

MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, MARCH 9, 1904

Number 1068

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. MOORON, Manager

IF YOU HAVE MONEY

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

Martin V. Barker
Battle Creek, Michigan

**We Buy and Sell
Total Issues**
of

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

BONDS

Correspondence Solicited.

NOBLE, MOSS & COMPANY
BANKERS

Union Trust Building, Detroit, Mich.

William Connor, Pres. Joseph S. Hoffman, 1st Vice-Pres.
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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
WIDDICOMB BLDG. GRAND RAPIDS.
DETROIT OFFICE, 150 E. BLOOM ST.
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withdrawn from sale with the exception of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.

IMPORTANT FEATURES.

- Page.
2. Too Good a Store.
3. One Dealer's Ideas.
4. Around the State.
5. Grand Rapids Gossip.
6. Good Character.
7. The Hen.
8. Editorial.
9. Independent Telephone Movement.
11. New York Market.
12. Grand Rapids Council, No. 131.
14. Dry Goods.
16. Clothing.
19. Concise Statements.
20. Hardware.
21. Grave Endicement.
22. Window Trimming.
24. Woman's World.
26. Store Management.
28. Forty Years Ago.
30. Shoes.
32. Fifty Years Ago.
33. Relation of Employer and Employee.
34. Bell Telephone Reorganization.
36. Union Sluggers.
39. Butter and Eggs.
40. Commercial Travelers.
42. Drugs—Chemicals.
43. Drug Price Current.
44. Grocery Price Current.
46. Special Price Current.

UNITED STATES AND RUSSIA.

It is very generally acknowledged
that the majority of the people and
papers in the United States feel more
friendly to Japan than to Russia at
the present time. It is also true that
on more than one occasion Russia
has shown a kindly attitude toward
the United States. A great deal of
prominence is given to the incident
during the civil war, when a Russian
fleet made its appearance in New
York harbor. The commanders said
that they had sealed orders and the
inference was that those orders were
of great importance to the nation,
and that had England or France or
any other country shown undue fa-
voritism to the confederacy something
decisive might have been done. Cir-
cumstances were such that those or-
ders remained sealed and the gen-
eral public does not know what they
contained. There is a division of
opinion on this point, but the weight
of authority is in favor of Russia's
kindly intentions at that time. The
news of how Americans feel in the
present exigency has been carried to
St. Petersburg, and it is said that
the Czar and his officials are disturb-
ed about it, are disposed to resent
it and do not understand why the
United States should not be their
outspoken friend and advocate at
this time, when Russia certainly
needs all its friends and all the help,

comfort and consolation that they
can give. It is urged that this coun-
try is under no debt, real or even
imaginary, to Japan.

If there is any lack of American
interest in Russia and its cause, the
Russians are themselves responsible.
The United States is pre-eminently
the most progressive and tolerant of
all nations on the globe. Here there
is freedom of speech and freedom of
action. Every race and creed has a
fair chance and none are oppressed
because of their ancestry, their re-
ligious belief or any other reason
short of violated law. Imitation is
the sincerest flattery and Japan has
taken the United States as its model
in many matters. The reports that
have come from Russia are of op-
pression and tyranny, of massacres
of Jews at Kishineff, of serfdom and
slavery. Our people look upon Rus-
sians almost as barbarians and they
do not approve their methods or
their manners. Russia entered into
a formal agreement to evacuate and
abandon Manchuria almost six
months ago, but it did not keep its
word. That incident has not helped
to make the Czar and his people more
popular in this country. Then, too,
the American is an admirer of quick-
ness and alertness. The way the
Japanese were up and coming very
naturally excited applause. Despite
the fact that the Russians are at a
disadvantage fighting so far from
their capital, their territory compar-
ed with that of Japan makes the lat-
ter seem like the "under dog," as
the smaller, weaker foe is sometimes
called, and it is a maxim in this
country that sympathy goes with the
"under dog." The United States
Government is doing nothing or say-
ing nothing which can even be dis-
torted into any violation of strict neu-
trality and has offered the Czar no
occasion for complaint. What the
people individually think is their own
affair.

The trade will be pained to learn
of the death of Walter McNitt, which
occurred at Casnovia last Friday, he
having been ill about ten days
with smallpox, which was probably
contracted at Pittsburg. The inter-
ment was in the family cemetery in
Walker township. Mr. McNitt was
45 years of age and leaves a son and
daughter. The deceased had been
connected with the produce house of
H. Elmer Moseley & Co. for the
past eight years in the capacity of
produce buyer in the towns of Chase,
Thompsonville, Casnovia, Tustin,
Evart, Kalkaska and McBain. He
was well known and highly regarded
by the trade.

A novel restaurant at the world's
fair will be one with the walls of
the building made of glass tanks in
which fishes will swim.

Evidently the Oldest Merchant in Michigan.

The papers through Central Michi-
gan have been having something of a
contest over the fact as to which
town has the merchant who has been
in continuous business the longest.
Several towns have brought out can-
didates for honors in this line, begin-
ning at thirty-three years and up un-
til they get over to Charlotte and
they discover G. V. Collins, the drug-
gist, has been there since 1857.
This is a fairly good record for a
youngster to make, but it doesn't count
when Vermontville comes to the
front with her people. In fact, it is
doubtful if there is another town in
Michigan that can show a continuous
ownership of a mercantile business
that will equal this place.

H. G. Barber began business here
in 1854 on his own account, opening
up a general store in partnership with
Mr. Frink, the style of the firm being
Frink & Barber. Later the firm be-
came Barber & Co., which was fol-
lowed up by Barber & Martin; Bar-
ber, Hull & Ambrose; Barber, Am-
brose & Rockwell; Barber & Am-
brose and to-day is known as H. G.
Barber. This store thus has a con-
tinuous existence of a period covering
half a century. Before this time Mr.
Barber was connected with another
merchant for a couple of years, so
that his career in business circles of
Vermontville covers a still greater
period.

Then there is James Fleming, who
came here in the year 1854 and open-
ed up a boot and shoe store, and
who continued in active business in
this line until last June, when he
sold his interests to his son, Charles.
He was actively engaged in business
here for forty-nine years, lacking
about three months' time. In fact,
it might be said he is in business
still as he is at the store every day
and takes an active interest in the
progress of business.

Then there is W. H. Benedict, who
first took up business here in 1857,
at that time being connected with
some of the early firms here as a
clerk and, with the exception of two
years when he was sheriff of this
county in 1865 and '66 and a year on
his farm, he has a continuous record
in the business circles of Vermont-
ville for forty-seven years. He was
thirty-six years in the grocery busi-
ness.

If any other town in the State can
outnumber Vermontville in merchants
who have been doing business longer
we would like to hear from them.—
Vermontville News.

"I believe," said the young physi-
cian, "that bad cooks supply us with
half our patients." "That's true,"
replied the old doctor, "and good
cooks supply the other half."

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

TOO GOOD A STORE.

One Reason Why So Many Grocers Fail to Succeed.

After hearing the experience of a friend of mine, the other day, I believe a good part of the failures come from shooting off good enough business instincts in the wrong direction.

I know a grocer in an Ohio city who used to make money and used to keep a good store. In recent years it has seemed to me as if he was a little run-down. I know he is not making as much money as he did, and his store looks gone to seed.

I knew he attended to his business just as he used to, and I have wondered where the hole was.

The other day he started a discontented lament to me about the decline of his business.

"I can't understand it at all," he said. "I used to make money here. I've had this stand for twelve years and another man kept it several years before I bought it. It's always made money. When I came here it was doing a good business and it turned out a good living for me from the very start. Yet in the last five years it has sort of lagged behind, and it seems to be getting a little worse every year. I work hard—harder now than five years ago—but I can't seem to stop it. My business is going down."

"What sort of neighborhood is this?" I asked.

"Why, it isn't as good as it used to be," he said. "When I first came there were two iron mills near here, and they employed a good class of men and paid them good wages. The rest of the neighborhood was made up of ordinary middle-class people—good people; Americans, most of them—and they bought a good class of goods, and lots of them. It is different now, though. Both of the mills have moved away and the neighborhood seems to be filling up with low-class Jews. I can't begin to sell the sort of stuff that I did before."

"And do you mean to tell me, my friend," I said, "that you don't know that's the reason your business has fallen off?"

"Oh, I don't think that's had anything to do with it," he said, indifferently.

"Not had anything to do with it?" I repeated; "it's had everything to do with it, and don't you forget it! Your trade has simply moved away, that is all, and the trade that has come in its place does not fit the store you keep. That is the whole story, and I can't understand why you do not see it! What you want to do is to accept the inevitable and get out! I would go to a new, first-class neighborhood, where I could build up the sort of business you had before these Jews spoiled it."

He did not say anything, but I got him thinking all right. And between you and me, the same thing ought to get a good many grocers thinking. It is a funny neighborhood that does not change a good deal in five years, and you mark my words, lots of grocers are slipping backward because they are shooting at a target that doesn't exist any more.

They are catering to the people who have moved away.

I remember a failure that occurred about a year ago. That was in Philadelphia. A grocer whom I knew sold out his store down town and moved up town. He chose a neighborhood near where his mother-in-law lived—wouldn't that give you the earache?—and told me before he opened that he was going to have a bang-up store now. He had the money he said, and he was simply going to make 'em git up and open their mouths.

The neighborhood he chose had nothing but cut stores in it. There was no ordinary grocery store there at all, and the people had all been educated along the cut-store line. This down town grocer moved in and opened a store as different from the cut stores as night is different from day. The cut stores looked cheap and flaring beside it.

That store lasted just ten months. What do you think of that? He could have stayed longer, he said, but he was losing money, with no prospect of any improvement; so what was the use?

The reason was just as plain as the nose on your face. The grocer was a good business man, so far as knowing the grocery business was concerned, and he kept a first-class store. But he never got next to his neighborhood. His place was too good. He started out to run the sort of store he wanted instead of the sort of store the people wanted.

There is a heap of difference sometimes between the grocer's sort of store and the people's sort of store, and don't you forget it. And wise is the grocer who tumbles to that and gives the people what they want!

I believe a great big slice of the grocery failures come from just that thing. A grocer has pride—he wants to run a nice store and keep good stuff. If he examined the situation he would often find out that the neighborhood he was in did not want a "nice" store and did not want to buy very good stuff. And if he is shrewd he will put his pride in his pocket and proceed to satisfy the demand—not his own demand, but the demand of the people he expects to sell to.

If he is not shrewd he will ignore the real demand and run a store that suits his own ideas.

And nine chances out of ten he will run it into the ground and be numbered with the "eighty-four grocers that failed during the month of February, 1904."

And probably not to his dying day, unless some wise person like me happens along and tells him, will he know why he failed.

A long time ago I told a young fellow in just this position that he was running too good a store for the neighborhood. He was keeping too high a grade of goods—expensive olives, for example, in a neighborhood where the people only knew olives as plums with salt on.

That poor, misguided young chump told me he would go down before he would run a sloppy, second-class store. I can see his firmly set chin as he said it.

Well, he did go down. People went

right by his really good store to the "sloppy, second-class store" around the corner, and my friend, about a month before he would have had to, put up his shutters and gave it up.

He had the satisfaction of knowing that he had not sacrificed his ideas of what a good store should be—but that does not butter much bread, does it?—Stroller in Grocery World.

Editor Hearst Denounced as an Anarchist.

I have in mind a certain yellow journal whose owner is a demagogue and grand-stand player of the most dangerous type. He panders to the lower elements in humanity. If a labor union strikes he immediately arraigns all employers so villainously that his partly-educated readers begin to hate employers, good or bad. His first act is to vilify the man who pays out the money to work-people and to flatter the workman, even after he becomes a violent law-breaker and a criminal. Thus, for his own supposed gain, he arrays employe against employer—a direct tendency toward anarchy—and he does this for the purpose of gaining subscribers, so that he can charge heavy prices to the advertisers. The penny that he gets for the paper does not yield a profit. The support of his enterprise comes from the advertiser, yet he is using every means in his power to create a sentiment against the employing class that will, if continued to its ultimatum, break down every form of law and order in this country.

It is time that the advertiser ceased paying money out to an anarchist to use for the destruction of business and of law. I wish to protest most earnestly against the continued payment of money by employers to this class of publishers. One great aim of the honest press is to bring into closer harmony the workman and the employer, who should both act as a unit and not as opposing forces, each seeking the other's destruction.

Let the editorial columns of the newspapers ring with fair, just utterances that will make clear to employer and employe alike the need of continued and steady operation of our industrial enterprises.

It is not a true policy for the editorial end of a newspaper to condemn universally employers and pander to employes, simply in an effort to build up circulation. That sort of policy is as sure to bring ruin as sin is sure to bring its reward. Just in proportion as a newspaper lowers its character and reputation for fairness and integrity, just in that proportion it lowers its standing and value to the readers.

C. W. Post.

Battle Creek, Mich.

The customs and usages of the people are shaped and altered, habits are fastened upon classes, and even the morals of a nation may be affected by purchased publicity. It has already become an economic problem, and not even the most enthusiastic and far-sighted advertiser can measure the future possibilities of this new force.

We are
Distributing Agents for
Northwestern Michigan of



John W. Masury & Son's

Railroad Colors

Liquid Paints

Varnishes

Colors in Oil and in Japan

Also Jobbers of Painters' Supplies, etc.

We solicit your patronage, assuring you prompt attention and quick shipments.

Harvey & Seymour Co.

Successor to

C. L. Harvey & Co.

Grand Rapids, Mich.

One Dealer's Ideas on Advertising a Store.

In my judgment printer's ink is far the most effective of all classes of advertising. For a retail merchant, we would recommend that he contract for all the space he thinks he will use during the year from the papers having the largest circulation, paying them what it is worth rather than selecting one with a poor circulation at half the price, using both dailies and weeklies. An advertisement should not run longer than one week in the daily and two issues in the weekly, and in the majority of cases change your advertisement every week in the weekly and about every third issue in the daily will bring better results. We should write our advertisements as near like we talk to our customers as we can. It should be spicy and readable and at the same time present facts concerning our business.

A large majority of the heaviest advertisers in the retail business name prices. When we advertise an article at a very low price see that this article is marked at the same price advertised at and never sold at a higher price until the advertisement is withdrawn. If the price named is lower than we can afford to sell at do not try to side-track a customer who may be brought to your store by the low price named on this article onto an article which you have a better profit. In the first place, this would not be right; in the second place, your customer would detect your scheme and more than likely result in your losing a customer.

We think cuts should be used freely in an advertisement. It makes them more attractive than without them. A great many people would be attracted to your advertisements by the picture of a stove that would otherwise never read your advertisement. We should supplement our newspaper advertisements by our show windows and displays in the store. If we are making a special effort to reduce overstocked granite-ware department, giving large space and naming low prices in the papers, we should pile up these goods and display them conspicuously in our show windows and store. Our customers are folks, like ourselves, and love to come into a well heated, well ventilated and well lighted store that is clean, bright and cheery. They love to be met with a hearty welcome and soon take on the life and enthusiasm of the busy store.

While I believe newspaper advertising, backed up by attractive and often-changed show windows, clean stock, efficient and courteous salesmen, is the most effective advertisement, I recognize that there are many other good methods of advertising that are profitable. While the newspaper advertisement is good in all communities, and under all conditions, other advertisements are not. A scheme that would be a success in one locality would fail in another. It might be successful under certain conditions and under different conditions be a failure in the same locality. So on the special lines of advertising the methods and means must be determined by the individual deal-

er. While there is no doubt but that each one here would judge rightly and get good returns from all special advertisements, still if there is one in this number who does not advertise at all I believe it would pay him to accept every scheme presented, hit or miss, rather than not to advertise at all. It has been truthfully said that "Advertisements at best are nothing but statements of what a business man has to offer," and the amount of credit that is given to this statement will depend upon the reputation of the firm that makes them.

It is taken for granted that all dealers generally are building their business reputation upon the solid rock of honesty, business integrity and fair dealings, having for their chief corner stone those triple virtues, knowledge, tact and eternal vigilance, placing over the main arch the "golden rule," that magnetic key-stone that will bind hearts to yours so long as you practice its precepts. To such a firm judicious advertising will always bring good results.

O. W. Johnson.

The Chief Charm of This Season's Fans.

One of the chief charms of the fan of the season is that it is as inexpensive as it is pretty. One can buy for less than 50 cents a French or Oriental fan of paper artistically designed, mounted on fantastically fretted sticks and tinted in the softest hues—worthy of the daintiest gown that ever came out of a Parisian atelier.

For \$1 are to be had in some of the shops the most bewitching wee fans of black gauze spangled thickly with silver or black sequins. These tiny wind-wafters are to be worn on the long neck chain, that has become almost indispensable to the average woman, and some women attach them to the wrist by a short chain or bit of ribbon.

Tiny fans of silk, satin, brocade and chicken-skin with inlets of lace, spangled, painted and incrustated with gems or medallions of gauze or silk, are imported from France and are too dear for the purse of the thrifty woman who demands effect before quality. For her are the paper fans from China and Japan which are always artistic and are to be found in shades to match any frock. A fan to go with each gown is a pretty fancy—no pun intended—and a great addition to the general effect of one's toilet and not at all an extravagant way to create so pleasant an effect.

