michigan

caused by the considerable amount of silk used notwithstanding. It is interesting to note the development of silk mixtures during the past few years. It was not so long ago that the use of silk in fancy worsteds was confined to the introduction of single silk threads forming either lines or narrow stripes lengthwise of the cloth or else they were used moderately to form overplaid effects. The next step was the formation of broad stripes or the setting off of a fancy worsted thread or figure by the introduction of silk. This season we are shown fabrics that depend entirely upon the silk used for the pattern and character, and the colors used have developed along with the amount used. Some of these fabrics with several colors of silk used in both the warp and filling are certainly far in advance of anything that has been shown before this.

Zibelines—Are among the strongest factors in the dress goods market to-day, both foreign and domestic. Scotch tweed effects have sold fairly well, but there is a continued feeling that this style has been somewhat overdone, although it is not altogether proven yet. Zibelines, in particular, are looked upon as an excellent line for the fall. For the present time agents are turning their attention almost entirely to autumn dress goods. Many lines are now open and zibelines lead in sales according to the reports of many; beyond this, however, it is hard to state just what will have preference. In plain goods broadcloths are looked upon by many as more than ordinarily promising in black, blue, cream, white and some other shades. In regard to prices, advances have been made on many of those lines which are now open, although the agents are reticent in regard to what prices actually are, or what the advances named have been.

Underwear—High prices are, of course, still a most important factor in all transactions where knit goods are concerned. Nor has the limit yet been reached, apparently, for in many lines the advance movement which has been on the increase for many weeks past shows little sign of diminution. In the opinion of those qualified to know whereof they speak more than one class of goods has even now failed to reach the price level which seems justified in the face of existing conditions, and still higher figures are confidently looked for by these authorities. Buyers, however, have in many instances been unable to make up their minds definitely as to what the future is likely to hold in store for them, having given up their attempts to place further orders until the situation begins to show more evident signs of clearing in one direction or another. Although they admit the possibility of higher prices, these men have come to believe that the future is a most uncertain factor to reckon with, and have decided to content themselves with such goods as they have already been able to obtain from manufacturers, intending to re-enter the market as necessity may require. It is quite generally believed that the

majority of buyers have met with very fair success in filling their requirements, and that supplies now on hand are likely to last throughout the better part of the season. On the other hand, there is another class of buyers who seem determined to do away with the probability of having operations hampered near the close of the season by the difficulty of filling supplementary orders. It must be confessed, however, that this last class is having no easy time, since manufacturers can well afford to maintain a spirit of independence and are decidedly particular in entering into any deals, even where orders are to be filled at once. In fact, it is acknowledged that in several instances manufacturers have shown a disinclination to accept further orders on certain lines of goods. It is probable that the latter part of the spring season will show conditions calculated to arouse grave concern on the part of many retailers, who, in their haste to fill orders on classes of goods needed for more immediate use, have shown more or less indifference towards other lines which are likely to come to the front a little later on. High prices are, of course, responsible for such conditions, and unless there is a more decided change in the situation than present indications would warrant one in expecting, considerable confusion is likely to result from such indifference. The market for fleeced goods is still in a position which is puzzling to buyer and seller alike, and many manufacturers are showing a tendency to hold off altogether until something occurs to forecast the future in some degree at least. Their supplies of yarn are admittedly light, and they are naturally unwilling to take over large supplies from the spinners, preferring to limit their purchases to present requirements. The margin of profit under such conditions is not sufficient to afford the manufacturer much encouragement in booking orders, and as there has been a great deal of talk about higher prices, he is quite willing to let matters remain as they are for the present while awaiting developments.

Carpets—All the three-quarter manufacturers report business as active with them, and they are making some money. Worsted yarn has not advanced in proportion to the advance in three-quarter carpets. Not only were they advanced at the opening over last year, but there has also been a further advance, Jan. 11, of 2½ to 5c, according to grade and quality. Those who held off from advancing on above date have since that time raised the price. Some in the trade will not receive much benefit from the last advance, as it applied more generally to patterns of tapestries, which had previously been oversold for this season. Occasional patterns, when further orders are booked, will be subject to this advance. The difficulty to-day with the best mills is to fill orders for old customers on certain grades of tapestry and velvet carpets. Brussels and Wilton carpets are also receiving a large share of attention.



NO. 9309

Two of Over One Hundred Great Bargains We Are Offering

No. 9309---\$9.00 Per Dozen. Ladies' Dress Turban, handsomest trimmed hat offered for the money. Write for catalogue.

Damon---\$5.50 Per Dozen. Ladies' Split Jap Braid Hat. A special bargain. Write for catalogue.



DAMON

THE BRILLIANT GAS LAMP



Headlight 500 candle pr. Combination gravity and pressure.

Stands for Good Light, Economy and Satisfaction

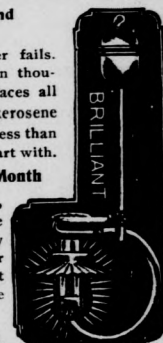
It is the one gasoline lamp that never fails. Always right and ready, are in daily use in thousands of homes, stores and business places all over the world, taking the place of gas, kerosene and electric lights, as they can be run for less than ¼ the expense and don't cost much to start with.

100 C. P. Light for Less Than 15c a Month

They are so simple anyone can use them, are safer and less trouble than a kerosene lamp, and give ten times the light. Every lamp guaranteed. One in use in your office or home would sell a lot more at good profits. Write for new catalogue and agency.

BRILLIANT GAS LAMP CO.

42 State St., CHICAGO.



JAR SALT

The Sanitary Salt

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

- JAR SALT is pure, unadulterated, proven by chemical analysis
- JAR SALT is sanitary, encased in glass; a quart of it in a Mason Fruit Jar.
- JAR SALT is perfectly dry; does not harden in the jar nor lump in the shakers.
- JAR SALT is the strongest, because it is pure; the finest table salt on earth.
- JAR SALT being pure, is the best salt for medicinal purposes.

All Grocers Have it---Price 10 Cents.