The Spanish senora, who at her best is the embodiment of the grace of the panther, the simplicity of the child and the sweetness of woman, would be nothing without her gossamer handkerchief and her magic fan. These articles are, as it were, the attributes of her power, the weapons with which she carries on the struggle for existence and which help her to trip lightly over the sordid cares of every-day life as Titania did over violets and oxlips. From the moment when, as a nursery child, she walks alone, she wields the fan as a prettily painted toy, and never after puts it away. There is no degree of love or hatred, no transport of joy or sorrow, to which, with this for an

alphabet, she can not give eloquent expression. Sometimes long and fateful conversations are carried on in this graceful fashion by means of fan-motions from balcony to balcony in the street, from box to box in the theater, and one of the most impressive sights which greet the foreigner who enters a Spanish church for the first time is the iridescent hues of the fans as they are unfurled, fluttered and swiftly waved in graceful curves by the soft little hands of the fair worshippers. And while the dark-eyed maiden is still living under the paternal roof she knows how by deftly shaking the flower-embroidered fan, and accompanying it with the "bashful virgin's sidelong look of love," to win the heart and hand of a youthful hidalgo. The poetry of speech which will enliven her cheerful chatter in later years is now surpassed by the eloquence of its graceful vibrations and the sharp click with which she suddenly shuts it up.

And yet this graceful little interpreter of the senora's emotions was unknown in olden times. The ancient Egyptians, Babylonians and Persians used fronds made of palm trees or of costly stuffs to agitate and raise the wind, so to say, and cool the face, and in Egyptian wall paintings the king never appears without a fan bearer. The Greeks and Romans used flabella made of peacocks' feathers or lotus leaves, the handles of which were often decorated with precious stones, and Christian liturgy consecrated their use, and appointed two deacons to stand one on either side of the altar agitating the air with their fly flappers, a custom which is still in vogue in Italy, where the flabellum is used to drive away winged insects from the holy wines. It was not until the sixteenth century in Venice that the modern folding fan, with silk embroidery, hand painting and ivory carving, was borrowed from China and Japan and naturalized in Europe. Religious subjects were at first painted or embroidered on the slender strips of which the instrument was composed. In England pious ladies were wont to have long prayers and psalms painted on their fans, on hearing which Voltaire is said to have remarked that virtue would not travel so far were it not accompanied by vanity.



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

Saves Oil, Time, Labor, Money
By using a

Bowser Self Measuring Oil Outfit

Full particulars free. Ask for Catalogue "M"
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Last Year in Our Savings Department Alone

The Kent County Savings Bank

Has largest amount of deposits of any Savings Bank in Western Michigan. If you are contemplating a change in your banking relations, or think of opening a new account, call and see us.

3 1/2 Per Cent.
Paid on Certificates of Deposit

Banking By Mail
Resources Exceed 2 1/2 Million Dollars

ELLIOT O. GROSVENOR

Late State Food Commissioner
Advisory Counsel to manufacturers and jobbers whose interests are affected by the Food Laws of any state. Correspondence invited.
1232 Majestic Building, Detroit, Mich.

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

ELECTROTYPES

DUPLICATES OF
ENGRAVINGS & TYPE FORMS
SINGLY OR IN QUANTITY
TRADESMAN CO. GRAND RAPIDS MICH.

Voigt's Crescent

"BEST BY TEST."

"The Flour Everybody Likes."

Very modestly submits all questions of superiority, popularity, individual preferment, etc., to the mature judgment and unbiased opinion of a conscientious and discriminating public.

THERE CAN BE BUT ONE DECISION.

VOIGT MILLING CO.

Grand Rapids, Michigan

AROUND THE STATE

Movements of Merchants.

Saugatuck—C. E. Hodge has engaged in the grocery business at this place.

Manton—Judd Seaman, dealer in general merchandise, has sold out to Edward Carroll.

Hale—John Spooner has purchased the general merchandise stock of Stacy B. Yawger.

Ellington—Wm. Booth has purchased the general merchandise stock of Wm. N. Nelson.

Clare—Mead & Pickel have purchased the drug stock owned by the late J. H. Carpenter.

Petoskey—Beese & Porter have purchased the dry goods and notion stock of Chas. Z. Pote.

Petoskey—The Petoskey Grocery Co. has increased its capital stock from \$50,000 to \$56,000.

Mt. Pleasant—Peak & Co. continue their grocery business under the style of the Peak Grocery Co.

Manton—J. C. Hill, dealer in general merchandise, has sold his stock to Frank H. Vandercook.

Grayling—The T. E. Douglas Co. succeeds T. E. Douglas & Co. in the lumber and stove business.

Greenville—Madsen & Christensen, grocers, have dissolved partnership, Nelson P. Madsen succeeding.

Pontiac—F. J. Vanderwarp, manager of the Pontiac Upholstery Co., has put in a line of wall paper.

Otisco—W. H. Lanphier has engaged in the grocery business, having purchased the stock of Potter & Moon.

Allegan—Mrs. Lou Barnes has purchased the millinery stock of Mrs. A. L. Church, who will hereafter reside in Detroit.

Owosso—Orville Angell has purchased the grocery stock and fixtures owned by J. W. Dingwell and has already taken possession.

Eureka—Leonard Martin has sold his stock of general merchandise to E. J. Rininger, who will continue the business in the same building.

Port Huron—Clarence Barrett has retired from the notion and millinery business of J. W. Goulding & Co. The firm will be reorganized.

Wayland—J. Hardy, of Yale, has leased a store building at this place and as soon as same is ready for occupancy, will open a shoe store.

Wayland—Harry D. Allgeo has purchased the drug stock of his partner, Chas. E. Allgeo, and will continue the business in his own name.

Hastings—Wm. A. Hall and N. T. Diamond, of Hall & Diamond, hardware and implement dealers, have dissolved partnership, the former succeeding.

Battle Creek—McRae & Skinner, dealers in hats, caps and men's furnishing goods, have dissolved partnership. The business is continued by Skinner & Titus.

Adrian—W. M. Fetter, of Butler, Ind., has purchased the Anton Wehle stock of boots and shoes at 3 West Maumee street. Mr. Wehle will remain behind the counter.

Fife Lake—Hodges & Glidden have sold their hardware stock to James Hodges, who is now in Philadelphia, and will devote their entire attention to their real estate business.

Pontiac—J. L. Marcero & Co., wholesale and retail dealers in cigars and tobacco at this place and at Port Huron, have increased their capital stock from \$10,000 to \$25,000.

Detroit—The E. H. Pudrith Co., successor to E. H. Pudrith, the jeweler at 99 Woodward avenue, has filed articles of incorporation with a capital stock of \$50,000, all paid in.

North Bradley—Jos. W. Morrison has purchased the interest of his partner in the general merchandise business of Morrison & Neff and will continue the business in his own name.

Belding—W. F. Bricker & Co. have leased the store building in the Belding block recently vacated by A. Fuhrman and will occupy same with a stock of clothing and men's furnishing goods.

Yuma—Geo. M. Beemer has purchased the interest of his partner in the firm of G. M. Beemer & Co., dealers in general merchandise, and will continue the business in his own name hereafter.

Greenville—A. Fuhrman, for many years engaged in the shoe business, both in a manufacturing and retail way, has purchased the boot and shoe stock of M. Jensen and will continue the business at the same location.

Grand Ledge—Hixson & Bromley have sold their grocery and confectionery stock and bakery to Clarence Smith. Mr. Smith is a native of this place and was at one time clerk in the store he will now conduct. For the past few years he has been employed by a grocery firm of Battle Creek.

Clarion—Niles & Tillapaugh, grocers at Walloon Lake, recently assigned to W. H. Ransom, of this place, with assets of \$900 and liabilities of \$1,250. The assets have been purchased by Mr. Ransom, who will continue the business at the same location as a branch of his general store here.

Detroit—Louis Kuttner & Sons, leaf tobacco merchants and importers, who found themselves in financial straits a few weeks ago and compromised with creditors for 33 1-3 cents on the dollar, have reorganized as a corporation, under the name of Louis Kuttner & Sons Co., with a capital stock of \$50,000.

Mason—After a business career of nearly twenty-five years at this place, F. L. Stroud, of Stroud & McDonald, furniture dealers, has sold his interest to B. F. May, who will have charge of the furniture department, Mr. McDonald, as heretofore, having charge of the undertaking department. Mr. Stroud will engage in out-door pursuits in hopes of regaining his health.

Kalamazoo—The dry goods house of Olin, White & Olin has been dissolved, Mr. White having retired. The business will be continued by W. W. Olin and his son D. C. Olin under the style of W. W. Olin & Son. The new firm has been engaged in the dry goods business here for the past twelve years and now oc-

cupies its own store building, having a total space of six floors.

Detroit—Creditors of the Michigan Electric Co. have authorized a committee to co-operate with the receiver, the Union Trust Co., in disposing of the stock on hand to the best advantage and winding up the affairs of the company. The assets, as reported by the appraisers, are considerably less than \$50,000, and it is not believed creditors will realize more than 60 cents on the dollar.

Detroit—The Michigan Ice and Cold Storage Co. is the name of a new corporation formed by outside parties to do business in Detroit. The articles show a paid-up capital of \$50,000, \$2,000 having been paid in cash and the remainder in notes. The incorporators are Elmer H. Smith and Winifred B. Holton, of Indianapolis, Ind., and Charles A. Crane, Chicago. Smith and Holton hold 20,000 shares as trustees.

Sutton's Bay—D. H. Powers & Co. have filed articles of incorporation and will continue the banking business formerly known as the Leelanau County Bank under the style of the Leelanau County Savings Bank. The new bank is capitalized at \$20,000, the principal shareholders and the amount held by each being as follows: D. H. Powers, 100 shares; W. J. Rochow, 30 shares; S. S. Moxam, 20 shares, and C. R. Morrisey, 10 shares.

Manufacturing Matters.

Ypsilanti—The style of the Hay & Todd Manufacturing Co. has been changed to the Ypsilanti Underwear Co.

Alfred—Lindsley Bros. have resumed operations at their sawmill, which was closed a few weeks ago on account of the cold weather.

Cadillac—Magnus Hansen is now sole proprietor of the planing mill of Milliken & Hansen, having purchased the interest of his partner, N. H. Milliken.

Bangor—The Bangor Box & Basket Co. has sold the machinery of its plant to C. L. King & Co., fruit package manufacturers at Holland, and closed up business.

Koss—The Stephenson Land & Lumber Co. reports that the work of rebuilding its mill will be completed in about two weeks, but operations will not start for four weeks.

Cheboygan—Lombard & Rittenhouse have closed a contract with the Embury-Clark Lumber Co. for its entire output of cedar on the Ocqueoc this winter, estimated at 75,000 pieces.

Foster City—The sawmill and shingle mill of the Morgan Lumber Co. will start up in a few days after being idle three months. The plant has been stocked for a full season's run.

Caro—Addison B. Moreland succeeds the Caro Buggy Co. in the manufacture of buggies and agricultural implements. He has also purchased the agricultural implement stock of Herbert P. Doying.

Detroit—The Clark-Wells Machinery Co. has been organized to succeed the E. C. Clark Machinery Co. The authorized capital stock is \$15,000, owned by the following persons: E. C. Clark, 50 shares; W. S. Wells, 49 shares, and H. J. Wells, 1 share.

Cheboygan—O. M. Clark, who recently sold his sawmill plant, says that he has no plans for the immediate future, but will eventually locate in Oregon, where he owns a fine body of timber that can be added to. He still holds a small interest in the Embury-Clark Lumber Co.

Detroit—The Century Heating Co. has been organized to manufacture heaters, radiators, furnaces and piping. The authorized capital stock is \$75,000, held as follows: M. M. Kerr, 1,200 shares; W. E. Brownlee, 1,000 shares; C. E. Bruce, 1,000 shares, and R. M. Kerr, 800 shares.

Grand Haven—The National Grain Weigher Co. has been organized to manufacture grain weighing apparatus and machinery. The authorized capital stock is \$20,000. The stockholders are L. D. Price, Chicago, 750 shares; D. O. Watson, Grand Haven, 750 shares, and S. B. Ardis, Grand Haven, 500 shares.

Battle Creek—Frank P. Pittman, dealer in hardware and stoves, in company with F. B. Coates and S. F. Dobbins, has organized the Pittman-Coates Hardware Co., to engage in the hardware, paint and oil business and to manufacture tin goods. The authorized capital stock is \$10,000, held in equal amounts by the members of the company.

Detroit—The Clark-Wells Machinery Co. has filed articles of association with the county clerk. The capital stock is placed at \$15,000, of which \$10,000 is subscribed and paid in, \$2,500 being in cash and \$7,500 in property, consisting of machinery and tools at 57 and 59 Woodbridge street west. Those associated in the new company are E. C. Clark, Detroit; W. S. Wells, Osceola Mills, Pa., and H. J. Wells, Detroit.

The Boys Behind the Counter.

Charlotte—Albert Gault has severed his connection with Harmon & Pennington to take a clerkship in the Preston shoe store in Battle Creek.

Ludington—Paul Charette has taken the management of the general store of the Butters Salt & Lumber Co.

Harbor Springs—Thos. Robinson, who has managed J. F. Stein's dry goods business at Cross Village, will continue in the employ of Mr. Stein in his dry goods business here.

California will install an olive oil factory in the California space in the Agricultural Building at the World's Fair. The process of extracting the oil will be shown in detail.

Wanted—To buy drug store. Address No. 240, care Michigan Tradesman. 240

Commercial Credit Co., Ltd.

Waldcomb 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.



Geo. Tilma has purchased the dry goods stock of Cornelius J. Smedema at 324 West Leonard street.

Wm. J. Hope has purchased the grocery stock and meat market of Henry Weber at 119 Plainfield avenue.

M. Erdmans has opened a grocery store at Holland. The Lemon & Wheeler Company furnished the stock.

The Edison Light Co. is advancing its rates for both power and light to a point which is practically prohibitive. One of the Tradesman's subscribers complains that its lighting rate has been advanced 123 per cent. and its power rate 65 per cent., necessitating the introduction of an individual power and lighting plant on the premises.

The Cascade Electric Co. has been organized by C. C. Follmer, Chas. E. Mercer and E. A. Stowe for the purpose of constructing a dam at Cascade village and conveying electricity to Grand Rapids, where it will be sold for lighting purposes. Options have been secured on all the land which will be overflowed by raising the Thornapple River 22 feet and it is expected that work on the dam will be begun as soon as the options are closed into deeds and the necessary material can be gotten on the ground.

The Grocery Market.

Sugar—The refiners advanced their quotations 5 points on all grades last Wednesday, following with a 10 point advance on Monday. The future of the refined market is very uncertain, as the market is in a rather erratic condition. The advance has stimulated the demand to some extent, but not the actual consumption, apparently. Raw sugar is a little stronger than a week ago and it is understood that the refiners are not particularly averse to a higher market, since it may lead to heavier plantings of beets and a larger supply, which will mean their advantage in the end.

Tea—The market is firm and holders are not anxious to sell, even at full prices. No advance has occurred during the past week. Stocks are low and the general tone is strong.

Coffee—Some of the cheaper grades of bulk coffees have declined slightly and jobbers in a number of instances have lowered their prices correspondingly. The coffee proposition is a decidedly uncertain one at present and there is little on which to base an opinion. The fact that the statistical position is just as strong as it was before the recent break in the market came would seem to indicate that whatever decline there has been would be only temporary—unless, of course, the coffee was selling way beyond what it should. This is probably the trouble. In other words, the spot product followed too closely—indeed, it lead, the speculative market for a while and when the latter dropped there was nothing for

it but for the spot goods to do likewise.

Syrups and Molasses—The demand for compound syrup has been poor. Sugar syrup is very scarce and the market shows an advance for the week of about 1c per gallon. Only cheaper grades are being made now, and these are selling about 3c higher than last year. The demand is excellent. Molasses is steady and unchanged. The demand is good.

Canned Goods—Tomatoes have advanced 5c per dozen, marking the reaction from the low prices which have prevailed for some months. Corn is still high and very hard to get. Northwestern jobbers have placed some orders for 1904 pack of Maine and New York corn and there have been purchases of standards. Prices are ruling about 12½c higher than a year ago on these. Indications are that the 1903 pack of peas will be cleaned up before the new crop comes on, although there are no signs of a shortage. Reports indicate that the coast pack of fruits is being well cleaned up and stocks are so badly broken that many orders cannot be filled.

Dried Fruit—A better demand is expected in prunes and possibly a slight advance. Peaches are in moderate demand at unchanged prices. Secondary markets are still a substantial fraction below the coast parity. Currants are in very light demand at unchanged prices. Seeded raisins are practically unchanged, although some few sales have been made during the week at full prices. These were under special circumstances, however. Loose raisins are selling rather well, still below the Association's price to the extent of about 7½c. Apricots are selling well at maintained high prices.

Fish—Mackerel is still easy and not especially active. Not only Norway and Irish fish, but shore also, have been weak and soft during the week. Cod, hake and haddock are so scarce, especially boneless fish, that there is hardly any use to quote them. Stocks are very low, the price is very high and the demand light. Sardines are dull and unchanged. Salmon is fairly active and unchanged. Pink grades of Alaska salmon are very scarce and firm. Lake fish is quiet and firm.

Will Banquet Early in April.

At the annual meeting of the Grand Rapids Retail Meat Dealers' Association, held at the Board of Trade rooms last Thursday evening, the following officers were elected:

President—W. J. Kling.
Vice-President—Arthur Watkins.
Secretary—J. H. Bowditch.
Treasurer—G. Walz.

Executive Committee—August A. Schuchardt, John Rouser, R. K. Finch.

Sergeant-at-Arms—Leon Centilli.

It was decided to hold the annual banquet some time in April, depending on the time when Mr. Scofield, Secretary of the Master Butchers' Association of America, can be present. It is proposed to affiliate with this organization at the next meeting.

Noah didn't make much of a parade, did he, with only one float?

The Produce Market.

Apples—Fancy, \$3.50@4; common, \$2.50@3.

Bananas—\$1.25 for small bunches and \$1.75 for extra jumbos.

Butter—Factory creamery has declined to 24c for choice and 25c 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 at 4c per lb.

Beets—50c per bu.

Celery—25c for home grown; 75c for California.

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 cooler weather has checked receipts to some extent, so that local dealers have been compelled to draw on Southern markets for supplies. The price is stronger than a week ago, but will probably recede to 17@18c in the course of a day or two.

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.

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

Onions—Strong at \$1.25 per bu.

Oranges—California Navels, \$2.50 for extra choice and \$2.65 for extra fancy; California Seedlings, \$2@2.25.

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

Pineapples—\$5.50 per crate.

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

Potatoes—The market is about the same as a week ago. Local dealers hold at 90c in store lots and 80c in carlots.

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

Radishes—30c per doz. for hot house.

Strawberries—Florida, 40@45c per quart.

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

Hides, Pelts, Furs, Tallow and Wool.

The hide market shows a weakness on all grades, with sales made at lower prices. Dealers hold the early takeoff, being better in quality and at higher prices. Sales have been made at prices above quotations, which would indicate a better grade. The present takeoff is poorer in quality with lower values. Prices are tending downward, with a good demand at lower values.

Sheep pelts are well sold up and do not accumulate. The country receipts are small, with a good demand at high prices.

The fur market is demoralized. Each new quotation shows lower values, with no buyers. Collections are small and the catch light. The trade is squelched, as the foreign demand is nil and the home trade well supplied.

There are no new developments in the tallow market. Buyers are holding off, making a dull market. Offerings are light. Sellers are firm holders and refuse to entertain prices buyers are likely to pay. Values are fairly high.

Wools are in good sale at seaboard with none left in State. Buyers are prepared for the coming clip and, as usual, are high up in their views of coming prices. It is a good year to go slow, judging by all indications.

Wm. T. Hess.

Grand Rapids Credit Men To Meet.

Grand Rapids, March 8—The next regular meeting of the Grand Rapids Credit Men's Association will be held at the Peninsular Club Tuesday evening, March 15, where dinner will be served to members and their guests. Addresses will be made by: Wm. A. Prendergast, by phonograph—subject optional with the speaker—who has been Secretary of the National Association of Credit Men from its organization and has a national reputation as a forceful and interesting speaker, and by E. A. Stowe, of the Michigan Tradesman, on Credit Making as a Profession, and why every credit man in Michigan should be a member of and attend the meetings of the Credit Men's Association, either at Grand Rapids or Detroit, and thereby affiliate with and assist the National Association of Credit Men.

The question of the organization of a local investigation and prosecution bureau has been referred to our Executive Committee with the request that they report at this meeting.

A. B. Merritt, Sec'y.

Name Changed and Capital Increased.

C. L. Harvey & Co. have sold an interest in their business to J. P. Seymour, of Chicago, to be continued hereafter under the style of the Harvey & Seymour Co. The authorized capital stock is \$50,000, of which \$40,000 is paid in, and is held as follows: C. L. Harvey, 199 shares; J. P. Seymour, 199 shares; Mary V. Seymour, 1 share, and Carrie M. Harvey, 1 share. All of the stockholders are directors and the officers are as follows:

President—C. L. Harvey.
Vice-President—J. P. Seymour.
Secretary—Mary V. Seymour.
Treasurer—Carrie M. Harvey.

The company has secured the Western Michigan agency for the Masury paints and will carry on a jobbing business in connection with its retail business.

M. M. Atherton succeeds Henry Schmiel as credit man for the Herold-Bertsch Shoe Co. Mr. Atherton is an attorney by profession, but has been prevailed upon to give up the practice of the law.

W. R. Edgerton has opened a grocery store at Lakeview. The Worden Grocer Co. furnished the stock.

GOOD CHARACTER.**Decidedly the Most Important of Human Virtues.**

There is an old maxim to the effect that "even honest people require watching," while the dishonest, as soon as they are discovered, should be put in jail.

It is the disregard of this principle that is the cause of so much dishonesty in the public service. In any private business there is a constant scrutiny by interested parties, who are determined to have their affairs properly carried on. They do business to make money, and they are careful to see that they are not cheated out of it.

In the public service the situation is different. There is no business for the sake of business, but it is all for the sake of politics. Politics is the engrossing theme of those in authority, and they have no time to look after subordinates.

As soon as men discover that they are not watched, that their work is not subjected to any careful scrutiny, but is only officially inspected in a mere perfunctory manner, the best of them become careless. Such a man learns that he receives no praise or appreciation for his good work, and he is not blamed for that which is bad, and, therefore, if he is affected by any inducement, it is to slight his work and have more time for his personal interests.

Then it comes about that men in the public service see in it opportunities to make money. In many cases they are the victims of temptation. Propositions are put before them to use their places for purposes they never dreamed of, and thinking, from past experience, that they are not likely to be found out, they enter into all sorts of jobs and dishonest schemes, being gradually drawn into them until, made rash and careless by past successes, they go to extents of dishonesty that can no longer be concealed, and then they are speechless with confusion when called to account.

It is seldom that the dishonest public servant is brought to just punishment. Usually the "influence" which got him the place he has misused is sufficient to secure his escape from the penalty of his crimes, but it does not save him from the exposure. Sometimes, too, a judicial sifting of the matter would have far-reaching effects, which must by all means be prevented, and so after an exposure has made a three days' sensation, it is hushed up, and the pecuniary losses are loaded on the taxpayers, who are the most patient bearers of burdens in the world.

At rare intervals the criminals suffer for their misdeeds. It so comes about that somebody must be sacrificed in order to save the entire political organization from destruction, and it was in this way that the men who have been running the United States Postal Service at Washington in their own corrupt interests have been dragged into court and condemned as felons. It is in this way that members of the municipal government of Grand Rapids and other cities have been brought to justice. It was in this way that Captain Ober-

lin M. Carter, of the United States Engineers, superintending public works at Savannah and other ports, was made to pay the penalty of his dishonesty. It was in this way that numerous other public officials have been discovered in crooked work and have been brought to justice.

Of course, many escaped, but enough have suffered punishment to fill with apprehension the others, for whom a day of reckoning may be some time reserved. But although the temptation to corrupt practices which assails men in public service is much greater and more strenuous than is felt by private employees, there is an honesty that withstands it all. There are men who will not give up their integrity, but will fight for it against all comers, and the time arrives when they meet with appreciation. Such men are the salt of the earth. They stand as monuments of fidelity to duty to give comfort to those who are ready to believe that there is no honesty left among men.

Never was there a time when honest men were more needed. Business as carried on by great combinations and corporations is so vast in its extent and complicated in its parts that to a large degree it must be trusted to employees. It is here that the value of character makes itself known. Occasionally an employer wants men who will cheat his customers so that he may be enriched, but this is rarely the case, as any man, no matter how anxious to make money, must understand that men who will steal for their employers will steal from them. Even thieves respect honesty, and have need of it. If they could not trust somebody, all their combinations would be impossible.

Thus it is that human character is the most important of human virtues. How many persons are there who, if they could buy for money the conscience and reputation of an honest man, would purchase them at any cost? Without doubt the numbers are not few. This is the doctrine to teach our youth. There are some who would say that pecuniary success, no matter how it is attained, is the only test of merit. No rich man will hold to that, for whether he be honest or otherwise, he recognizes that there is nothing that can take the place of honesty and fidelity to every trust, public and private. Such a character is above all price.

Frank Stowell.

Propose To Form a District Organization.

Kalamazoo, March 1.—A movement is on foot for the organization of the grocers and meat dealers of Western Michigan and within a few weeks a meeting of delegates will be held to complete the plans and form the organization. Kalamazoo, Dowagiac, Battle Creek, Muskegon, Niles, Benton Harbor, St. Joseph, South Haven, Decatur, Grand Rapids, Marshall, Allegan, Plainwell, Otsego, Grand Haven, Paw Paw and other cities and towns will enter the organization.

It is not the intention of the promoters to conflict with the Retail Grocers' and General Merchants' Association of Michigan, but to supplement the work of that organization

and work up the interest in Western Michigan, making the representation from this portion of the State equally as strong as the eastern part.

There are a number of towns in the western part of the State in which there is no organization among the merchants. It will be the aim of the western organization to institute associations in these places, to arouse the interest of the merchants to the needs of the Association and thereby not only strengthen the western representation in the State work but also strengthen the State Association in demanding and carrying out reforms.

The organization proposed will be able to do a work which the State Association is not doing and will be of great service in carrying on the work laid out for the State organization.

No definite date or place has been assigned for the meeting, but it will be held within a few weeks and will probably take place either in Battle Creek, Kalamazoo or Grand Rapids.

Reforming the Dyspeptics.

The Dyspeptic Club, recently formed in Jersey City, aims to create a new "department of the interior," and to manage it on advanced and economic theories. So far there are only fifty-seven members in the organization, although a very much greater number, mostly Americans, are plainly eligible.

Each member must make quarterly written reports of experiences. The diversity of these should certainly give due variety to the sessions. But

this is the only way to get at facts. The actions of different foods must be duly estimated. Pie and pain, buckwheat and bloat, sausage and suffering, pickle and pang, cabbage and colic, ham and heartburn, must show their proper relations. The humiliating part of the business is that each culprit must confess to his weak will and his misplaced confidences, while pork, pie, and pudding will still hold their own against all odds. Thus, no member should be trusted to give absolutely impartial testimony unless he can prove that he was free from cramp, hyperacidity, headache, or borborygmus when his report was written. Gastralgia is as apt, in a reflex way, to affect the higher moral sense of truth as is a colic to warp sound judgment on the ordinary relation of cause and effect. The only time for good resolutions is when the paroxysm is on.

A Brute.

Three women stood before him and glared at the paper he held in front of his somewhat sanguine face:

At length he half arose and said: "Take this seat, madame."

The three women looked at one another.

"I mean the elderly lady," he added.

All the women turned their eyes upon the advertising cards and became intently interested.

Then the man slipped back into his seat and resumed his reading.

A man without enemies is a man without ideas or the moral courage of his own convictions.

Want
Advertisements
in the
Tradesman
cost two cents
a word
for
the first insertion
and
one cent a word
for each
subsequent
continuous
insertion.

The Hen as a Factor in American Life.

Probably the principal interest felt in the egg industry by the average American citizen lies in the fact that within the last six weeks eggs have been working up from about 30 cents a dozen for the best quality to close to 40 cents to the purchasing consumer. This, however, is not paying the American hen the respect that is her due. She is not only an important but a wonderfully potential factor of the agricultural industry of the United States. Yet even the average farmer considers her almost beneath his notice. He leaves her to the women and children, and begrudges her almost everything that makes even the slightest inroad upon his ordinary crop products. To her is assigned the "stunt" of providing her own living, and she must do that by gleanings behind every regular harvest. After he has dug and garnered and thrashed and closed his account with each particular item of production—provided he keeps such an account—the hen can find her subsistence in what he has overlooked.

In other words, the poultry yard, to a great extent, is somewhat contemptuously regarded as a mere incident of his general business. Sometimes his wife or one of his children will take hold of that neglected branch and put him to shame by making it the most profitable feature of the whole establishment. Yet a deliver in census returns working for "The Brooklyn Eagle" informs us that last year the poultry and eggs produced and eaten in the United States were worth more than all the gold and silver mined in the world during the same year. Except for the year 1900, the egg product of this country has exceeded in value that of its combined gold and silver output for every year since 1850, which takes in the entire bonanza period of our history. That, with the poultry product, also exceeds in value the wheat crop of twenty-eight of the most fruitful states and territories.

Reduced to concrete terms, in 1899 the egg record of this country was 1,290,000,000 dozen. There are thirty dozen to a crate, and 400 crates to a car, so a train of cars sufficient to accommodate the transportation of all these crates would reach from Chicago to Washington, a distance of 868 miles, and then there would remain several cars of eggs to spare. In 1900 Iowa produced 99,000,000 dozen and Ohio 91,000,000, having a value of over \$10,000,000 for each State. Of course, the incubator has considerable to do with poultry production, but incubators do not lay eggs. In a single year the value of the eggs and poultry of the country has been as high as \$280,000,000.

Think what a hullabaloo has been raised over threatened ruin to beet sugar and wool. How much burning breath has been expended by the lobbyist and the political spellbinder in appeals for higher tariffs and protests against reciprocity propositions. Yet in 1902 our whole sugar production amounted to only about \$20,000,000, while the wool industry is only about a third as important as the egg and poultry industry. It is only

in quite recent years that we have thought it worth while to impose a duty on foreign eggs, and when it did come it was rather to make the schedule symmetrical than because of any agitation or any conviction that it was necessary. There is no danger of glutting the market. Farmers are neglecting a great opportunity. In a summary of recent reports to the State Board of Agriculture they generally confessed it, yet, acknowledging the expedient, they still the inexpedient pursue.—Boston Transcript.

Dirty Money and Disease.

It is told of an English lady who went to live in Scotland that she said, when she received the very grimy one pound notes which are so popular in that country, and which pass through so many hands before being called in, that "never before had she understood what was meant in the Bible by 'filthy lucre.'" The sentiment will be echoed by all who have to deal with a paper currency for small sums. But it is sometimes forgotten that the paper notes have the advantages of showing the dirt, which is as present, although not so obvious, on our coins.

A medical writer in a contemporary mentions that he saw a man who was clearly suffering from an infectious skin disease of the hands paying a tramway fare without a thought of the ill he might convey with the coins he passed to the conductor. The conductor, when warned, was effusively grateful for the warning, and promised, for his own protection, to wear gloves in the future. But there was no protection thought of for the people who might next handle these dirty coins. To trace infection of any kind to a particular coin may be impossible, but one may still realize that infection may so be brought among us.

Thackeray speaks of it having been once the custom at a club to bring a member the change that he needed in "washed silver." The novelist works this out into an apologue to indicate that in a gentleman a certain cleanliness of life and thought, as well as of habit, is expected, and, indeed, one could moralize ad libitum on the theme. It certainly does not follow that infection lurks in every penny the previous travels and antecedents of which we have not investigated, but the incident may serve as a reminder that money may advisedly be handled with some little caution, seeing that we do not know through whose hands it has passed.—The Hospital.

The Wrecking Train.

Upon the great railroad systems the wrecking train is as carefully arranged as the apparatus in a fire company's house, ready to go into action as soon as the message is ticked upon the sounder in the dispatcher's office. Coupled together, the cars stand upon a convenient switch track that is always connected to the main line. No other cars are allowed to be placed upon this switch at any time. Some companies reserve one of the fastest locomotives purposely to haul the wrecking train, and keep the engine in the roundhouse with

fire continually in the firebox, prepared to steam up at a moment's notice. The train is made up of four, sometimes five, cars, the rear one being occupied by the officers and wreckers, with a portion reserved for the rope and chain which are always taken along. The officials have a "sitting room" with a table and benches, where they can consult on their way to the scene of the accident. The men's quarters are furnished with a few stools and a bunk for each man, so that, if called during the night, they may have a chance to take a nap on the way. The next car in front is called the "block car," and contains a small sized lumber yard, filled as it is with pieces of timber ranging from wedges, to be hammered under the wheels or jacks, to square pine posts of various lengths, used for propping.

Since the invention of the wrecking crane, "hand tackle" is not employed as much as in former days, but hundreds of feet of rope, ranging from sizes the thickness of one's finger to cables two inches thick, are carried in coils, with huge wooden pulleys, as are also chains strong enough to haul a hundred tons. On the next car are two or three sets of extra trucks with wheels attached, to replace any that might have been broken, for the lower part or gearing of rolling stock suffers more in an accident than any other portion. Sometimes it is wrenched completely from the car itself, the wheels broken off the axles or damaged in some other way, so that it is fit only for scrap iron. Next to the locomotive is the crane car, on which swings a great steel arm whose muscles of chain will raise fifty tons at a time and swing it through the air, doing the work of a hundred pairs of hands.

Antiseptics Used With Food.

A matter of practical science to which legislation must be directed much more seriously than has yet been done was brought before the congress of medicine recently held at Madrid. Dr. Brouardel, of Paris, spoke strongly of the dangers arising from the addition of antiseptics to wine, beer, cider, milk, syrups, butter, fish, preserved fruits and other commodities which are in daily use as food. It is well known that salicylic acid, salicylate of soda, sulphites, borax, boric acid, formalin and a variety of other chemicals are employed to make the substance in question "keep," the pretence being that they are used in such small quantities as to be innocuous. To this allegation Dr. Brouardel opposed two indisputable facts, determined by analysis and experience—first, that

the preservatives employed are used in far larger quantities than the users admit, and, secondly, that the continued consumption of alimentary substances containing these antiseptic materials, even in very small proportions, becomes gravely detrimental to the human organism, amounting in the long run to slow poisoning. Man's constitution has not been made for the daily elimination of minute doses of poison. In this insidious form of mischief may lie some of the blame for our physical degeneracy. Apparently the evil is of such sort that international measures may be necessary to check it. Treatment of food in this manner should not be called adulteration but poisoning pure and simple.—London Telegraph.