Manufactured only by the

Detroit Salt Company, Detroit, Michigan

Use Tradesman Coupon



Michigan Knights of the Grip
 President, Michael Howarn, Detroit;
 Secretary, Chas. J. Lewis, Flint; Treas-
 urer, H. E. Bradner, Lansing.

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

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

Forget the Disagreeable Things in Life.

If you have had an unfortunate experience this last year, forget it. If you have made a failure in your speech, your song, your book or your article; if you have been placed in an embarrassing position, if you have fallen and hurt yourself by a false step, or if you have been slandered and abused, do not dwell upon it, forget it. There is not a single redeeming feature in these memories, and the presence of their ghosts will rob you of many a happy hour. There is nothing valuable in them. Wipe them out of your mind forever. Drop them. Forget them.

If you have been indiscreet or imprudent, if you have been talked about, or if your reputation has been injured so that you fear you can never outgrow it or redeem it, do not drag the hideous shadows or the rattling skeletons about with you. Rub them from the slate of memory. Wipe them out. Forget them. Start with a clean slate and spend your energies in keeping it clean for the future.

Resolve that, whatever you do or do not do, you will not be haunted by skeletons nor cherish shadows. They must get out and give place to the sunshine. Determine that you will have nothing to do with discords, but that every one of them must get out of your mind. No matter how formidable or persistent, wipe them out. Forget them, have nothing to do with them. Do not let the little enemies—worrying and foreboding, anxiety and regrets—sap your energy, for this is your success and happiness capital.

A gloomy face, a sour expression, a worrying mind, or a fretting disposition is a proof of your failure to control yourself. It is an earmark of your weakness, a confession of your inability to cope with your environment. Drive it away. Dominate yourself. Do not let your enemies sit on the throne. Do your own governing.

Dismiss from your mind every suggestion that has to do with illness. If you have had an operation—it is over; let it glide into the shadows—the background of memory. Do not dwell upon it. Do not talk about it.

Whatever is disagreeable or whatever irritates, nags or destroys your balance of mind—forget it. Thrust it out. It has nothing to do with you now. You have better use for your time than to waste it in regrets, in worry or on useless trifles. Let the rubbish go. Make war upon despon-

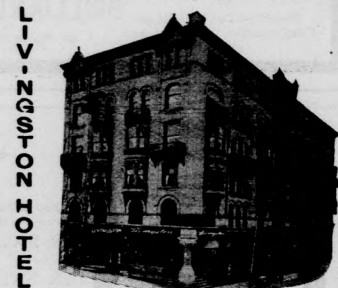
dency, if you are subject to it. Drive the blues out of your mind as you would a thief out of the house. Shut the door in the face of all your enemies, and keep it shut. Do not wait for cheerfulness to come to you. Go after it; entertain it; never let it go.

A despondent young writer says that while he was in the west he used to watch the cows on the prairies and could not help envying them. "I used often to heave a sigh and wish I were a cow." "What keeps them so contented?" he asked a farmer, "Oh they are enjoying themselves chewing their cud," was the reply.

The trouble with many of us is that we do not enjoy chewing our cud—letting go of our aches, pains and anxieties, and just enjoying ourselves. We can not bear to let go. We cling to them like a thrifty housewife who can not bear to throw away a rag or a scrap of anything, but piles useless rubbish in the attic. We can not bear to let our enemies go. We cannot seem to kick out of doors the things that worry and fret and chafe, and yet never do us any good.
 O. S. Marden.

The nickel supply of the world at the present time is derived from two sources. The most important is the Sudbury district of Ontario; the other is New Caledonia, a French penal colony, situated in the Southern Pacific ocean. Consequently, among the great powers, France and Great Britain are at present the only ones possessing nickel for use in their armaments, and in modern armament nickel is now increasingly indispensable for armor and guns. There is reason to believe that if the British imperial authorities fall in with Canada's desire to conserve the nickel of Ontario for imperial uses, France will at once take similar steps in regard to the nickel supply of New Caledonia.

Every salesman should cultivate a habit of observation. Without it he will never achieve success in the study of human nature. By its use he will be able to note the effect of his conversation on customers and can adapt himself to the requirements of the occasion.



LIVINGSTON HOTEL

The steady improvement of the Livingston with its new and unique writing room unequalled in Mich., its large and beautiful lobby, its elegant rooms and excellent table commends it to the traveling public and accounts for its wonderful growth in popularity and patronage.
 Cor. Fulton & Division Sts., Grand Rapids, Mich

When in Detroit, and need a MESSENGER boy send for
The EAGLE Messengers
 Office 47 Washington Ave.
 F. H. VAUGHN, Proprietor and Manager
 Ex-Clerk Griswold House

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.



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.

JOHN T. BEADLE WHOLESALE MANUFACTURER



HARNESS

TRAVERSE CITY, MICHIGAN

FULL LINE OF HORSE BLANKETS AT LOWEST PRICES

The Boys Behind the Counter.

Grand Rapids—Henry C. Lane, formerly in charge of the ladies' shoe department of Collat Bros., but for the past two years connected with the Clark Shoe Co., Ltd., at Petoskey, has returned to this city to take charge of the shoe department of Collat Bros.

Ann Arbor—Luther L. James has closed out the Ryan & Reule clothing stock at Manchester and returned to this city.

Ludington—John Gavan, clerk in the clothing and shoe department in the M. C. M. store, will sever his connection with that establishment March 1 to accept a position with Adam Drach. Mr. Gavan has been a trusted employe in the Double Brick store for ten years.

Kalkaska—Geo. Doyle, for a number of years with the Hannah & Lay Mercantile Co., at Traverse City, has taken a position as salesman with Louis Glazer.

Bellaire—Chas. Burtch is now a salesman in Chas. Weiffenbach's grocery and hardware store. J. F. Tickner, who has been employed there, has resigned to take a position in Fred D. Flye's hardware store.

Charlotte—Harmon & Pennington's store will see several changes within the next few weeks. Albert Gault has resigned his position, to take effect March 1, and is planning to go West. Fred McKane, who is at Ferris Industrial School, Big Rapids, will resume work April 1. Miss Kellogg has been employed as bookkeeper and cashier.