Cause and Effect.

"Our town," said the native, "has the lowest death rate of any important city in the country."

"What's the matter," asked the visitor, "pavements so poor you can't run automobiles here?"



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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

WEDNESDAY - MARCH 9, 1904

VALUE OF TORPEDOES.

The extraordinarily successful use the Japanese have made of the Whitehead automobile torpedo has caused that formidable weapon to rise materially in the estimation of all naval experts. The known facts about the destruction of Russian warships at Port Arthur indicate not only that the Japanese torpedo boats were able to reach the enemy's ships with their torpedoes, but that some of the Japanese battleships were also able to launch torpedoes successfully from their submerged tubes. Several Russian ships were seriously disabled by being hit below the water line during the fleet action on the second day of the war. These hits were more than likely the result of torpedoes launched from the tubes of the Japanese ships.

The effect of this demonstration of the great value of torpedoes has been to cause a prompt reversal of our naval policy adopted some years ago of omitting all torpedo tubes, whether submerged or above water, from our battleships and cruisers. The Board of Construction decided some years ago that torpedoes should be restricted to vessels especially designed for their use, such as torpedo boats and torpedo boat destroyers, and also submarines. It was held that the presence of torpedoes on battleships and cruisers was more dangerous to the ships themselves than to possible enemies.

As a result of this policy the battleships authorized in recent years are not to be equipped with torpedo tubes according to the designs and specifications. At the earnest solicitation of many officers of the Navy, and urged by the developments of the fighting at Port Arthur, Secretary of the Navy Moody has decided that all the battleships and armored cruisers now building shall be equipped with four submerged torpedo tubes each. This action has been taken with the assent of the Construction Board, which has been induced to rescind its previous action.

It is strongly to be desired that those ships which have not been provided with torpedo tubes while building should be equipped with the necessary tubes at the first convenient opportunity, so that they may not be at a disadvantage compared with the fighting ships of other navies, prac-

tically all of which are provided with submerged torpedo tubes. Submerged tubes are advocated in all cases, because the tubes placed above the water are too exposed to the risk of gun fire and the possible explosion of the war heads of the torpedoes while in the tubes.

The automobile torpedo, which is both dirigible and controllable, has been very much improved in recent years. Its range of efficiency has been greatly increased, and it is now provided with attachments which enable it to penetrate without difficulty the stoutest torpedo nets. The success of the Japanese in the use of torpedoes will greatly stimulate improvements to that deadly device. There is already talk of increasing the size of the Whitehead torpedo to 22 inches, which will not only give it a greater range, but a more deadly explosive energy.

The promptness with which Secretary of the Navy Moody has acted in directing that all the ships building should be provided with torpedo tubes is worthy of commendation. This value of torpedoes is the only lesson which the war between Russia and Japan has yet taught, and the fact that our Navy has been prompt to profit by that lesson indicates that our officers and officials are keenly alive to the adoption of any improvement calculated to increase the efficiency of the fleet.

Should the United States attempt to annex Santo Domingo or to establish a protectorate over it, we are assured by one of the adherents of Wos y Gil that we will be taught a lesson that will make our other experiences in war seem tame by comparison. "The Americans would be received in Santo Domingo by the Dominicans and Haytiens with fire and sword; cities and towns would be reduced to ashes, fields laid waste, all that was destructible destroyed, and, finally, every river, stream, brook and well in the country would be poisoned." Because they are fighting all the time among themselves these fellows imagine that although only a handful they are invulnerable. One of these mornings they will wake up to find that their true place in the world is a very small one.

Vodka is the popular Russian drink. It is to the Muscovite what firewater used to be to the aboriginal Indian. It provides him with courage when all else fails, and he will fight to the death for it. There are eight vodka distilleries in the new town of Harbin, the center of Russian industrial and commercial development in Manchuria, and the inhabitants drink vast quantities of the product. Vodka is about 145 proof; that is, in each 100 gallons there are 72½ gallons of pure alcohol. Vodka is as strong as schlivowitz, three drinks of which will knock a man silly. For comparison, most of the American whisky sold over the bar is from 90 to 93 proof.

Cigarette smokers are not wanted in the New York City fire department. The Commissioner examines the hands of all applicants to see if they are stained with nicotine.

OUR BEST CUSTOMERS.

This is an age of commerce, and our international friendships and antagonisms are governed largely by our trade interests. We are less likely to quarrel with our best customers than with those that trade less with us, and trade discriminations, even although not the direct causes of serious quarrel among nations, are more apt to be at the bottom of all the trouble than anything else. It is, therefore, well to know who are our best customers, and, knowing them, to cultivate their good will.

More than one-half of all the exports from the United States during 1903 went to British territory, and practically one-third of all our imports during the same calendar year came from the same British territory. Our total exports to Great Britain and her colonies and dependencies during 1903 footed up \$768,000,000 in round figures, or 52 per cent. of our total exports to all countries. Our imports from British territory footed up \$308,000,000. Thus of our total foreign commerce for 1903, aggregating nearly \$2,500,000,000 in round figures, more than \$1,000,000,000 represented commerce with the British empire. These figures are furnished by the Bureau of Statistics of the Department of Commerce and Labor, and are, therefore, official. By British territory is, of course, meant the United Kingdom and its colonies, dependencies and protectorates.

The territory included under this designation of the United Kingdom and its colonies, dependencies and protectorates contains over 11,000,000 square miles, or more than one-fifth of the land surface of the globe, and has a population of 400,000,000, or one-fourth of the population of the world. The largest exportation to British territory, of course, was to the United Kingdom—\$543,000,000—and this was the largest exportation to any single country. Next in order of magnitude of exports to British territory was Canada, \$131,000,000; British Australasia, \$32,000,000; British Africa, \$28,000,000; British West Indies, \$10,000,000; Hong Kong, nearly \$10,000,000; India, nearly \$5,000,000, and the remainder scattered through the smaller British dependencies.

Of the \$308,000,000 worth of imports into the United States from British territory, \$177,000,000, speaking in round terms, came from the United Kingdom, \$53,000,000 from Canada, \$48,000,000 from India, \$12,000,000 from British West Indies, \$7,000,000 from Australasia, \$1,000,000 worth from British Africa, and the remainder from numerous British dependencies of less importance.

Great Britain is, therefore, by all odds our best customer; in fact, our trade with her is more than three times as great as with our next customer, Germany, which last year purchased \$225,000,000 worth from us and sold us \$122,000,000. Canada is our third best single customer, but she has already been included with Great Britain. France is our fourth customer, buying \$88,000,000 worth from us last year and selling \$80,000,000 to us. The Netherlands is the next on the list, with purchases

from us of \$73,000,000, and sales to us of \$21,000,000.

Considering only grand divisions, our best customers are, of course, located in Europe. According to the Bureau of Statistics of the Department of Commerce and Labor: "Our exports to Europe grew from 680 millions in 1893 to 1,087 millions in 1903, while our imports from Europe increased meantime from 392 millions to 528 millions. To North America other than the United States our exports increased from 125 millions in 1893 to 227 millions in 1903, and our imports from the same countries increased from 171 millions to 182 millions during the same time. To South America our exports grew from 34 millions in 1893 to 46 millions in 1903, our imports from that continent meantime increasing from 103 millions to 113 millions. To Asia our exports grew from 20 millions in 1893 to 55 millions in 1903, while our imports from that grand division grew from 75 millions to 139 millions in the same time. To Africa our exports increased from 5 million dollars in 1893 to 31 millions in 1903, and our imports from Africa increased from 7 millions to 11 millions. In the commerce with Oceania the figures are, on their face, misleading, because they do not now include the figures with Hawaii as they did a decade ago. The figures on their face show exports to Oceania as 11 millions in 1893 and 37 millions in 1903; but if our shipments to Hawaii in 1903 were included in the statements of foreign commerce the total would be about 50 millions. Our imports from Oceania in 1893 were 28 millions, and in 1903 are stated at but 22 millions, but with Hawaii added would be about 52 million dollars.

That it is bitter cold along the Siberian railroad, over which Russian troops are now being transported, may be believed. The sufferings of the men en route are almost as severe as if they were on the march. The trains move only eight to ten miles an hour. There are frequent stops and blockades to increase the delay. The cars in which the men journey are small and not at all comfortable. Some of them are merely open cars covered with canvas. The Russians are of course used to cold weather, but there are limits to their endurance.

The child's toy kitchen in its newest development is astonishingly complete, with a small alcohol stove that will do real cooking, and a sink with real running water, in which the toy dishes can be actually washed. A small tank attached to the outside of the kitchen wall contains the water for the sink. There are dressers, all sorts of pots and pans, a table, chairs, spice boxes—everything, in short, that is to be found in an ordinary full-sized kitchen.

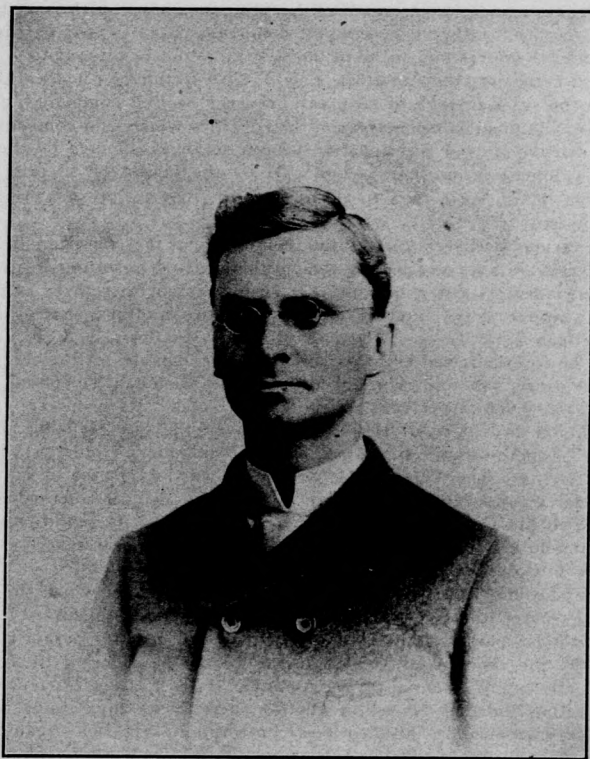
The 3,000 employes in the carshops of the New York & New Haven Railway, who have been working eight hours, have voluntarily petitioned for a return to the 10 hour basis, the eight hour workday having proven to be a delusion and a sham.

INDEPENDENT TELEPHONE MOVEMENT.

Its Wonderful Growth and Development in All Parts of the Country—Some Statistics.

While several states claim to be the birthplace of the Independent telephone movement, Michigan seems to have as good ground for such claim as any. Whatever difference there may be as to the birthplace, I feel confident that few, if any, acquainted with the history of the movement will question our right to claim Michigan as the home of this enterprise in its childhood days, and that its present proportions are largely the outgrowth of the early start and the strength which it obtained on Michigan soil. Not alone was one of the first opposition exchanges built in our State, but Michigan was the first to have an Independent exchange in operation, numbering 500 telephones; also the first to have 1,000, also 2,000 and 5,000; also the first to have an automatic exchange with 5,000 telephones in service; also the first in which an opposition company put up copper metallic toll circuits. I regret to recall to your attention that our State was also the first having in it men who planned to succeed as Independents and then betrayed the movement, by sale, to the Bell interest; and that these men so nearly succeeded in their treacherous attempt as to cause in the minds of many, even to this day, suspicion to rest on telephone men in general, as to their honesty and uprightness.

Thus we have in our State's telephone history, and within the short



J. B. Ware

space of seven years, the two extremes of honorable and dishonorable record; but, as must always be true, honesty does pay and success has crowned the honest effort.

In addition to the record already mentioned we have, in common with many other states, the satisfaction of having seen the Independent movement a constantly increasing success, year by year, until to-day there are in the United States more Independent telephones in use than there are Bell telephones, by exchange subscribers; and that, as a rule, those using Independents are receiving much better exchange service than are those using Bell instruments; and, further, the Independent companies have proven financially successful, with exceedingly few exceptions.

Until about 1895 the Bell interests had no competition in the telephone field and there were no successful opposition companies previous to eight years ago.

It is not my purpose to review the history of the Independent movement, but to mention briefly a few facts and figures which indicate, although inadequately, the present condition of the movement in different sections of our country.

The Independent telephone development has been most rapid and successful in the Middle and Central Western States, where it started, and is most retarded in the extreme Eastern States.

Thus, in six New England States, a very populous section of our coun-

try, there are fewer Independent telephones in service than in each of more than twenty other states in the Union.

The reason for this condition is generally and rightfully understood as being, principally, because of the political influence of the Bell company in the territory named, which, united with that of the allied railroad interests, apparently have absolute control of legislation in the majority of these states. The difficulties in securing franchises for opposition telephone plants are almost insurmountable and are greater than in any other section of our country.

Another factor, however, not generally understood, has bearing on the situation named, being the restrictions placed on the use of the automatic apparatus, under Strowger patent, by reason of the heavy royalty charged in certain of these states.

The automatic apparatus named first secured a foothold in these Eastern States, over the most of which the Eastern Automatic Telephone Co. secured exclusive rights to use apparatus manufactured under said patents. This company, having its headquarters in Boston, the home of the Bell company, followed the ruinous Bell policy of charging such a heavy royalty on each telephone used as to almost prevent the use of the automatic apparatus in the states named. While this same condition formerly existed in other sections of the country, fortunately for the Independents, the Strowger patents are now owned and controlled by the Automatic Electric Co., of Chicago. This company, like all other Independent telephone manufacturing corporations, sells outright its apparatus and telephones, upon which there is no royalty. It has secured the state rights of all such companies, other than the Eastern Automatic, and is endeavoring to obtain such rights from that company, in order that there may be no royalty burden in the Independent field. It is to be hoped it may succeed in removing this unreasonable burden from this unfortunate section of our country.

However, in the New England States valuable development has already taken place. In Massachusetts are the Fall River and New Bedford exchanges; in Maine the Portland exchange. These, with others in smaller cities, give evidence of a splendid telephone development which we may expect in the very near future will be realized in this home territory of the Bell companies.

In the State of New York, outside of New York City, the Independents have occupied every city and town of importance and operate more telephones than do the several Bell companies occupying that territory. The estimate of the number of Independent telephones in the Western half of the State is 45,000, and for the Eastern half 30,000—a total of 75,000.

In a majority of cases the larger exchanges in New York have been built in the last two years, and the greater number of these having 500 or more telephones in operation are the central energy type of exchanges. The toll line and long distance construction is modern. Especially is this true in Western New York, where the poles used are principally 30 foot cedar, with 8 inch tops, and the copper circuits not smaller than No. 10. No better construction has been made, by either Bell or Independent interests, in any state.

Of the cities having Independent exchanges in operation, are Buffalo, with 7,000 telephones; Rochester, with over 6,000 telephones; Troy, with 4,000; Albany, Utica, Syracuse, Binghamton and Jamestown, averaging 2,500 each; Herkimer, Glen's Falls, Saratoga Springs, Schenectady, Rome, Cortland, Ithaca, Elmira, Hornellsville, Geneva, Auburn, Johnstown and Niagara Falls averaging 1,000 each. The Independents have more telephones in service in these twenty-one cities named than have the Bell companies. In four of the cities the Bell have the larger number of telephones; in twelve the Independents have the larger number, and in the remaining five the numerical strength is equal. In the smaller cities, villages and rural communities throughout the State, without any noticeable exception, the Independents have much better development than have the Bell licensees. The condition to-day and the outlook is most favorable to the Independents.

In New Jersey and Pennsylvania all important cities and towns have been occupied by Independent companies. In Philadelphia there are nearly 12,000 Independent telephones in service; in Pittsburg and Allegheny over 11,000; in Patterson and Trenton, N. J., and in Scranton, Wilkesbarre, Erie, Harrisburg and other important Pennsylvania cities, the Independent telephones largely exceed those of the Bell. In the smaller cities and towns throughout these two States the Independents have been even more successful than in the larger cities.

The State of Maryland has been well developed, the Independents in Baltimore having over 8,000 telephones in service, previous to the recent fire. The three States of New Jersey, Pennsylvania and Maryland have good long distance toll line development with Philadelphia as a center. It is interesting to note at this point that Philadelphia has a toll board of twenty-one positions, being the largest in the Independent field, with one exception.

In Virginia and in the Gulf States much progress has been made by the movement during the past two years. Exchanges have been established among important cities, such as Norfolk, Va.; Columbia and Charleston, S. C.; Jacksonville and Tampa, Fla.; Atlanta, Augusta and Savannah, Ga.; Birmingham and Mobile, Ala.; San Antonio, Waco, Ft. Worth, Houston and Austin, Tex., besides many exchanges in the smaller cities and towns in the States named. While in Florida and others of these States the development has been rapid, yet in Texas the development has been most remarkable. In this State not a city or town of importance but has an Independent exchange in operation or one rapidly approaching completion. The character of con-

struction is excellent and the long distance toll lines now building and planned insure for Texas in an exceedingly short time adequate exchange and toll service.

In the States of Tennessee, Kentucky and West Virginia some very satisfactory development has been made. The cities of Vicksburg, Memphis, and Knoxville, Tenn.; Lexington and Louisville, Ky.; Charleston and Wheeling, W. Va., are perhaps the most prominent of the Independent exchanges. These, with numerous other exchanges in the three States, have already secured long distance toll connections with the States to the northward, Ohio and Indiana particularly.