Ithaca—Sidney Hass, who has been engaged in the hardware business for the past two years at Maple Rapids, has returned to Ithaca and is employed at the store of Pinney & Horr.

Caledonia—Mosey Near is clerking in C. F. Beeler's drug store.

Niles—H. Arthur has resigned his clerkship in the drug store of Edwin C. Griffin to take a similar position in the drug store of E. W. Pendleton, at Sturgis.

Manchester—Myron W. Silkworth, of Jackson, has taken charge of the clothing stock opened here by Yokum, Marx & Co.

Detroit—Harry Edwards, for years connected with J. Sparling & Co., has resigned and accepted a position with Dillon, 150-152 Woodward avenue. He has the reputation of being one of the most experienced dress goods men in the city. John Campbell, formerly with Marr & Taylor, Dillon's predecessors, is again at his old stand in charge of Dillon's ribbon department.

Owosso—Foster Bilbimer has taken a position with Hartshorn & Son. He will have charge of the Deering Harvester Co.'s branch of the business.

Bessemer—War has been declared between the local clerks' union and half the business men of the city, who refuse to close up their places of business at 6 p. m. Enforcement of a boycott against the offending non-closers has been decided on and all the nasty underhanded methods peculiar to trades unions are being resorted to to coerce the merchants into submission to the dictates of the

venal and unscrupulous walking delegate.

North Star—Leo M. Hicks, who has been employed in the general store of Homer H. Snider for the past fourteen months, has resigned and gone to Burk, Idaho, on account of poor health.

Hides, Pelts, Furs and Wool.

The hide market is firm and quiet. Some large sales of packers have been made. Dealers have previous orders filled and light stocks on hand. Country hides are scarce and accumulate slowly. Prices are likely to hold firm, while tanners hammer down.

Pelts are becoming an unknown quantity. Prices are high and the demand is good.

Furs are still low and depressed. The decline at London sales created a marked difference on prices here. The home demand is not sufficient to sustain values. Fear as to the condition of the Russian market determines prices for export.

Wool remains strong and of good value. There are no weak spots and sales at Eastern points are of fair volume. Wm. T. Hess.

Flint Daily News: Frank R. Streat, of this city, has an enviable reputation as an after dinner speaker, but none of his many friends and acquaintances suspected that he could sing. He expected to be snowbound and laid in a stock of "grub" in a basket when he went into the Thumb and of his experiences, except that part relating to dividing the food with the ladies, the Sebewaing Review says: "The irrepressible Frank Streat, of Flint, was the only male occupant of a coach load of ladies in an all-night snow blockade near Pigeon last week, and he kept the party from freezing to death by singing hot songs, so says one of the ladies. Frank has always maintained to his Sebewaing friends that he is no canary, but now the truth is out he will have to sing the next time he visits this burg."

Detroit Free Press: After being ill but nine days with pneumonia, contracted while traveling from Bay City to Detroit, Robert Schlesinger, a well-known traveling salesman, died at his home, 84 Hancock avenue east, Tuesday morning. Deceased was born in Detroit forty-seven years ago and had lived here all his life, although on the road a great deal of the time in connection with his work as representative for H. Rosenthal & Sons, of Cincinnati. A widow and three children, Arthur W., of the University of Michigan, Harold E., and Etta, survive him. The funeral will be held Thursday afternoon from the residence, Rabbi Leo M. Franklin, of the Temple Bethel, of which church Mr. Schlesinger was a member, officiating.

Petoskey—Beese & Porter have purchased the dry goods stock of C. Z. Pote. Henry F. Beese was formerly a resident of Columbus, Ohio, and O. A. Porter is from Lorain, Ohio. Both gentlemen have been engaged in the dry goods business for a number of years.

Manufacturing Matters.

Lansing—The Lansing Veneered Loring Co. has increased its capital stock from \$50,000 to \$100,000.

East Tawas—The capital stock of the Tawas Sugar Co. has been increased from \$500,000 to \$750,000.

Detroit—The Kelsey-Herbert Co., manufacturer of umbrellas, handles and novelties, has increased its capital stock from \$50,000 to \$100,000.

Petoskey—Tindle & Jackson have sold 2,000 acres of hardwood timber land in Center and Pleasant View townships to Cobb & Mitchell for \$30,000.

Adrian—Chas. Delano, of Jasper, has purchased the creamery at this place of H. M. Higby, the consideration being \$671, subject to mortgages to the amount of \$2,300.

Detroit—The Valpey Shoe Co., Ltd., has filed articles of association. The capital stock is \$40,000, most of which is held by Joseph H. Valpey, Lewis N. Valpey and the estate of Henry H. Valpey.

Albion—F. L. D. Groff, F. J. Herrick and Wm. H. Barney have engaged in the lumber business under the style of the Albion Lumber Co. The capital stock is \$20,000, held in equal amounts by the members of the company.

Detroit—The Sibley Brick Co., with a paid-up capital stock of \$50,000, has filed articles of association. The incorporators are E. Dwight Church, Jr., New York City; Austin Church, Trenton, Mich., and Karl J. Sundstrum, Trenton.

Benton Harbor—The Benton Harbor Brick & Tile Co. has been formed to manufacture brick, tile, etc., and engage in the hay, grain, wood and fuel business. The authorized capital stock is \$25,000, held in the following amounts: Seeley McCord, 1,250 shares; J. J. Miller, 1,248 shares, and J. M. Miller, 2 shares.

Saginaw—The United States Plantose Co. has incorporated its business under the same style. The capital stock is \$150,000, owned by T. E. Dorr, 1,900 shares; F. W. Gaertner, 1,500 shares; H. L. Wickes, 600 shares, and W. J. Wickes, 600 shares. The company is engaged in the manufacture and sale of foods.

Greenville—The Skinner & Steenman Co. has been formed to engage in the manufacture of furniture and to conduct a general mercantile business. The company has an authorized capital stock of \$75,000, owned by the following persons: C. H. Gibson, 400 shares; R. G. Tower, 400 shares; W. C. Johnson, 200 shares, and R. S. Corwin, 100 shares.

Ypsilanti—The Comstock Sash, Lock & Novelty Co. has given a deed of trust to Attorney D. C. Griffin, of this city. The company became involved by the failure of Bert Comstock, the dry goods dealer. It is conceded that there is considerable stock finished and in process of manufacture, enough to pay all claims, but to save a sacrifice the deed of trust was given.

Ann Arbor—A temporary receiver has been appointed for the Peninsular Manufacturing Co., Ltd., manufacturer of sectional bookcases. The company is capitalized at \$100,000, and the petitioner is Charles Hurd, Treas-

urer of the company. Hurd holds \$12,500 worth of the common stock, and states in his petition that the liabilities of the concern are \$30,000, and the assets \$26,000. He indorsed the company's paper to the amount of \$17,000. Hurd wants the receiver appointed for the purpose of running the business and would like him given power to mortgage the plant in order to raise money to carry it along. The company has spent a large sum in establishing agencies, and Hurd is of the opinion that the business can be made to pay handsomely if properly managed.

Failure of the Henry A. Newland Co.

Detroit, Feb. 16—The Henry A. Newland Co. has uttered a mortgage for \$122,395.90 to Charles C. Jenks and F. W. Dennis, as trustees, for the benefit of the creditors, without preference. This action is the result of the bankruptcy proceedings last summer against Charles Montague, President of the company and a large stockholder. At the time of his failure a large amount of his paper was in possession of the Michigan Savings Bank, which then became the principal stockholder. Jan. 30 the company was reorganized, with a new board of directors, and Charles C. Jenks, Vice-President of the bank, was made President. The other members of the board are George Peck, W. C. Stoepel, Richard P. Joy and F. W. Dennis.

The statement sent to creditors contains the following: "According to the inventory of Jan. 1 there was a surplus of assets over liabilities of from \$50,000 to \$60,000. There is now a large stock of goods in the store, and also large amounts sold to customers for shipment during the next 30 or 60 days. It is our intention to continue the business without interruption."

The creditors number 115, of whom George Peck is a creditor to the amount of \$4,112.51; Old Detroit National Bank, twelve notes, aggregating \$21,500; Michigan Savings Bank, five notes, \$13,500; Fox, Lederer & Co., New York, \$2,000, note; Schuyllkill Manufacturing Co., \$3,800, two notes. This makes a total of \$44,922.51. The other creditors are those to whom bills are due for merchandise, aggregating \$77,473.39. The principal stockholders at present are the James F. Joy estate, Old Detroit National Bank, Michigan Savings Bank, George Peck, C. C. Jenks, A. M. Seymour and F. L. Hyde, Secretary and Treasurer.

Kalamazoo—Benj. Alpert, of Buffalo, N. Y., and Mr. Berg, of Saginaw, have formed a partnership and engaged in the clothing business at 143 South Burdick street, under the style of B. Alpert & Co. Mr. Berg will have charge of the business and Mr. Alpert will continue his regular trips on the road in the interest of the clothing firm of Cohn, Frank & Co., of Buffalo.

Lake Linden—Albert Gale has purchased the bankrupt grocery stock of Wm. Trewartha and will reopen the store.

Just because he sells the necessities of life!



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

Mich. State Pharmaceutical Association.
 President—A. L. Walker, Detroit.
 First Vice-President—J. O. Schlotterbeck, Ann Arbor.
 Second Vice-President—J. E. Weeks, Battle Creek.
 Third Vice-President—H. C. Peckham, Freeport.
 Secretary—W. H. Burke, Detroit.
 Treasurer—J. Major Lemen, Shepard.
 Executive Committee—D. A. Hagans, Monroe; J. D. Muir, Grand Rapids; W. A. Hall, Detroit; Dr. Ward, St. Clair; H. J. Brown, Ann Arbor.
 Trade Interest—W. C. Kirchgessner, Grand Rapids; Stanley Parkhill, Owosso.

Why Wood Alcohol Is Unfit for Pharmaceutical Use.

Written for the Tradesman.

Within the comparatively few years which have elapsed since the introduction into commerce of the article known technically as purified methyl alcohol, and commercially as purified wood alcohol, wood-spirit, Columbian spirits, etc., a great change of sentiment has been experienced with regard to its use in pharmacy.

Regarded at first with toleration by many, with absolute favor by some whose names are a power in the pharmaceutical world, its use in galenicals has within the past year or two been condemned in the most explicit and emphatic language. The reasons for this change of sentiment may be analyzed briefly as follows: In the manufacture of chemicals the fact has been often noted that certain substances will exhibit physical properties—taste, smell, etc.—which will be found lacking in the same article when further purified; this is true, for instance, of carbon di-sulphide, which, in its commercial form, is malodorous to the last degree, while the chemically pure article is practically odorless.

Commercial wood alcohol was known to be poisonous, while its marked taste and odor rendered it manifestly unfit for use in pharmacy; at the same time it was known that its solvent power, antizymotic action, etc., closely resembled that of grain alcohol. Its use as a solvent was, in fact, advocated by some pharmaceutical writers. Professor Caspari, in his treatise on pharmacy, speaking of methyl alcohol, declares that "it seems well adapted for the manufacture of liniments and tinctures intended for external use only, but should not be used for internal remedies."

F. T. Gordon, in a paper read before the Pennsylvania Pharmaceutical Association at its 1901 meeting, while laying due stress on its poisonous properties, is nevertheless of the opinion that methyl alcohol "might be allowed in the manufacture of fluid extracts of those powerful drugs, in which the dose would be too small to allow of any effect being produced from the alcohol con-

tained therein." He states further that he has found such fluid extracts to be practically the same as the U. S. P. preparations in regard to amount of extractive strength of active principle, etc.

Now the idea was entertained by many that an absolutely pure wood alcohol would be found to differ from the commercial form, not only in taste and odor, but in toxicity as well; in other words, it was thought that by purification its poisonous properties would be eliminated along with the aldehyde, acetone, furfural, etc., which constitute its impurities.

If, then, the purification of wood alcohol could be carried to a point at which it would be therapeutically unobjectionable, physically perfect and commercially cheaper than grain alcohol, it would indeed fill a long felt want, as the alcohol used in the manufacture of galenicals forms no small proportion of the "cost to produce" of this class of preparations.