These last two mentioned States are foremost in telephone development. In Indiana all cities, towns and villages, with hardly an exception, are successfully occupied by the Independents, and fine long distance lines have been already completed; so that, second only to Ohio, its telephone development is the most complete of any in the United States.

In Ohio the entire State, with the single exception of Cincinnati, has been occupied by the Independents with their exchanges and toll lines. So complete has been this development it is unnecessary to enumerate any of the cities occupied.

The relative strength of the two interests, numerically, in the States mentioned is as follows:

	Independents	Bell
Ohio	145,000	89,000
Indiana	107,000	40,000
Total	252,000	129,000

being nearly "two to one."

In a large portion of the State of Illinois the general results have been attained as in a majority of the States already mentioned. In Chicago the Illinois Telephone & Telegraph Co. (the Automatic) has its tunnels completed, 40 feet below the streets, under the most important business sections of the city. There are over twenty-two miles of these tunnels at the present time. This company has already constructed one exchange on the corner of Fifth avenue and Monroe street, which has 5,000 automatic telephones in service. It is expected this company will have 20,000 telephones working in Chicago within the coming twelve months. The plan has been announced to construct long distance lines from Chicago to the connecting lines of the other independent companies; actual work on this development to begin in the spring.

In Wisconsin the Independents are growing nicely and have over 35,000 telephones, which number is greater than the Bell telephones in the State, outside of the city of Milwaukee. Such has been the political influence of Postmaster General Payne and other influential Bell men that no franchise has, as yet, been secured in the city of Milwaukee. It is believed, however, that this will be accomplished in the near future.

Besides numerous small exchanges in Minnesota the cities of St. Paul, Minneapolis and Duluth have large successful exchanges in operation, with more telephones in service than have the Bell companies in these cities. It appears that plenty of capital has been obtained, and a more complete exchange and toll line system will be soon perfected, in Minnesota and the adjoining states, than either Bell or Independents dreamed possible two years ago.

Iowa is the home of many companies, there being over 1,200 Independent companies in that State, with many more telephones than has the Bell. The long distance lines are now receiving more than usual attention and the people of Iowa will soon have adequate exchange and toll line facilities.

Missouri is also ours. St. Louis, with its more than 12,000 phones, exceeds in number those of the Bell; Kansas City's new exchange has just opened, built for 12,000 subscribers, and it has every prospect of driving the Bell to the wall. St. Joseph, Jefferson City, Hannibal, Joplin, Springfield, Clinton, in fact, all the cities of the State have Independent exchanges, and it is estimated that there are twice as many Independent as there are Bell telephones in Missouri. Excellent long distance lines are being constructed and the future is assuredly favorable only to the Independents.

In Kansas the number of Independent telephones exceeds 50,000, while the number of the Bell is less than 9,000. In Oklahoma a condition very similar to that in Kansas prevails. The long distance systems connecting Missouri, Kansas and Oklahoma are about completed, and, as a rule, are of better construction than are the lines in many of these sections.

In Nebraska, the Dakotas and other Western States the movement is well established and steadily growing.

In the Coast States of the extreme West—California, Oregon and Washington—a very remarkable development has taken place during the past two years. Southern California has been completely developed by the Independents. In Los Angeles they have 12,000 telephones in service and are growing at a tremendous rate. In Portland, Ore., and in Seattle, Wash., fine exchanges have been completed.

The indications are that California, the heretofore famous stronghold of the Bell interests, will within a very short time pass into the control of the Independents, and thus be forever freed from the Bell domination, with its high rates and poor service.

I have not as yet, nor will I, take up in detail the very gratifying situation in Michigan, as you are familiar with the same. We have about 50,000 telephones in the State, as against the 51,000 claimed by the Bell. If Detroit and that portion of the other cities "sold" four years ago, and which have

as yet not been redeemed, are omitted, we have over 20,000 more telephones in service than has the Bell company.

As the result of the twenty-five years' history of the Bell movement it has less than one and one-half million telephones now in use by its exchange subscribers in the United States. The result of the eight years of the Independent movement shows two million telephones in service. Of the 180 cities having over 25,000 inhabitants, according to the last census, 70 per cent. now have Independent exchanges in operation.

In conclusion, I wish briefly to refer to the very satisfactory financial success, as a whole, of this movement. Few, indeed, have been the number of failures among the more than 6,500 Independent companies. The Bell company has compiled and is widely advertising its record of these failures, which number less than a score!—not one of which occurred in our own State.

In the United States there are 4,700 National banks and 1,078 Savings banks (World's Almanac, 1904), making a total of 5,778 such banks. It is claimed, and I believe properly so, that the number of these bank failures, during each of the past five years, have exceeded the number of telephone companies (both Bell and Independent) that have failed during that entire period. No other class of business can make such a splendid showing, and no other business is of greater permanency or in greater demand in both the commercial and social world.

The cities of Boston, New York, Washington, New Orleans, Cincinnati, Chicago, Milwaukee and San Francisco are the only cities having more than 200,000 population in which telephone competition is not established; and Chicago must soon be dropped from this list, as heretofore shown. Each of the cities just named has a local Bell licensee company, which is at present very prosperous. Other licensee Bell companies have ceased paying dividends, and are understood to be in unsatisfactory financial condition. Even the parent company (the American T. & T. Co.) owning, as it does, the majority of the stock in each of its many licensees or Bell companies, and dependent for its financial success upon the royalties which said companies pay on each telephone used, has apparently been seriously affected by the Independent competition, as indicated in part by the falling off in price of its stock from 187 in April, 1902, to 117 in October, 1903, its present price ranging about 120.

The various licensees or operating companies of the American Bell were capitalized years ago, and before competition existed, resulting in overcapitalization under present conditions. It seems certain that these companies can not continue to pay interest on their securities, and also the royalties to the American T. & T. Co. The policy of the American T. & T. Co. may possibly be foreshadowed as to its subordinate companies in the recent failure, foreclosure, sale and reorganization of the Michigan Telephone Co. in which it held over 70 per cent. of the capital stock. Its property was sold by the Union Trust Co., of Detroit, as receiver, the sale realizing about 80 per cent. of the mortgage foreclosed. The stockholders (some 743) lost all, being \$1,312,700. The American T. & T. Co. owned \$3,687,300 of said stock, which was cut off by said foreclosure sale, as was also an indebtedness owing by Michigan Co. to the American T. & T. Co. and its subordinate companies, amounting to over \$2,500,000. It would thus appear that the American T. & T. Co. loses over \$6,000,000 by this failure.

It is possible that some secret arrangement exists by which the parent company secures in the reorganization of the Michigan Company some compensation not apparent to the public. It is probable that the parent company expects by the reorganization plan to secure the payment of its royalties, which is absolutely essential to the American T. & T. Co.'s existence. It is an interesting and grave question whether there exists any rational solution to the desperate financial problem now confronting every Bell organization—whether there is yet one chance to save permanently valuable telephone property, which, through a wrong policy, and mismanagement under same, has been brought to the very verge of a financial precipice which is as surely destructive as is the great Niagara to unfortunates once engulfed.

The failure of the Michigan Bell Co., as stated, involves more property and a loss to stockholders many times greater than the aggregate value of property and losses involved in all Independent telephone failures during the past seven years of their existence.

That the future appears to have an abundance of success and comfort to the Independents none will deny, who are both posted and honest. That the same future appears to have very much of disaster and sorrow to the many Bell interests seems assured. Knowing their ability to furnish the very best quality of telephone service and at the lowest reasonable rates, and knowing that they have the confidence of the people the Independent companies will go on to that assured success to which they are entitled by reason of their past efforts and their past accomplishments.

J. B. Ware.

General Nelson A. Miles is at the head of a syndicate which will carbonize crude oil, converting it into a hardened form resembling coke, in the Osage and Cherokee oil fields. Upon his recent Southwestern trip General Miles not only visited the Texas field, but investigated the Indian Territory field carefully, and was fully satisfied with conditions. In

the industry referred to General Miles is in partnership with Boston capitalists, who have successfully developed a plan by which the crude oil may be carbonized.

Attention, strict attention and loyalty to simple but fundamental rules, is in fact the chief secret of success in life.



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, March 5—There is little to chronicle in the coffee market. The week has been one containing very few changes and, upon the whole, the undertone is in favor of the buyer. Speculation during the first part of the week was quite active, but later became tame and unprofitable. On both sides the disposition is simply to wait the future. At the close No. 7 is quotable at 65¢. In store and afloat there are 3,207,804 bags, against 2,757,170 bags at the same time last year. West India growths are extremely dull and buyers take only sufficiently large lots to repair broken assortments. Good Cucuta, 8½¢. East Indias are quiet and without change.

The trade seemed to be pretty well stocked with sugar some time ago and, as a consequence, business this week has somewhat of a hand to mouth character. The call under old contracts has been quite steady and prices are unchanged. It is rather hard to know just what some quotations are. The trade generally are very hopeful of a fine run of business as soon as the weather turns to something resembling spring.

Stocks of teas in the hands of importers are running low and, with the war news running high, there is a tendency to hold on to what tea they have until they can get their own figures. Every day seems to strengthen the position and it certainly seems as if it were the part of wisdom to buy rather ahead of current wants.

There has been a fair trade in rice in grades worth 3@4¢ and, in fact, the general situation is quite satisfactory for this time of year. New Patna rice to reach here about the 15th was offered at 5½¢.

The spice market is steady and cloves, especially, have been well sustained. Zanzibar, 17@17½¢. Pepper is well sustained and tends to a higher basis.

The tone of the molasses market is very strong on almost all sorts. Grocery grades of New Orleans have been well taken under old contracts and the foreign stocks are moving freely at firm prices. Supplies are running very low and the whole tendency favors the seller. Syrups are steady and without change.

In canned goods there is more and more enquiry for tomatoes and the market seems to be about on a level of 65¢. For future delivery Maryland is offering quite freely at 70@72½¢. Some large blocks are said to have been taken by Western interests. There are reports of many new canneries to be operated this year and it is not likely there will be a dearth of the tinned stock. Corn is steady and about unchanged. Spot No. 2 Maine, \$1.40@1.50; N. Y. spot, \$1.25. Salmon attracts little attention. The cheaper grades are reported as very plentiful and, in fact, the supply of cheap pink needs no great additional supply to last a year or more.

Butter is strong and, with light supplies here and apparently no great augmentation to take place for some little time, the market is well in favor of the seller. While the official rate is 26¢, a half cent more is obtained without much trouble. Seconds to firsts, 18@25½¢; Western imitation creamery, 17@19¢; factory, 14@15½¢; renovated, 14@18¢.

No change is noted in the cheese market. Twelve cents remains the figure for full cream of small size. Of course, the market is pretty well cleaned up and it looks now as though new stock would be later than usual in arriving.

The arrival of a new revised and enlarged cold wave has strengthened the egg market and at the close prices are well held, although, of course, not nearly so high as they have been. Best Western, 21¢; seconds, 20@21½¢.

Square Pegs and Round Holes.

To many men the problem presented by life is the fitting of a square peg into a round hole. On this appreciation of this problem depends to a great extent an individual's success in life.

A scion of a wealthy family found himself reduced to the by-no-means-agreeable necessity of earning his living. The best position offering carried an income of twelve dollars a week. This was so much below his estimate of his value that the problem assumed to him the form of how he could do enough work to earn his wages and not a penny more. As to the latter clause there seemed to be no question of his success; but as to whether he earned his wages there was a divergence between his views and those of his employers.

Some years passed and other men were promoted over his head, as they gave evidences of fitness, but he remained at his original post, never having given a chance to his employers to raise him. He adhered

stubbornly to his view until losing patience, they discharged him as useless and unimprovable.

The subordinate positions in a business are easy to fill, but there is never a supply of brains, of capacity, of industry, of knowledge to satisfy the demand. No employer can afford to ignore the merits of an employee. The constant cry is: "Oh, for a man, who can lift this or that from my shoulders. One who can do as he is told, yet can meet an emergency as I would myself."

Nobody looks for perfection in a subordinate. Every man has his faults. The man we keep is the one who in spite of his faults fills the place better than any one else who is attainable. But the man who will see his faults and tries really to correct them—he is a rare jewel indeed.

There are two ways in which the square peg may meet the round hole. If the peg slips in easily, just touching the corners, he may congratulate himself that there is so little trouble; but he does not fill the hole. There are spaces left which count against him; and soon he is evidently too small for his duties. The man who is worth only what he gets, is not worth that.

The other sort of man tries to fit himself into his place by squeezing it out at the corners. He bulges over; he fills every particle of his space and encroaches on the edges. It will not be long before people begin to notice the surplus material squeezed out, and to say that that man is better than his place. It must be a real comfort to a man who asks for more wages on the plea that he earns more, to know that his employer agrees with him.

Some years ago a Philadelphia preacher inaugurated in his Sunday school the practice of having the children quote some Scripture text as they dropped their pennies into the contribution box. On the first Sunday in question a little shaver walked up and said, "The Lord loveth a cheerful giver," and in dropped his penny. "Charity shall cover a multitude of sins," and in dropped the next. "It is more blessed to give than to receive," quoted third, and so on. Just then up walked a little fellow with the unmistakable remnants of molasses candy on his chubby face, and as he dropped his cent he bawled out: "A fool and his money are soon parted."

No man ever sank under the burden of to-day. It is when to-morrow's burden is added to the burden of to-day that the weight is more than a man can bear.

The "EUREKA" Potato Planter

A tube planter with self-locking jaws and a broad, adjustable depth gauge. The object of the tube is to obviate the necessity of raising the planter for the purpose of depositing the potato in the beak.

The jaws automatically lock when the planter is raised, unlocking again the instant they touch the ground. The advantage of this is two-fold. In the first place, it renders it impossible to drop the potato prematurely. Secondly, the jaws enter the ground tightly closed, excluding all dry surface dirt, and depositing the potato at the full depth at which the gauge is set, in moist soil.

No spring nor weighted part is employed to perform the locking. The front jaw merely slips down ¾ of an inch, carrying a set of studs in its upper corners against corresponding shoulders in the rear jaw.

The lock is therefore extremely simple, very positive, never fails to work, can not get out of order and does not add in the slightest to the weight of the planter.

Moreover, the lock in no way tends to cause the planter to seize and withdraw the newly-planted seed, as a spring does. The studs do not slip over the shoulders, and, therefore, the lock does not act until the jaws are almost closed, and they can not close far enough until entirely clear of the potato.

With a spring, on the other hand, the pressure increases with the distance between the jaws, and there is nothing to



prevent the jaws from closing on and withdrawing, either wholly or in part, the newly-planted seed.

Nor is this all. A spring makes a planter harder to operate. When the jaws are in the ground the user must exert sufficient pressure not only to move the necessary dirt, but also, where a spring is employed, to overcome the resistance of such spring.

In the course of a day, during which thousands of hills are planted, this added and unnecessary labor makes itself severely felt.

The EUREKA weighs only 89 per cent. as much as any planter with a wire tube made.

The EUREKA has a foot pressure bar of sufficient length to be of service, which is more than can be said of some planters.

The fact that other manufacturers provide some of their planters with a spring is an admission that SOMETHING is required to keep the jaws closed. It should require no argument to convince any one that for this purpose a spring had many objections, and that our lock is the ideal device.

Our patents debar others from using a lock. We also manufacture the SEGMENT Corn and Bean Planter, and the PIN-GREE, DEWEY and SWAN Potato Planters.

All of the foregoing planters are sold by jobbers generally.

Manufactured Only by

Greenville Planter Company
Greenville, Michigan

It is strictly business that prompts you to handle the best food preparations, and none is so important as flour. Flour which is always uniform, always satisfactory. That's the flour you want to handle and push. We make it. Its name is "GOOD AS GOLD." There is nothing better. We want one good dealer in every town to handle it and will help you to advertise it. Write us to-day.