As time passed, however, and investigation went on, these hopes were proved to be vain, and it was found that while wood alcohol could be rendered practically odorless and tasteless, its toxicity remained an inherent property of the substance itself; so that, if it were possible to produce an absolute methylic alcohol, this would still possess poisonous properties.

This inherent toxicity of methyl alcohol is now a well-established fact, as witness the testimony of so eminent an authority as Professor A. B. Prescott, who, in a paper read before the Michigan State Pharmaceutical Association, declared that methyl alcohol had unquestionably been found to be far more toxic than any of the other alcohols of the paraffine series—more toxic even than amyl alcohol—which is the main ingredient in the poisonous fusel oil. Professor Prescott ascribes its toxicity to the formaldehyde which results from the oxidation of the methyl alcohol in the human body.

This view of its toxic action is also taken by Dr. Reed Hunt, of Johns Hopkins University, who conducted a series of experiments with methyl alcohol on dogs and rabbits. He states that where the administration of small doses was continued for some time the animals became emaciated, the power of locomotion was lost, and the vision was bleared; this was followed sometimes by blindness and, finally, death, even although the alcohol had been discontinued.

It is worthy of note that Dr. Hunt found the chemically pure article to act as energetically as the impure. As regards its action on man, I quote from an article by H. A. B. Dunning, of Baltimore, published in the American Druggist of August, 1903:

"In some twenty authentic cases collected the symptoms of methyl alcohol poisoning were essentially the same in man as in animals, with the difference of the more decided action on the higher nerve structures, notably the optic nerve. In most of the cases total blindness was produced before death, but in some cases blindness alone."

Something of the present attitude

of the pharmaceutical press may be gathered from the Bulletin of Pharmacy of October, 1903, which gives its opinion of methyl alcohol as follows:

"The substance is distinctly toxic, and experts are now agreed that its employment in any preparation, even in a preparation intended for external use, is absolutely inexcusable and unsafe."

In addition to its proved toxicity, it should be borne in mind that the use of wood alcohol, however purified, has never received the sanction of the Pharmacopoeia, which fact ought in itself to be sufficient to preclude any thought of its use in pharmaceutical preparations.

J. B. Timmer,
 Chemist Hazeltine & Perkins Drug Co.

The Drug Market.

Opium—Is dull and unchanged.

Morphine—Is steady.

Quinine—Advanced 1c per ounce on account of large demand and the fact that it was being sold for less than cost of production.

Russian Cantharides—Are very firm at the advance and tending higher.

Lycodium—Supplies are being withheld in Russia and the article is in a very firm position and tending higher.

Menthol—Has touched bottom and is tending higher.

Select Elm Bark—Continues very scarce and high.

Oil Anise and Oil Cassia—On account of war in the East are very firm and advancing.

Oil Wintergreen—Stocks are very small and prices are tending higher.

Gum Camphor—Has advanced 6c, 3c on Saturday last and 3c on Monday, and is still tending higher.

Goldenseal Root—Price is higher than ever before. There is very little stock to be had and the price is still advancing.

Flax Seed, Ground Flax Seed and Oil Cake—Have all advanced.

Linseed Oil—Is very firm on account of higher price for the seed.

Carbolic Acid—Is very firm on account of the war, as large quantities will be used in the manufacture of powder.

Blue Vitriol—Is a trifle lower on account of import of foreign brand.

Cream Tartar and Tartaric Acid—Are both tending higher.

Gum Shellac—Has declined.

To Render Cod Liver Oil Tasteless.

Prof. Gautrelet states that a ferruginous water prepared by keeping a few bits of iron in contact with water for a few days serves to fully prevent the odor and taste of cod liver oil from being noticed, the mouth to be rinsed with the water both before and after taking the oil.

He whom a child takes by the hand lives close to God.

FRED BRUNDAGE

Wholesale Drugs and Stationery,

Fishing Tackle, Sporting Goods,
 Fireworks and Flags.

32-34 Western Ave., MUSKEGON, Mich.

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.
 Grand Rapids, Mich.

PILES CURED
DR. WILLARD M. BURLESON
 Rectal Specialist
 103 Monroe Street Grand Rapids, 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.



Bohner Manufacturing Co.
 42 State St., Chicago, Ill.

WHOLESALE DRUG PRICE CURRENT

Advanced- Declined-

Table listing various drugs and their prices, including sections for Acetium, Acidum, Aconitum, and others.

Table listing various drugs and their prices, including sections for Mannia, S F, Memthol, and others.

Advertisement for Hazeltine & Perkins Drug Co. featuring the word 'Drugs' in large letters and text describing their services as importers and jobbers of drugs, chemicals, and patent medicines.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

Table with columns: ADVANCED, DECLINED. Items include Spring Wheat Flour, Crackers, Whitefish, Codfish.

Index to Markets By Columns

Table listing various market categories: AXLE GREASE, BATH BRICK, BROOMS, BUTTER COLOR, CANDLES, CARBON OILS, CANNED GOODS, CHEWING GUM, CHICORY, CHOCOLATE, CLOTHES LINES, COCOA, COCOANUT, COCOA SHELLS, COFFEE, CRACKERS, DRIED FRUITS, FARINACEOUS GOODS, FISH AND OYSTERS, FISHING TACKLE, FLOURING EXTRACTS, FLY PAPER, FRESH MEATS, FRUITS, GELATINE, GRAIN BAGS, GRAINS AND FLOUR, HERBS, HIDES AND PELTS, INDIGO, JELLY, LICORICE, LYE, MEAT EXTRACTS, MOLASSES, MUSTARD, NUTS, OLIVES, PIPES, PICKLES, PLAYING CARDS, POTASH, PROVISIONS, RICE, SALAD DRESSING, SALSIFIES, SAL SODA, SALT, SALT FISH, SEEDS, SHOE BLACKING, SNUFF, SOAP, SODA, SPICES, STARCH, SUGAR, SYRUPS, TEA, TOBACCO, TWINE, VINEGAR, WASHING POWDER, WICKING, WOODENWARE, WRAPPING PAPER, YEAST CAKE.

Main price list table with columns: 1, 2. Contains detailed prices for various goods like Flour, Sugar, Beans, etc.

Price list table with columns: 3, 4. Contains prices for items like Cotton Braided, Galvanized Wire, COCOA, COCOANUT, COCOA SHELLS, COFFEE, CRACKERS, DRIED FRUITS, FARINACEOUS GOODS, FISHING TACKLE, FLOURING EXTRACTS, FLY PAPER, FRESH MEATS, FRUITS, GELATINE, GRAIN BAGS, GRAINS AND FLOUR, HERBS, HIDES AND PELTS, INDIGO, JELLY, LICORICE, LYE, MEAT EXTRACTS, MOLASSES, MUSTARD, NUTS, OLIVES, PIPES, PICKLES, PLAYING CARDS, POTASH, PROVISIONS, RICE, SALAD DRESSING, SALSIFIES, SAL SODA, SALT, SALT FISH, SEEDS, SHOE BLACKING, SNUFF, SOAP, SODA, SPICES, STARCH, SUGAR, SYRUPS, TEA, TOBACCO, TWINE, VINEGAR, WASHING POWDER, WICKING, WOODENWARE, WRAPPING PAPER, YEAST CAKE.

Price list table with column: 5. Contains prices for items like Linen Lines, FRESH MEATS, GRAIN BAGS, GRAINS AND FLOUR, LOCAL BRANDS, WINTER WHEAT FLOUR, SPRING WHEAT FLOUR, PILLSBURY'S BEST, WINGOLD, JUDSON GROCER CO'S BRAND, CERESOTA, WORDEN GROCER CO'S BRAND, LAUREL, BOLTED, GRANULATED, FEED AND MILLSTUFFS, ST. CAR FEED, CORN MEAL, WHEAT BRAN, WHEAT MIDDINGS, COFF FEED, SCREENINGS, CAR LOTS, CORN, HAY, HERBS, INDIGO, LYE, MEAT EXTRACTS, LIEBIG'S, IMPORTED.

Table 6: MOLASSES, MUSTARD, OLIVES, PICKLES, POTASH, SAUCES, and other food items with prices.

Table 7: SALAD DRESSING, SALERATUS, SAL SODA, SALT, BUTTER, CHEESE, and other food items with prices.

Table 8: SOAP, SODA, SPICES, STARCH, SYRUPS, TEA, and other food items with prices.

Table 9: TOBACCO, SWEET CORN, WINE, and other food items with prices.

Table 10: Egg Crates, Faucets, Mop Sticks, Traps, Window Cleaners, and other household items with prices.

Table 11: Cured No. 1, Pelts, Tallow, Wool, CONFECTIONS, and other household items with prices.

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon65 6 00

BAKING POWDER

Jaxon Brand



1/4 lb. cans, 4 doz. case 45
1/2 lb. cans, 4 doz. case 85
1 lb. cans, 2 doz. case 160

Royal



10c size. 90
1/4 lb cans 135
6 oz cans 190
1/2 lb cans 250
3/4 lb cans 375
1 lb cans 480
3 lb cans 1300
5 lb cans 2150

BLUING

Arctic 4 oz ovals, p gro 4 00
Arctic 8 oz ovals, p gro 6 00
Arctic 16 oz ro'd, p gro 9 00

BREAKFAST FOOD

Oxford Flakes

No. 1 A, per case...3 60
No. 2 B, per case...3 60
No. 3 C, spr case...3 60
No. 1 D, per case...3 60
No. 2 D, per case...3 60
No. 3 D, per case...3 60
No. 1 E, per case...3 60
No. 2 E, per case...3 60
No. 1 F, per case...3 60
No. 3 F, per case...3 60

Grits

Walsh-DeRoo Co.'s Brands



Cases, 24 2 lb pack's..2 00

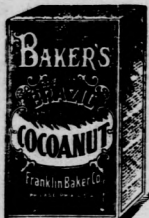
CIGARS



G. J. Johnson Cigar Co.'s bd.
Less than 500.....33 00
500 or more.....32 00
1,000 or more.....31 00

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 1/4 lb pkg. per case..2 60



Karo
CORN SYRUP

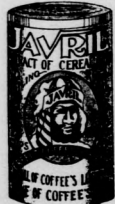
COFFEE

Roasted
Dwinell-Wright Co.'s Bds.



White House, 1 lb.....
White House, 2 lb.....
Excelsior, M & J, 1 lb..
Excelsior, M & J, 2 lb..
'Up Top, M & J, 1 lb...
Royal Java
Royal Java and Mocha..
Java and Mocha Blend..
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; B. Des-
enberg & Co., Kalamazoo;
Symons Bros. & Co., Sag-
inaw; Meisel & Goeschel,
Bay City; Fielbach Co.,
Toledo.

COFFEE SUBSTITUTE
Javril



2 doz. in case 4 80
CONDENSED MILK
4 doz in case

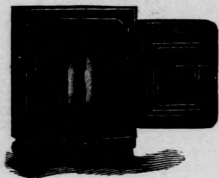


Gail Borden Eagle 6 40
Crown 5 90
Champion 4 25
Daisy 4 70
Magnolia 4 00
Challenge 4 40
Dime 3 85
Peerless Evap'd Cream 4 00

FLAVORING EXTRACTS

Foote & Jenks
Coleman's Van. Lem.
2oz. Panel1 20 75
3oz. Taper2 00 1 50
No. 4 Rich. Blake.2 00 1 50
Jennings
Terpenecless 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 Ra-
pids 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

Nearly Ready!

The March Number of our Catalogue

—the most comprehensive wholesale buying guide printed. Costs but a postal and the moment of time needed to write for it. (Sent to merchants only.)

Why our sales, by this catalogue alone, total more than a score of millions each year—why America's closest buyers are our steady customers—why the yellow pages are eagerly awaited by merchants who make constant use of special things for regular bargain sales—these and other questions are clearly answered by the catalogue itself.

The regular articles on store problems in this issue are especially helpful. These articles in our monthly catalogues are unique. They are but one incident, though, in "The Butler Way" of merchandising that so strongly appeals to progressive merchants everywhere.