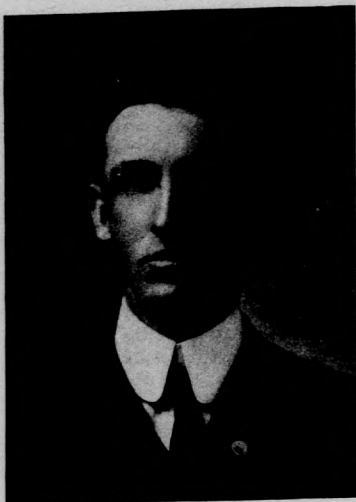
PORTLAND MILLING CO., Portland, Michigan

Grand Rapids Council, No. 131, United Commercial Travelers

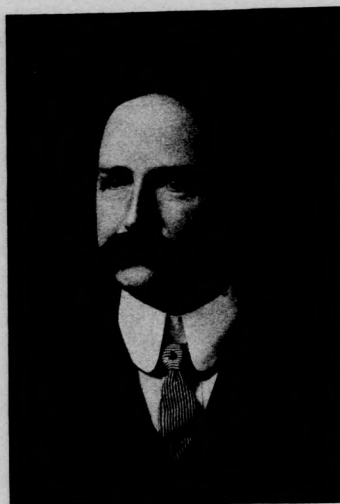
Newly Elected Officers



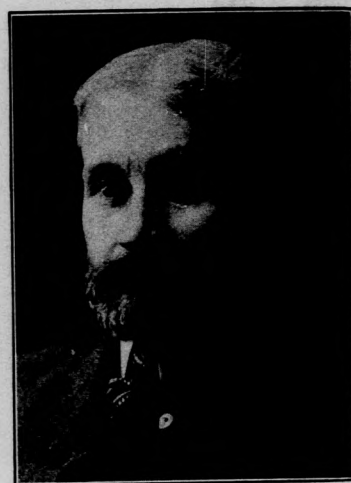
Wm. B. Holden, Past Counselor



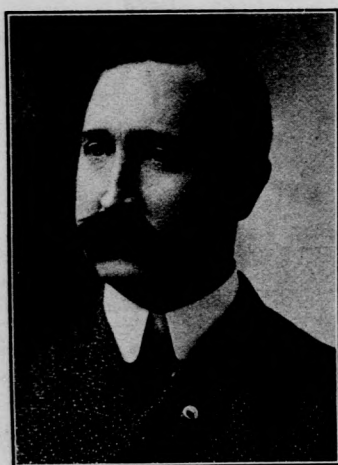
S. H. Simmons, Senior Counselor



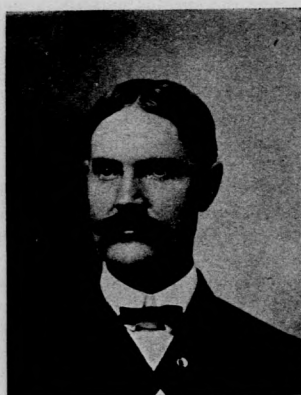
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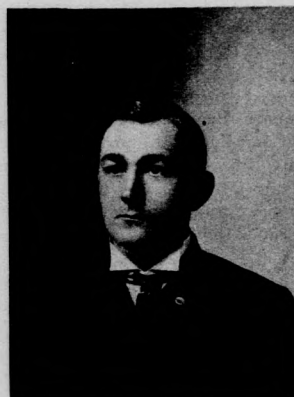
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Wm. D. Simmons, Conductor



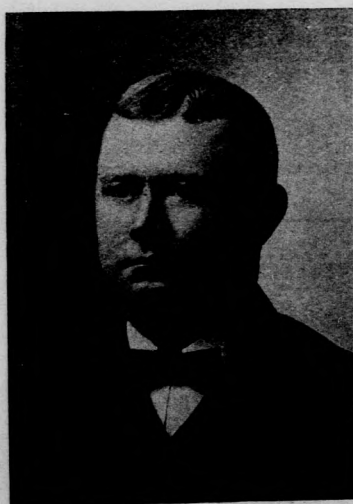
John H. Taylor, Page



John Hondorp, Sentinel



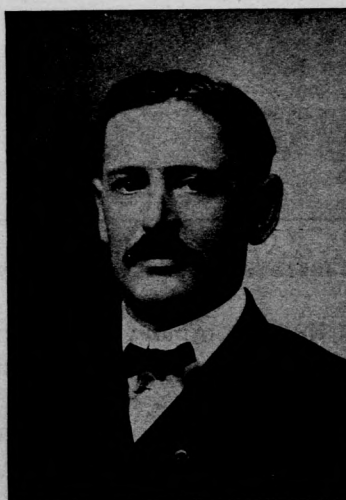
D. M. Bodwell, Official Reporter



C. P. Reynolds, Executive Com.



John H. Millar, Executive Com.



Henry Snitseler, Executive Com.



J. Henry Dawley, Executive Com.



Even the Man

who sells Corks and who vends Peanuts now advertises in some manner. This is because there are now better machine-made corks than those of a decade ago, and there are ways of serving up peanuts not dreamed of by our forefathers - - -

AT THIS AGE ALL LIVE DEALERS ADVERTISE

If peanut venders and cork sellers find it profitable to advertise, why should you as a retail dealer with thousands, yea, tens of thousands of customers to reach, look upon an advertising proposition as an experiment.

We have been credited with success in building up the business of some of the largest dealers in the United States, and the cost to them has been practically nothing. An equipment necessary to the proper continuance of this work necessarily grows in efficiency. Our **New Porcelain Premium Plan** is constantly being strengthened and added to, which makes it an absolutely safe advertising plan. It is so perfect that we guarantee you results or it will cost you nothing. In other words, you sell all goods for cash and get the money in your cash drawer before it is necessary to pay for the advertising. Do you know of any other plan that guarantees results in any such manner? We bring trade to your store that has previously gone to your competitors. We make it an object for your old customers to pay cash for each purchase. We thoroughly advertise your store and place your business on a strictly cash basis. We enable you to place a valuable and lasting advertisement in every home in your locality. We charge but \$2 for selling \$100 worth of goods for you and you don't pay the \$2 until you get cash for your goods. Will newspaper or circular advertising do as much? We aid one dealer in a town. Will it be you or your competitor? We are bound to interest one of you.

Further information in detail regarding this matter will be furnished free on application.

See the name **ROBERT JOHNS** is on the order sheet given salesman. Beware of small unreliable dealers who claim to have a proposition equal to ours. Ask for sample 81

ROBERT JOHNS, 200 Monroe Street, Chicago

A. R. Robinson.
C. L. Robinson.

Robinson & Son,
Cash Grocers

Tower Hill, Ill.

Robert Johns Co

Chicago, Ill.

Dear Sir

Your premium ware is "it"
please send us at once
6 doz Cups & Saucers - Same
decoration as your bill Sept 3rd
Order No 1855. Be sure it is same
color and shape. Thin decoration
no was 1811 m.

also send few 5 and 10 cent coupons
and send the electrotype for advertising

Yours

Robinson & Son.

DRY GOODS

Weekly Market Review of the Principal Staples.

Dress Goods—This end of the textile market is developing in a generally satisfactory manner, although still the garment cutters have shown the best end of the business so far. Looking at the regular trade and sizing up the demands for the season, it is evident that mannish effects will be one of the important features. Suitings are having an exceedingly good demand. To find a cause for this, we have only to look at the styles abroad, and Paris, in particular, has declared for the "tailor-made woman." Shepherd's plaid checks in black and white, blue and white and brown and white are in favor, particularly with the cutting-up trade, and are selling well for both spring and summer consumption and fall and winter. Zibelines continue with unabated popularity, particularly those of good quality, medium weight, semi-smooth surface and pliable weaving. The movement of mohairs is steady in both plain and neat effects, with a moderate quantity of novelties being in request in short lengths by visiting buyers now in the market. Broadcloths still hold a prominent position in blacks and colors, with a fair request for whites, although the latter seem to be too delicate to become very popular.

Staple Cottons—Firmness continues to be a leading characteristic of the cotton goods market. The general belief favors a continuation of high prices for manufactured goods in sympathy with the staple market. In fact, it has developed during the past week that some buyers, who have been insisting ever since quotations were advanced that these new prices were likely to be maintained for a few weeks only, have, after due deliberation, come to the conclusion that their judgment has been at fault, and that they stand a poor chance of obtaining material concessions for some time to come. When the recent break came in the price of raw cotton, a good many jobbers began to sound manufacturers on the price question, but found the latter prepared to maintain existing quotations indefinitely. Since that time there have been no developments in the cotton market calculated to have any weakening effect on the goods market, which in every essential detail stands very much as it did a week ago. There is still sufficient diversity of opinion as regards future developments in the cotton market to keep the element of uncertainty well up in the foreground and prevent the placing of orders very far ahead. As a matter of fact, comparatively few buyers were to be seen in the primary market last week, and it is not generally believed that there will be any marked improvement in this respect at once, since immediate requirements have already been satisfied in the majority of cases, and

purchasers show little or no disposition to anticipate future needs. Manufacturers, on the other hand, are satisfied to continue operations along these lines for the time being rather than to increase the number of orders at the expense of prices. Until the situation shows a definite change one way or the other, it may be assumed, then, that the buying movement will be limited to moderate proportions.

Hosiery—The market is lacking in interesting features, although firmness is still a factor to be considered. Retail stocks have been provided for pretty thoroughly. The chances favor a quiet market for the time being, until reorders begin to come in. Novelties in half hose have been shown, which are expected to come in for a great deal of attention during the coming season.

Fancy Worsteds—Outside of the mercerized goods, however, fancy worsteds have been sold in a limited way, but each purchaser has placed a large number of small orders, and so on these we can report a fairly satisfactory condition as far as the number of yards are concerned, and those who have closed out their lines have only accomplished this end by the hardest and most persistent work in their efforts. When looking over the field we fail to find any lines that show particular prominence, and the only real evidence of a special tendency is in the woolens, where exceedingly rough cheviot effects have given way to the smoother-finished cassimere effects, and everywhere we note that the popular demand runs to subdued styles and colorings. This is true even of the fancy worsteds. Mercerized worsteds, of course, show little brighter effects, but even here the more elaborate styles have not ruled as satisfactorily as small, neat effects.

Overcoatings—There is but little further development to report in the overcoating situation this week. The problem is one that still puzzles the clothing manufacturer and the mill men alike. There is only one feature that seems to be gaining headway in the minds of both, and that is, that the ultra rough fabrics will not be in demand as heretofore. It is beginning to be believed that somewhat smoother-faced lines will be in best demand. If this surmise becomes an evident reality, there will be more rapid development of the market at once, undoubtedly. It does not seem likely that such fabrics as kerseys and meltons will take any especially prominent positions for the coming heavyweight season. True, they may show an increase of business, but it is generally considered an accepted fact that it will be another year, at least, before they see great activity again. In overcoatings the styles change more quickly and more radically than in suitings, and the result is that buyers delay their purchases until the last possible moment.

Rain Fabrics—The almost phenomenal popularity of rain cloths in the last lightweight season for men's fabrics pointed out, many manufacturers thought, the fact that they could be made good in heavyweights.

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.

Wrappers and Kimonas



Those that are interested in wrappers and kimonas would do well by inspecting our line before placing an order. Our wrappers are well made, best of material and full sweep, at \$9 and \$12 a dozen. Kimonas are made in the latest style, prices \$4.50 and \$6.00 a dozen. Ask our agents to show you their line.

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

Experience has proved that they were right. The rainproof garment, in spite of the fact that ordinarily it is looked upon as a spring, summer and fall article, will, according to the belief of the clothing manufacturers, be a valuable acquisition to a gentleman's winter wardrobe. Certainly, the winters in this section of the country provide nearly as much, and sometimes more, rain than snow. Furthermore, very heavy, rough-faced fabrics are treated to the waterproofing process by some mills, and although they are not quite as waterproof as the finer and more closely woven fabrics, they are fairly satisfactory, especially when made up with linings that have been also proofed. It would seem as though every mill engaged in making overcoatings and cloakings had prepared a line of fall rain fabrics. There will certainly be a good business with them. There has already been a goodly amount sold, and the end is not yet.

Carpets—The demand continues very good for certain makes of three-quarter carpets, while manufacturers of others report that the prospects for duplicate orders do not appear so promising. This is, in part, accounted for by the fact that the extremely cold winter has to quite an extent retarded the sales of the retailers through the country, who, having placed fair-sized initial orders, have found that the goods have not moved so freely as they anticipated, and are now waiting until old stocks are more generally reduced before they will think of duplicates. The high prices of cotton yarn have materially reduced the business of the cotton, union and granite ingrain trade as the buyers hesitate in placing orders at the advance of 2½¢ per yard on the goods made of all cotton. The regular extra super ingrain manufacturers also report that, while it is time for duplicates to come in, the orders thus far have been in very small lots. The many obstacles in the way of the carpet manufacturers have placed them in a very uncertain frame of mind regarding the coming season. For the first time in years the extra super ingrain carpets made by Eastern mills and those made in Philadelphia have been offered at the same price for the best grades. In Philadelphia to-day there is a line of Wilton carpets woven in the piece and printed by rolls, which has attracted considerable attention, as they are so evenly done that the effect produced is such as to place them in a strong position, as competitors with the regular taps and velvets, which are printed in the yarn. The large carpet-size rugs continue in popular favor, and the demand has continued good up to the present time, with a good prospect of a larger increase the coming season.

Smyrna Rugs—The business has continued fair. Some mills which have produced very attractive lines are well supplied with orders, while other makers have been somewhat disappointed at the amount of business. The carpet sizes in this grade continue the most active.

Most of the leaks in a business are the result of trying to fit round pegs in square holes.

Buying a Fan in Japan.

"You want a fan?" echoed the smiling Japanese merchant. "What kind?"

The man looked around helplessly. "Oh, any kind that's big and gives a great deal of wind. I want to get half a dozen for the office while I think of it."

The Japanese gave him six big fans. There was a certain amount of pity in his unfading smile.

"You are so queer about fans, you Americans," he said in his soft, precise little fashion. "You want them only to make you cool."

"Why not?"

"Oh, it is all right. You do not understand. A fan is nothing to you, but to us—why, in Japan and China a fan is a thing of importance."

"To cool one—yes, that is one use, but only one use. A fan talks with us. It tells many things."

"You look at a Japanese fan. It means nothing to you. You think the color, the pictures are pretty, perhaps; that is all; but to us who know, the color, the shape, the decoration hold meaning."

"You think the landscapes are funny. We know they are pictures of real places and we can name the shrines and temples and mountains and rivers. The men and women all look alike to you, but they usually represent historic characters or characters in our romance and poetry."

"Fusiyama is just a mountain to you. It is sacred to us. You don't know our flowers and birds and their symbolism."

"I could give you this little paper fan with white storks flying over it and you'd never know that I was wishing you long life, and you would not understand that this cobweb design is for mourning."

"I can't look at a Japanese fan in any one's hands without having a whole swarm of associations and fancy sentiments spring up and buzz in my head, and sometimes I wonder why you foreigners don't feel enough interest to wonder what your Japanese fan says and look up the meaning. I should think it would be an interesting fad, and you love fads."

"There are so many kinds of fans in Japan, and each kind has its own use. Even the dolls have their own fans, and the children have theirs."

"There's a tea fan used only at solemn tea feasts. The little cakes are handed with it, but one doesn't use it to fan with."

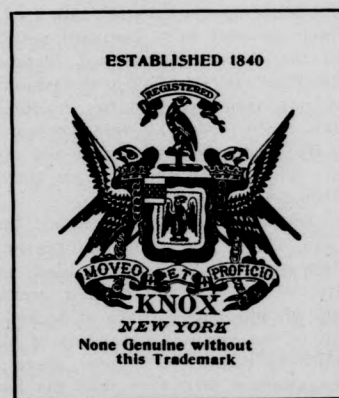
"Our dancers and geisha girls have their own type of fan, decorated appropriately, and our jugglers carry fans that suit their trade. There is a kitchen fan, to be used for bellows, and a bamboo water fan that is dipped in water often while being used, so that it makes the air it stirs cooler."

Minnesota's Pure Lard.

The Minnesota Dairy and Food Commission has completed the analysis of seventy-six samples of lard collected in different parts of the State and only one was found to have been adulterated. In 1901 out of about one thousand samples examined 250 were found adulterated. Last year a large per cent. of samples examined were branded illegal.

The Knox Hat Manufacturing Company

If we are not represented in your city
write to us about agency



KNOX HATS

Silk Opera Stiff Soft
Pocket and Straw

• The •
Product of Independent Labor

Manufactory, Agency and Wholesale Departments:

Grand & St. Marks Avenues
Brooklyn, N. Y.

Retail Stores:

NEW YORK—

452 Fifth Avenue
Cor. of Fortieth Street

194 Fifth Avenue
Under Fifth Ave. Hotel

212 Broadway
Cor. Fulton Street

BROOKLYN—

340 Fulton Street

CHICAGO—

187-189 State Street, Under Palmer House.



Status of the Underwear and Hosiery Market.

Advancing prices have undoubtedly influenced buyers to give underwear and hosiery considerable more attention than they would have done had the market not shown the stiffening tendencies it has since cotton prices have soared so high. Orders for spring delivery have, therefore, come in at a rate exceeding in volume the business of last year, and the mills are now actively engaged on deliveries. Jobbers have fared so well that they have been obliged to repeat several times to meet the exigencies of retail demand.

The prices asked for spring weight have had the effect of inducing the makers to improve their product to an extent that makes the character of the merchandise well worth the money asked. These improvements not only embrace the fabric from which the garments are made, but the trimmings as well. The improved finish and richer trimmings result in more sightly goods, features which the retailers appreciate, since the looks of a garment has much to do with its selling quality.

These selling points should not escape the observation of the retailer, and business behind the counter can be improved if salesmen are carefully instructed in these details so that they may make them known to customers. Consumers read the daily papers and are undoubtedly well informed on the higher price of cotton, and will appreciate having their attention called to the improved quality of the merchandise offered.

Those who have placed their season's orders through traveling salesmen, and buyers now in market, have given first attention to staples, playing balbriggans and lises strongest, and at the same time have given more than usual attention to novelties in colors and fancy effects.

Most buyers look forward to a hot, sweltering summer, and in anticipation of favorable summer heat have ordered athletic underwear, sleeveless shirts and knee drawers. They say that their experience last season with these goods was very satisfactory and consequently look for better business this summer. Fine qualities are selling even better than before. Good taste in underwear is receiving more and more attention from furnishers trying to do a nice business, as they believe that men would not buy their underwear in a strictly men's store if they were not looking for different merchandise than is customarily handled by the dry goods people.

The versatility of styles and qualities in domestic half-hose this season has boomed domestic makes. Half-hose to retail at 25 cents shows commendable improvement in quality, styling and variety. The range of novelties, too, is as extensive as in grades retailing at 50 cents.