Page after page of truthful pictures, plain descriptions and convincing, guaranteed prices—if you are in business for every cent of net profit there is in it, you surely need our catalogue.

Write to-day, asking for Catalogue No. J496.

Butler Brothers

NEW YORK
CHICAGO
ST. LOUIS

Wholesalers of Everything—By Catalogue Only

NEW YORK MARKET

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New, York, Feb. 13—We have a firm and apparently advancing coffee market this week and from all advices we judge that rates in Brazil are even above those here. At the close Rio No. 7 is firm at 73c. In store and afloat there are 3,286,791 bags, against 2,671,096 bags at the same time last year. West India growths have been in fair demand and prices show a fractional advance, Good Cutu-cuta being held at 9½@9¾c.

Very little new business has been done in refined sugar and not a great amount under withdrawals on old account. The best that can be said is that quotations are firm and, with more moderate weather, it is thought immediate improvement will be seen in this staple.

There is a very firm feeling all through the tea district and holders are not seemingly anxious to part with holdings, arguing that the future is seemingly full of possibilities for increasing profits. Buyers have been taking hold with greater freedom and seem to realize that it might pay to take fair-sized lots. The demand for lots to "repair broken assortments" has been very good from Baltimore this week, and this has been one factor which has added to the activity.

Except a firmer feeling in "domestic" Japan rice, there is little to be said. Buyers take small quantities and little change is looked for so long as we have such extremely cold weather. Business South seems to be more active than here.

Spices have ruled firm and a fair distributive trade has been reported this week, although quotations are not noticeably advanced. Stocks are light and it is probably a good time to buy. Amboyna cloves are worth 18½@19c.

The demand for grocery grades of molasses has been fairly active and prices are well held. Orders, however, have usually been for small lots and trade is likely to show some falling off now, as the season advances.

There is said to be a stronger tone in the canned goods market toward the one article of tomatoes; but just what justification there is for such feeling it is hard to say unless it is by reason of the Baltimore fire; and if such be the case there is certainly little room for a hardening tendency, as very few canned goods, comparatively, were consumed. Aside from this the situation is about unchanged and matters will probably move along for a month on an "unruffled sea." Perhaps the canned goods convention at Columbus has paved the way for spring and summer trade. There is said to be a little better feeling in salmon and no large lots could be picked up here at much less than \$1.35 for red Alaska.

The demand for strictly gile-edge butter is sufficiently active to keep the market well cleaned up and quotations have advanced to 26c. From this the range is suddenly lower and the quality shows wide variation. Imitation creamery, 14@18c, the latter for held stock; factory, 13½@14½c; renovated, 14@17c; rolls, from 14@14½c.

There is hardly a bit of change in the market for cheese. The offerings are not excessive, but there is enough to go around and quotations remain at the same level as has prevailed for months. Exporters are doing a little business in low grade stock, but there is no real activity anywhere.

The egg market is still strongly maintained and fresh-gathered Western readily bring 33c; seconds, 32c and inferior stock, down to 26@27c. The outlook seems to be in doubt. Some claim to have advices of large supplies about to be sent and on the way hither, while others say the "visible supply" of the whole country is very light and firm quotations will be likely to prevail for some little time.

Boy Play at Battle Creek.

Ann Arbor, Feb. 15—The City Bank of Battle Creek is suing the Peninsular Manufacturing Co., Ltd., here on a \$1,123.75 check. It is a peculiar case, involving the question as to whether the company, as a company, is responsible for the same.

It seems that L. A. Pratt, Secretary, inveigled Charles Hurd, the Treasurer, to loan him the company's check and sign it in blank for him. Young Pratt went to Battle Creek and, in a deal with A. C. Wisner, filled out the check for the above amount. Mr. Wisner indorsed it and the City Bank cashed it. When it was sent here for collection payment was refused. Mr. Wisner failed and the Battle Creek bank now seeks to hold the Peninsular company.

In defense it is claimed that Mr. Hurd, the Treasurer, could not give, or rather had no authority to give, a check for over \$500 and that it was without consideration to the company and only a personal matter between two of its officers.

Put Union Before Cupid.

St. Louis, Mo., Feb. 4—Love should bear the union trade-mark or there should be no courtship is the idea of Miss Angelina Mauro, business agent of the Garment Workers' Union. Miss Mauro says every union girl should pay more attention to the question of unions and union labor. To this end non-union men should not be considered as suitors, and unless one who wished to pay his respects to a union girl could show a union card he should not be received. Miss Mauro made her talk at the labor mass meeting at Druids' Hall.

The basis of Worcestershire sauce is said to be soy, but fruit juices and spices are also used in its manufacture. The finer the quality of the ingredients, the finer the prepared sauce.

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.

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

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

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.

The PINGREE Potato Planter

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, 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.

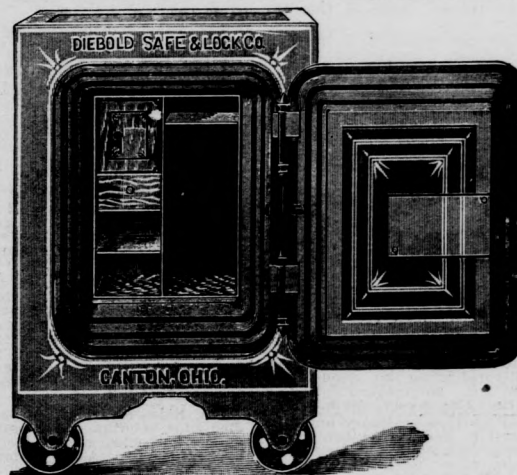
Ask your jobber for the foregoing

Greenville Planter Co.
Greenville, Mich.

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.