Retail orders of popular-priced half-

hose are made up of granites in invisible vertical and horizontal stripes, shot mixtures in tans, rubies, royal, mode and suede shades, with instep embroideries and clocks, and in combinations of these, as well as the plain; in fancies, tans and tan effects on color grounds in every possible combination, both in embroidered, self and contra colors. The choice is for harmonizing shades, dark on light of the same color. For instance, a light tan will have tan embroiderings or clockings in a darker shade of tan, so that if worn with tan shoes, should the shoes become darker through wear, the effects will harmonize with them, the grounds harmonizing with the light shade of the shoes while the latter are new. Tans with self and contra clocking and front embroideries are also good.

From the foregoing it will be seen that the domestic makes of half-hose are as smart in styling as the costlier imported goods.

Jacquard patterning is one of the dominant features in fine imported half-hose fashionable for spring. The patterns include block and diamond allovers, vertical and horizontal raised stripes and openwork or perforated units in all over effects in contra colors.

Modish are horizontal stripes in shot mixtures on color grounds, tans, white on black and mode shades. Also colored grounds with horizontal stripes of flecked granite—double and twist yarns of black and white.

A new green, more subdued in tone than the hunter's green of last season, is swell, plain or blended with a harmonizing color.

Navy in solid color with self or contra clocking is modish.

Grenadine lisle in granite and silver grays, vertical silk, and also jacquard stripes, are among the high novelties selected by the fine trade.

New for the season are random mixtures in Persian colors, plain, clocked and embroidered fronts.—Apparel Gazette.

A Sure Preventive.

After much groping in the dark Mr. Suburba finally found the wall match safe. Holding on to his barked shin with one hand, he attempted to strike a light. After the tenth ineffectual effort, Mrs. Suburba awoke.

"Will you be kind enough to tell me," said Mr. Suburba, with chilling dignity, "what sort of matches you have in this thing?"

"Certainly, dear," replied his wife, cheerfully, "they are the kind that scratch only on the box. You know you told me they were the best!"

"But where's the box?" demanded her husband.

"Oh," replied Mrs. Suburba, "I threw that in the furnace, so the children couldn't get hold of it and set themselves afire."

If you try to get even with every mean man you meet you won't have time for anything else.

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

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.

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

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.

Some Special Features of the Clothing Trade.

Conditions in the clothing business have remained normal during the month of January, and while there were a great number of buyers in the various markets, their numbers were not as large as other seasons, and consequently the house trade was somewhat under the average. It is expected that the number of visitors will be greatly increased during February, and that their purchases will bring up the general total of sales.

Throughout the season the element of conservatism has played an important part in the purchase of spring and summer clothing. The season has been a large one and a successful one for manufacturers, but it has not shown the enormous increase in sales that has marked the business of several seasons past.

The limit for the sale of ready-made clothing has not been reached by any means, but the time has come, apparently, when the increase in volume will be in smaller percentages, and the business will grow in a more steady manner, instead of by leaps and bounds as heretofore.

American ready-made clothing has reached the stage of development where it is considered better than the average tailor-made production; it is accepted by all classes of men as being all that is desired in style, fit and wearing qualities, and unless the consumer has individual ideas which he desires carried out in his clothing, or, owing to physical reasons, which prevent his being fitted in ready-to-wear garments, he can furnish his wardrobe, economically and well by a visit to his retail clothing dealer.

In order to meet the conditions manufacturing clothiers are producing garments which represent the highest point of perfection of the tailors' art. The demand has been for better grades of clothing, and in comparing the garments which were produced by manufacturers five years ago with those of to-day, it hardly seems creditable that such an advance could possibly have been made. The effort then was to produce a suit as cheaply as possible. To-day exactly the reverse condition exists, and no expense is spared to make every detail of the garments the highest class possible. It is this development which is making Americans celebrated as being the best dressed men in the world.

The fact that business depends largely upon weather conditions has been demonstrated during the past month. The extremely cold weather created an extraordinary demand for heavy-weight overcoats, ulsters, great coats, etc. Retail stocks in some parts of the country were soon sold out, and the demands upon manufacturers soon exhausted any reserve stocks. Retail merchants were glad to accept almost anything in the overcoat line, but they were met with disappointments in many of their requests for extra stock.

The orders for rain coats have been larger this season than ever before, and the popularity of this stylish and serviceable overgarment seems to be on a steady increase. Several of

the wholesale houses are making a specialty of these garments and their lines comprise almost all styles, with a range of prices from the cheap and medium grades to the highest price. The rain coat has come to stay; its practicability as a coat, not alone for rain, but for general wear, has been demonstrated and its position is so firmly fixed that it is becoming to be regarded as a staple.

The coming season promises to be one in which fancy waist coats will be worn to greater extent than ever before. The far-sighted manufacturers have prepared for this possibility, and the lines of white and fancy waist coats which are shown to the buyers is bewildering, both in numbers and variety. Almost every suitable material, both in foreign and domestic weaves, has been utilized in creating vestings, and there is no demand, either in price, style or quality but can be met in the lines shown this season by the houses who have made this branch of the business a specialty this season.

Makers of juvenile clothing are in the midst of their season's business at present, and their sales already have been extraordinary, and the season promises to be a record-breaker. Buyers have not bought liberally during the past two seasons, and, as a result, retail stocks are very much reduced. Advance orders demonstrate that no chances are being taken for disappointments in late delivery.

The demand for wash suits for small boys is very large, as the utility of these garments for summer wear is thoroughly appreciated. All kinds of wash materials are being used in the manufacture of these suits, but piques and linens take the lead, although a large amount of mercerized materials, crashes and similar fabrics are consumed by the makers. The most popular suit is the Russian blouse, but sailor effects are in great demand.

Overcoats for boys are being purchased liberally for the coming season. Covert top coats, made after the models for men, are in demand, but double-breasted reefers of light materials are also very popular. The sale of these little garments is growing larger every season as they are practically designed and are being worn largely at sea-side and mountain resort for cool days in the summer time.

Norfolk suits for boys are selling considerably, although the demand for them is by no means as large as last year or the year before. These suits are made in flannels, both plain and fancy.

Advance orders on flannel suits for men are large. Their continued popularity seems assured.—Clothier and Furnisher.

Recent Business Changes Among Indiana Merchants.

Carmel—T. A. Painter has purchased the interest of his partner in the general merchandise stock of Painter & Barker.

Dunkirk—Hopper Bros. have purchased the drug stock of A. W. Kennedy.

Indianapolis—A. N. Horuff has re-

tired from the boot and shoe business of Horuff & Sons.

Kendallville—A. Cohen & Son, clothiers, have dissolved partnership. The business is continued by A. Cohen.

Maumee—Theo. Davis has purchased the interest of his partner in the general merchandise stock of Davis & Davis.

Noblesville—D. F. Eader & Co., furniture dealers, have sold their stock to the Hadley-Wall Co.

Syracuse—D. Cohen continues the clothing and shoe business of A. Cohen & Son.

Westfield—The Beals-Jones Co., dealer in general merchandise, is succeeded by the Beals Mercantile Co.

Indianapolis—Louis Traugott, grocer, has filed a petition in bankruptcy.

Cure for Cold Wanted.

We desire a remedy for a cold, and for the information of those who may make suggestions we mention that we have already taken the following: Quinine, rock and rye, lemon hot, hot toddy, Irish moss tea, beef tea in quantities, hot milk, mustard plaster (externally), mustard plaster (internally), hot water bag, steam bath, hot irons, X's mixture, bronchial troches, hot baths ad infinitum, flaxseed, nausea, all the ten-minute remedies, Sticken's Corn Cure, Bump's Sure Cure for Hog Cholera, Dover's powders, two different prescriptions of unknown character.

We will be genuinely obliged for a long list of other things to take.

N. B.—We have also taken a fresh cold.

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.

Style Tendencies in Little Folks' Wearables.

Buyers are still coming in, but house trade for the present season is now on the wane. The season has developed beyond sanguine expectations. Road and house trade has been satisfactory. Now comes the usual struggle to get the goods to their destinations.

Manufacturers of juvenile and youths' apparel are busy getting out orders. The workrooms of the leading firms are very active. They are working some departments, cutters principally, overtime, in their anxiety to get deliveries to customers. Requests are received daily from retailers to hurry them along. New York retailers say they can not get deliveries fast enough. The leaders are out with window displays of spring worsteds, chevots and wash suits. New stocks are also on retail tables, and some of the stores report, thus early, doing a nice business on lightweights and wash goods.

Manufacturers selling to the jobbing trade are out with their fall lines. In our last report we announced that a few had then gone before the trade, while now most of the houses are out, their representatives having, within the past fortnight, taken the road with heavy-weight samples. Descriptions of the new lines were given in our previous report.

Homespun in "Donegal" and "Bannockburn" mixtures, of both foreign and domestic cloths, will be very much in fashion for spring and summer wear in boys' suits. These are now shown in Norfolk, single and double breasted; double breasted plain and with belts, in short and long trousers; two-piece suits. Grays are the choice, and gray grounds with a dash of color in noil effects.

Cheviot mixtures, blue serges, and black chevots, tibets and unfinished worsteds are also shown in the foregoing styles, and will undoubtedly meet with a good reception. Buyers have considerable confidence in these as the season's leaders.

Serge suits in double breasted blouse and Russian blouse styles will be the vogue for little fellows, the colors being navy, royal, brown and red. These are shown with stiff linen and soft laundered pique Eton collars, detachable.

Novelties in juvenile suits, Russian

blouse and double breasted sailor blouse styles, with pique Eton collars, are shown this season in very lightweight worsted fabrics. The materials used are really dress fabrics in shepherd and broken checks, and make up very attractive juvenile apparel. The suits are trimmed with brass buttons, tabs in bright colored fabrics, and a bit of soutache for embellishment. The introduction of women's dress fabrics of suitable pattern for boys' suits is a departure this season found very acceptable by buyers whose trade is of the first class.

We have been permitted to inspect lines of wash suits bought by buyers of the leading stores in the metropolis. They consist for the most part of Russians and sailors, single and double breasted, in both the Eton and sailor collar styles, the latter with shields. One large buyer who has built up a very select trade has ordered his wash suits equipped with pique Eton collars, soft laundered, although the stiff, plain linen collars will be supplied with suits if wished for by customers. This buyer believes that when real hot weather comes boys will prefer the soft laundered pique to the stiff linen collar for the comfort it will give. The pique is in keeping with the general negligee dress afforded by the wash suit.

The fabrics ordered in the popular-priced grades are crashes, seersuckers, chambray, cheviot and fancy cottons on the gingham and madras order. In the better grades there are white figured madras, butcher's linen, natural linen and all-linen crashes. Russian and sailor suits of all-silk pongee in colors are shown, and buyers believe that for hot weather wear they will make a hit. Peter Thompson suits in linen crashes are featured for the season. Among the season's leaders in juvenile suits are natty ideas in sicilians, dark and light colors.—Apparel Gazette.

It Was Good Advice, Anyway.

Representative Dresser, of Bradford, Pa., is a manufacturer of oil-well supplies. Since he has been in politics he has allowed his son to manage some parts of his business. A week or two ago he went up home to look over the factory, and while he was in his office a man from one of the oil districts came in and asked to see him.

"What is it, Jim?" Representative Dresser asked.

"Why, Mr. Dresser," the visitor replied, "I am in a heap of trouble. I owe \$600, and it is keeping me up nights worrying how I can pay it. I haven't got the money."

"My dear Jim," Dresser replied, "I don't see why that should disturb you. Let the other fellow do the worrying. I have found that the best plan."

"Is that a good plan?"

"Best in the world. Who do you owe the money to?"

"To your son; I bought some stuff of him."

Some one, has said four boxes rule the world—cartridge-box, ballot-box, jury-box and band-box.

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.

You have not seen the catalogue of the Michigan Business University. Grand Rapids. You are not yet familiar with the best Michigan has to offer in the lines of Business Education. Shepherd and Co. Detroit.

Safeguard Your Office and Business!

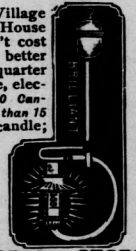
Investigate the many advantages to be gained by securing the services of our Auditing and Accounting Department.

We open the books of New Companies, install new and modern methods adapted to all classes of business and arrange for the periodical audit of same. Write us today for particulars.

The Michigan Trust Co.
Grand Rapids, Mich.
(Established 1889)

The BRILLIANT Gas Lamp

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



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.

MR. DEALER===

You are in business to sell goods. To sell goods you must display them, for goods well displayed are half sold. For the display you need Show Cases. We make the Show Cases. Can't we get in touch with you?

New York Office, 724 Broadway
Boston Office, 125 Summer Street

Grand Rapids Fixtures Co. Bartlett and So. Ionia
GRAND RAPIDS

CONCISE STATEMENTS.

What the Advertising Man Ought To Study.

If your customers, actual and possible, knew all you know about your goods, it would not be necessary for you to advertise; you might use a two-line reminder in a prominent place and let it go at that. But the people have their own occupations to learn; they don't know yours. If you advertise on the assumption that they can take most of it for granted, you are making a mistake. Make everything clear as you go along. Write from the reader's standpoint, if you can; put yourself in his place. Have something to say about your goods every day and never assume that people know anything except the most fundamental things. A young man asked Colonel Ingersoll how to become an orator. "Have something to say and then say it," responded the Colonel. The same applies to the writer of advertisements. You may be a typographical expert, an artist, creator of wonderful designs, yet unless you can use the language aright you will be a poor advertisement writer. If you could write as Lincoln wrote, for instance, you would not need the artistic accessories. People would sit up nights to read your advertisements.

Lincoln always had something to say before he began to say it. A wise man once said that the best policy is to leave the whereases off the resolutions and get to the subject at once. Lincoln left off the "whereases." So did Beecher. When he began to preach he started to saying something with the first word and kept it up until the last. A good start secures attention. If you advertise clothing, start with that subject. Make your sentences snap with vitality. Be positive, substantive; many adjectives weaken the meaning. Few of us are our own critics. When you have prepared your advertising copy, get some frank friend to read it over and tell you what he thinks it means. Take some person outside of your own business. The results will surprise you. Your friend will show you how little he knows about clothes, at the same time showing you how little you know about forceful English.

We believe the advertising world has gone picture mad. In learning to draw we are forgetting to talk. There is money in it for some man who will make the reading matter of his advertisements so interesting that they will not need a ballet dancer to make the page worthy of a second look.

Correct, forceful English is a necessary attribute of good advertisement writing. When you have learned the art of language you will have learned that full knowledge of a subject precedes expression. Get full of your subject. When you write an advertisement for goods of which your knowledge is scant or imperfect, you must use small space or big type, or else fill your space with "wind."

The first article in the equipment of the advertising man should be a good dictionary. Of English gram-

mar and rhetoric he should be a master. He should have a library filled with the works of the great masters of literature, with great speeches, novels, poems, essays; he should study graphic word pictures, the Bible, Shakespeare, Victor Hugo, Edmund Burke, Daniel Webster, Henry Ward Beecher—these for thought and strength and harmony of style. For allusions, references, style and general information, the advertising man should read the historians and the works of general literature, fiction included. Nor should he omit poetry of the higher order. All the great poets should be his companions occasionally and Shakespeare should be an every day comrade. The man of small information may scoff at so extensive a preparation—at a study which includes the best of culture as a preparation for advertisement writing, but the man of the larger life will not stop short of anything less. The study will be of use to anyone, whether he writes advertisements or not, so that it is not time wasted. Study pays; thought pays; resolution and enthusiasm pay. In whatever you do you are showing character. You should not begrudge the labor which will put that into your character which will draw men to you.

Few stores do all the business they could do. If your store belongs in the larger class just named something is the matter. What is it? Where is the leak? Do you say "hard times?" That is the world's universal excuse for laziness or other wrong methods. If your goods are right and your selling methods successful, then it is likely that the fault lies in your publicity department. Your advertising fails to reach the people for whom it is intended, or, reaching them, it fails to "take." If you suspect that this is the case, ask yourself a few questions. Do you like the business you are in and are you enthusiastic about it? If not, what you say does not convince as it should. You have got to be in deadly earnest before men will listen to you. Any old thing for an advertisement won't do. Be positive and believe every word you say. If the nature of the stock is such as to make this too great a strain on your credulity, then it is up to you to get a new stock, in which laudable enterprise you will find hundreds of men willing to help you.

It is a good thing for a man to get into the habit of direct statement. It is the shortest route to the understanding. Mind, like water, moves along the line of the least resistance.

Unless your store is doing business with all the people that know of you or could reasonably be expected to know of you, then there's something the matter with your advertising. Leave no stone unturned until you find it. Count the customers who come in each day and note their increase or decrease. Unless the average shows a gain at the end of the year or half year period, revolutionize your advertising department.

The most utterly lost of all days is that on which you have not laughed.



"Every day I receive letters from dealers praising the business bringing qualities of Forest City Paint and Forest City Methods."
Moses Cleveland
of ye
Forest City Paint & Varnish Co.

Why Not Sell Paint?

It's an easy line to handle, requiring no special ability or knowledge. A small stock means but a slight investment, yet pays better dividends than probably any other line you sell

But the paint must be good paint, else you can't expect to succeed.

Forest City Paint

is good paint—the best paint, because it's made right from the best materials. It's paint that you can place the utmost confidence in, and have your expectations fully realized every time.