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—\$3,300 stock general merchandise, including team and wagon for road work. Stock clean, double store-building, house and barn, post office and telephone, pay station in store; will sell or let real estate; have other business interests. Earle R. Williams, Collins, Mich. 182

Drug Store for sale in Northern Indiana at a bargain. Address No. 181, care Michigan Tradesman. 181

For Sale—Good stock drugs, dry goods and groceries. Poor health. Good chance. Address No. 179, care Michigan Tradesman. 179

For Sale—Davis three-station cash carrier in good condition. Will sell cheap. Address J. L. Curry, Marlette, Mich. 180

Wanted—A dry goods, hardware and good grocery store. Apply L. A. Watel-sky, 108 Buhl Block, Detroit, Mich. 166

A Bargain in Paint—Moyer Bros., Bloomsburg, Pa., offer two thousand dollars' worth of New Era Paint, fresh stock, on basis of \$1.10 for one gallon cans. Write for stock list. First come, first served. 165

Wanted—Partner in established large paying general store, who can furnish from \$2,000 to \$5,000 cash or that amount in staple merchandise, and give his time to the business. Address Lock Box 616, Howell, Mich. 178

Attention, Merchants!—Do you want money quick? If so, try my new system of quick money raising sale. Old and surplus stocks disposed of in a hurry. My new method of advertising never fails to attract the largest purchasing crowds. Profit realized above all expenses. I conduct sale personally and leave catchy ads with you that insure you good trade in future. Highest of references. Write at once, J. Newman, 391 E. 40th St., Chicago, Ill. 163

Wanted—Store building with living rooms attached; also stock of general merchandise, country town, not over \$4,000. Address L. P. Mosher, Box 965, Chicago, Ill. 162

For Rent—Established location for bazaar, department or dry goods store in a hustling town of 3,000; store brick, modern conveniences, two floors; immediate possession. Box 492, Howell, Mich. 161

For Sale—Acme Spring Throw and Push Carriers. Cheap to introduce. Acme Cash Railway, New Haven, Conn. 176

For Rent—One-half of store; fine opening for ladies' furnishings, fancy goods and notions in Fond du Lac, Wis., 477 Main St. 175

For Sale—Restaurant and bakery; no competition; town 1,500; must be sold at once; easy terms. Address Box 135, Grand Rapids, Mich. 174

For Sale—In the best city of 30,000 in Michigan—clothing, furnishing goods and shoes. Address 173, care Michigan Tradesman. 173

For Sale—Self-retaining lace and portiere curtain pole in new and original design; patented. No pins, rings or clamps needed. Always in place, quickly adjusted, ornamental. Will sell, trade or lease on royalty. C. G. Foster, Patentee, North English, Iowa. 190

For Trade or Merchandise—Farm of 107 acres in Douglas Co., Ill. for trade or merchandise. J. C. Gilbert, Tuscola, Ill. 183

Three Store Rooms for Sale or Rent—One has been occupied with dry goods and groceries for years. One building suitable for bakery and restaurant, all complete. Address L. A. Melcher, Constantine, Mich. 189

Investigate—An excellent opening for someone who wishes to step into a good-paying, well-established dry goods business. Write for particulars, A. T. Burhett & Co., Charlevoix, Mich. 172

For Sale—Furniture, crockery and bazaar. Located in best agricultural district in Lower Michigan. No competition. Reason, other business. Address No. 187, care Michigan Tradesman. 187

For Sale—Drug store doing good business; well stocked; purchaser can buy or lease building. Lock Box 13, Coral, Mich. 186

For Rent—Fine opening for a dry goods, clothing or general store; corner building; two story brick, 25 by 90 feet; best business corner in the city; population, 5,000; paved streets, electric lights; rent very reasonable. Address Geo. W. Herdman, Jerseyville, Ills. 185

For Sale—Clean new stock of staple dry goods, furnishing goods and shoes in good farming and lumbering district. Only stock in town. Reason for selling, poor health. Address Box 224, Elmira, Mich. 184

For Sale—Large fire proof safe at a bargain. Address L. A. Melcher, Constantine, Mich. 188

For Sale—Small general stock of merchandise; will invoice about \$2,500; located in the best town in Northern Michigan and doing a splendid business. If you want something good, look us up. Address E., care Michigan Tradesman. 170

Free information about life insurance of all kinds; also cash paid for policies. Send your age and full address to Lock Box 166, Grand Rapids, Mich. 169

For Sale—Jewelry, stationery and optical business; good fixtures; small stock; good location; expenses light; good reason for selling; must be sold at once. Address J. S. T., care Michigan Tradesman. 168

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 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

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

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—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

For Sale—One Buffalo chopper No. 0, hand or power, in first-class condition; price reasonable. Address No. 119, care Michigan Tradesman. 119

For Sale—Three tracts mixed timber; convenient to railroad; heavily timbered; tracts 6,600, 2,300 and 640 acres. Price \$10; estimates furnished. Chocolatey Land Co., Ltd., Marquette, Mich. 118

Wanted—To buy stock of general merchandise from \$5,000 to \$25,000 for cash. Address No. 89, care Michigan Tradesman. 89

A Business Opportunity. A general store (located in a thriving manufacturing town, with a future before it) to be departmentalized. 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—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

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—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., 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. 458

For Sale—480 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

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For Sale Cheap—General stock and fixtures. Will sell store building or sell stock to be removed. Address No. 51, care Michigan Tradesman. 51

Wanted—Clothing salesman to take orders by sample for the finest merchant tailoring produced; good opportunity to grow into a splendid business and be your own "boss." Write for full information. E. L. Moon, Gen'l Manager, Station A, Columbus, O. 458

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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 Washburn ave., Chicago. (Reference, Dun's Mercantile Agency.) 872

MISCELLANEOUS.

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

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—Clerks of all kinds apply at once. Enclose self-addressed envelope and \$1 covering necessary expense. The Globe Employment & Agency Co., Cadillac, Mich. 944

Are you satisfied with your present position and salary? If not write us for plan and booklet. We have openings for Managers, Secretaries, Advertising Men, Salesmen, Book-keepers, etc., paying from \$1,000 to \$10,000 a year. High grade exclusively. Hapgoods (Inc.), Suite 511, 309 Broadway, New York. 37

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Position Wanted by experienced clerk and book-keeper; four years with last company in general store. John S. Ames, Torch Lake, Mich. 171

SALESMEN WANTED.

Wanted—Show case salesman on commission in every country in the United States. Makes good side line. Write with reference, experience, etc., The Reid Manufacturing Co., Detroit, Mich. 167