Combined with Forest City Methods, it has proved an instantaneous success with thousands of dealers. Why not give it a chance to increase your profits? It surely will.

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

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

Kirtland St.
Cleveland, Ohio

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

Make Tidy Packages

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

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

BUY OF YOUR JOBBER

"IMPERIAL" COMPUTING SCALE

ONLY \$3.75
WARRANTED ACCURATE
WEIGHS 2 LBS BY 1/2 OZS

SAVES TIME & MONEY
COMPUTES COST OF CANDY FROM 5 TO 60 CENTS PER LB
BEAUTIFULLY NICKEL PLATED THROUGHOUT

PELOUZE SCALE & MFG. CO.
118-132 W. JACKSON BOULEVARD, CHICAGO.
ATTRACTIVE CATALOGUE, 30 DIFFERENT KINDS OF SCALES.

JOHN T. BEADLE WHOLESALE MANUFACTURER



HARNESS

TRAVERSE CITY, MICHIGAN

FULL LINE OF HORSE BLANKETS AT LOWEST PRICES



Some Trade Troubles the Hardware Dealer Must Face.

A few years ago we made a good profit on the merchandise we sold, and the expense of doing it was small, but now at the beginning of the twentieth century, times are different, and we are compelled to sell merchandise at a smaller profit than we did a few years ago, and the expense of doing business to-day is double what it was at that time, so you see that the two methods of doing business are in direct opposition to each other. I bring this to your notice to establish the fact that the troubles we had to contend with a few years ago in business would bring no relief to those troubles that we have to contend with now, as they are of a greater magnitude at this time than they have ever been in the past, and we read in our trade papers that some of these troubles have baffled the best business talent in this country, so I feel very much at a loss to try to solve them. Some of the trade troubles that are before us at this time are important to us all. I will endeavor in a brief way to explain the cause and cure of one or two of these troubles.

I will begin on the practice of local cutting of prices. I take this subject up because I think it a very important one, and I believe you will agree with me that it is a trouble that we feel at the end of the year more than any other we have to battle with, because it takes the very sap or profit out of business. We ask, What is the cause of this local cutting of prices? Is it done to meet the catalogue competition? Is it done to meet local competition, or is it done for personal gain on the part of the dealer who perhaps feels that he is not getting as much business as the other dealers in the town? He says, "I will just get even with them by cutting the prices a little." He thinks the matter over, and he finds there are six or seven dealers in his town and competition is sharp. There is to be built several modern residences.

The contractors come around and want prices on the hardware and tinware, and the hardware dealer looks the bill over, and says to himself, "I want that bill; it is a good contract and if I get it, it will give me prestige for other good work in the city." So he begins cutting his prices on the nail bill 5 per cent., and the locks 10 per cent., and the butts 10 per cent., and the valley tin 10 per cent., gutter 10 per cent., and so on down the line until he has demoralized the per cent. of profit to such an extent that every dealer in the town feels it. What else has he lost in the transaction? The confidence of his competitors, which I consider a very serious loss. It is said on very good authority, I believe, that to do right, we must be right in our hearts, first I believe, gentlemen, that we as dealers sometimes lose sight of the Golden Rule, and heap trouble on ourselves.

Do unto others as you would like others to do unto you, and we will save a vast amount of trouble for ourselves and those about us. So I might name other causes for this local cutting of prices, but it is not necessary; you will know them as well as I do. Then how shall we avoid local cutting of prices? Shall we cut them a little lower than our competitor, will that help the matter any? Will it be good business policy for us to cut our margin of profit all to pieces, and be hard up the whole year and not able to pay our bills? No; that would not be good business sense.

Then let us get together and put a good living profit on our merchandise and be able to pay our bills when due, and have a little money left to take a vacation on if we see fit to do so. I believe one of the best methods to prevent local cutting of prices is to form a local organization and meet often and talk these matters over, that we may better understand each other, and not be too quick to misjudge our competitors. Business men are looked upon by the public as men who ought to do right, and we should do what is right toward each other in business or out of business, as the case may be, and this is where the Association gets its work in. It brings us closer together in a business way and at the same time it brings us together socially, and in this way we are all benefited more or less by this social influence, and where these conditions exist we are bound to succeed in business.

Catalogue house competition is one of the subjects that has baffled the best business talent in the country. To find a remedy that would overcome it, we as dealers have all given it a great deal of thought and study and yet we have not found a remedy that would reach all of the conditions, but we have been able to, through our Association, to induce some of the manufacturers not to sell these catalogue houses their staple lines of goods, and the catalogue house always quotes a low price on staple lines of goods; so we, as dealers, have been trying to induce most of our trade to buy their goods of the house merchants instead of sending off to the catalogue houses for them. We have accomplished these by teaching them that we can sell them a better class of goods at about the same prices as the catalogue house can sell them seconds or lightweight goods.

We should not feel harsh toward these people because they are trading with a catalogue house, nor should we laugh at them because they are not trading with us; but we should show them by fair dealing and right prices that we can and will meet for cash any of the prices quoted by the catalogue houses, providing that the goods are of the same quality and standard makes of goods, and it is my judgment that we as dealers can do a great deal to bring this lost trade back again to where it belongs. But to do this we must use practical methods and good judgment when these customers enter our stores.

Now, it would be folly for me to lay down a rule that would meet all

the demands of catalogue house competition, but we as dealers must educate ourselves to meet these demands when the trade demands it of us in our places of business.

Let us wake up. Why, the catalogue house declared war against the retailers years ago. They have been firing shells into our ranks in order to scatter us, and now shall we let them bury us? I say no. Let us put on our war clothes and fight the enemy that is trying to put us out of business.

To accomplish this we must be alert to the best methods of advertising. We must not lose sight of the fact that the catalogue houses make their money by advertising. I believe in newspaper advertising, also in catalogue advertising; but I do believe that we can do a great deal of good, solid advertising in our stores, and to make it a success we must educate our clerks that the amount of business the store does depends a great deal on how much advertising the clerks are doing for the store where they work. I have a great deal of faith in the advertising my clerks do, as to the amount of business my store does, and I am willing to give them credit that they make sales when perhaps I would fail.

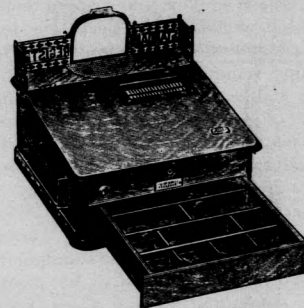
Geo. B. Swan.

Some people are like a bass-drum; they make a lot of noise, but there is nothing in them.

Some men never know when they are beaten. That is why they come out on top in the end.

THIS IS IT

An accurate record of your daily transactions given by the

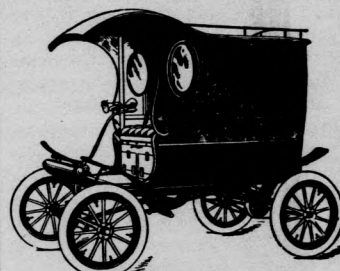


Standard Cash Register Co.

4 Factory St.,

Wabash, Ind.

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

When You Want Best Quality

ASK
FOR THE BRANDS

Crown and Fletcher Special



Fletcher Hardware Co.

Detroit, Michigan
Jobbers of Hardware

GRAVE INDICTMENT.

Americanization of Women Deplored
by a Foreign Writer.

With all the world sounding the praises of the American woman, and with most of the world encouraging its womanhood to model after her, it is diverting to listen to the indictment preferred against her in a leading English periodical. Under the resounding caption, "The Deleterious Effect of Americanization Upon Woman," H. B. Marriott Watson tells the readers of the Nineteenth Century of the deplorable national traits which make our countrywomen examples to serve as a warning to the ladies of the British Isles. As this argument is plainly sincere and without malice, and partakes of the nature of a philosophical disquisition, it is worthy of being quoted, if only for the purpose of understanding the point of view from which the critic launches his little fulmination.

This charge seems to be the result of an enquiry into the tendencies of national character under the regime of trade influences. The United States of America is selected for consideration as the most perfect example of a country developed under a purely commercial system and ruled by a purely commercial sentiment, which renders it of the intensest interest to countries on the other side of the Atlantic, which are confessedly trending in the same direction. The writer, having read some fictitious letters published in this country and purporting to be addressed by a Chicago pork packer to his son, while comprehending that these epistles were imaginary, gravely accepts them as correctly portraying the Chicago spirit, which recognizes one force, and one force only, in the world, or rather makes all other forces inferior to money and "mere denominators(?) of that great, supreme and ultimate force." The Chicago ideal, with variations, and, of course, exceptions, is assumed to be the American national ideal, and this premise so neatly taken, the course of the writer's argument runs as easily as water down hill.

The man whose every energy is concentrated upon money-making is said to be a being of frail nervous development, a retrogression from the healthy savage whose physique the Briton is not ashamed of resembling, and in America this retrogression extends to both sexes. "The character of the American woman to-day is, like that of the man, a product partly of racial modification and partly of the social conditions of the commercial age." The American woman is claimed by her admirers to be independent. But this critic claims she is more than that—she is anarchical. The state has been built upon certain sociological facts as foundation. The American woman is destroying these, and with them, therefore, the structure of the state as it exists now. The main cause of this anarchy is discovered in a remark by Mrs. George Cornwallis West that the "American girl seldom loses her heart, and never her head." Mrs. Van Vorst, again, contributes her mite to this new estimate of the

American woman, for her revelations concerning the factory girl, which so impressed President Roosevelt, proving her as vain and pleasure-loving and as lacking in the maternal instinct as the ultra-fashionable woman, are here set down in all their undeniable strength and import.

The portrait of the typical American woman is thus completed—vain, pleasure-loving, selfish, extravagant, ambitious, courting notoriety, substituting for her natural obligations the whirl of social life or the fictitious duties of clubs, meetings, committees, organizations, professions, a thousand unwomanly operations. The writer is as sure of his portrait as any scientist of a photograph of a new bug upon which he himself has focused the camera, for he naively remarks: "We have many opportunities of studying the American woman, for she has undertaken to annex as much of Europe as is practicable, and has succeeded very fairly."

The moiety of truth in this Briton's pessimistic reflections will rightfully lead earnest women to ponder certain phases of feminine character prominent enough to be of national import. Weighed in the balance against the predominating qualities of American women by those who know them near at hand and who are not obliged to depend for their impressions upon snapshots taken across the Atlantic, these are trifling defects, affecting but a small percentage of the women of this country. The American woman of to-day, product of the broad educational opportunities of the past fifty years, is far from being a nervous wreck or a shallow pleasure-seeker. Sound of body and wholesome of mind, she is helping forward the development of a people who have forged to the front, not through their success as "traders," but through their genius as inventors, discoverers, scientists; by virtue of their industry and skill in developing a great country's vast resources; through their brilliant solution of transportation problems, their wisely organized Government, their statesmanship, their popular education, their commercial integrity, their almost total abolition of pauperism.

The ever growing zeal for athletic sports among the women of this nation is making them strong and healthful. Their admission to almost every great institution of learning upon equal terms with men is lifting them to the highest intelligence and dignity of character. Women's clubs are as a rule directed toward some wise and practical end, stimulating the united energies of members upon wise measures for the good of a community. It is in large measure due to women's clubs that the worst sanitary conditions in American cities have been reformed, that child labor is being abolished, that a humane spirit has been substituted for abuses in state institutions, that little children are being reclaimed from the streets to salutary amusements, that library and school extensions have the support of male voters, that the industrial arts are coming to the front. Millions of homes

throughout the country refute the charge that the American woman is forgetting her matronly functions.

Frank Stowell.

Didn't Know His Trade.

One of the local churches was heavily in debt, and in order that the debt might be cleared it was suggested and agreed that one of the best money raisers in this State be brought here and by his efforts secure the amount needed to reduce the debt. The pastor came and began his work with that effort which was characteristic of him. When the allotted time had arrived for him to have secured the amount a discouraging moment faced him when he discovered he needed but \$600 to wipe out the long-standing debt.

Telling of the discouraging circumstances under which he labored, he concluded by asking if there was no one in the congregation who would donate the amount. After vainly bringing into play every word in his vocabulary one member of the congregation arose and said: "Rather than see your plans defeated I will give you \$500 of the amount."

Jubilant at his success and wishing to pay a flattering compliment to the donor, the pastor said: "Bless you, brother; may your business increase many fold during the coming year."

At that a smile crept over the face of every one present, for the donor was no less than one of the city's well-known undertakers.

There is a vast difference between planning and dreaming.

The
ACME
Potato
Planter

Mr. Dealer:

You are the keystone of
our system of sales

We place Acme Planters in the hands of convenient jobbers, and our advertising sends the farmer to you.

No canvassers, agents or catalogue houses divide this trade with you. We protect you and help you sell the goods.

Could anything be more fair?

Write today, on your letter head, get our Booklet and Catalogue.

Learn of the effort we are making

in your behalf

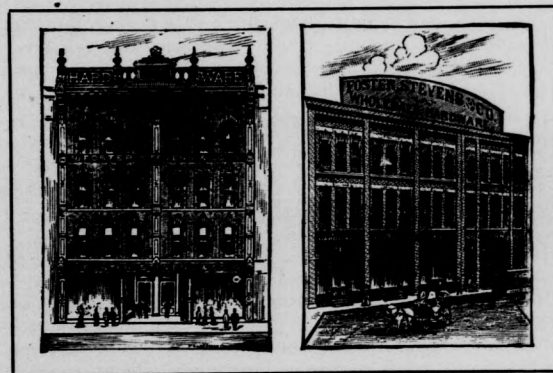
You can co-operate with us to your advantage—the expense and trouble are ours.

Potato
Implement
Company

Traverse City
Michigan

The
Acme
of
Potato Profit

Foster, Stevens & Co.



Grand Rapids, Michigan

Buckeye Paint & Varnish Co.

Paint, Color and Varnish Makers

Mixed Paint, White Lead, Shingle Stains, Wood Fillers

Sole Manufacturers CRYSTAL-ROCK FINISH for Interior and Exterior Use

Corner 15th and Lucas Streets, Toledo Ohio

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

WINDOW TRIMMING

Some New Things Shown by Local Dealers.

The Small Boy declares—and he ought to know—that spring is coming, because he saw a bluejay t'other day, and that "the kids" are already carrying marbles in their pockets—in fact, have been doing that same for all of five or six weeks aback! And then the store windows have attempted to interest people in things of a springtime character. All these signs are unmistakable indications that we may see a change before long in the weather, and certainly we need all the hope along that line that it is possible to receive. The long-continued cold has sapped the vitality of our people and any promise of warmer conditions will be hailed with joy.

At the head of Monroe street, Corl, Knott & Co. exhibited last week a whole windowful of boxes of flowers and, if one may judge by their tenor, roses and foliage of different varieties will play an important part in early spring millinery. In the other window was a collection of airy ready-to-wear hats, black, light blue, champagne color, ecru, etc. Many of these creations had a touch of gilt in their make-up. This promises to be a "gilt season," both as to hat adornments and dress accessories. A little of it goes a good ways, but, if used judiciously, it forms a striking and altogether charming addition to very many articles of wearing apparel. White also seems to have the lead, and what more charming combination than white and gold?

Steketee also had a spring display the week just passed, the window at the right of the entrance being entirely filled with gingham, mostly in the bolt, small checks, in all the principal colors, in conjunction with white. The floor was smoothly covered with a medium shade of green denim, while the background and ends of the gingham compartment were divided into panels of biscuit-colored sateen, separated by narrow strips of apple green ribbon. All around the top was crinkly, crapey white cotton cloth made into pleasing festoons, with a round bunch of the cloth at each caught-up point. The whole window had an effect of extreme delicacy.

The Steketee window towards the river was devoted to goods of a heavier quality, trig umbrellas, fancy silk belts, large walrus chain purses, now so popular with the masses, and lovely buttons to harmonize with the goods with which they were shown. The background was the same as that in the opposite window.

Herpolsheimer's east window attracted much attention, as does always a window consigned to the showing of the necessities and luxuries of Baby's toilet. Even the crustiest, crabbedest, sourest old bachelor can not pass such a window without a sigh that he, too, possessed a home and little tots needing the pretty things on display.

The window opposite this had an exceeding unique and rich background. There was white goods laid on flat at the bottom, to represent, presumably, a marble baseboard. Above this was wide cherry red plush, laid in broad pleats, as becomes such a heavy material. Above this, with a red and green two-inch silk upholstery braid at its top and bottom, was a two-foot frieze of white madras with bright red and green figures in it. This window setting was so unusual as to attract a deal of attention from the passing public. New spring suits on dummies and silk shirt waists occupied the space at the trimmer's disposal.

Now is the time for women to decide an ever momentous question with the sex: Whether or not it is the part of prudence to purchase an elegant cloak of the present-winter style and get it at a bargain as to price and quality, or wait until another cold season and pay the usual big money for a garment strictly a la mode. Either course has its advocates, who argue strongly for their side of the question. There is a certain fashionable tailor-made girl who enjoys the reputation of being one of the best dressers in the Furniture City. Her clothes always have such a distinguished look and she wears them with an air of conscious superiority. She well knows that she is the envy of her apparently less favored sisterhood.

But let me tell you the secret of this young lady's well-dressed appearance: She haunts the stores at the "openings of each season, and gets her eye on some novelty in the shape of hat, cloak, suit, dress skirt, or what not. She finds out the price, has it tried on her to determine its becomingness—whether or not it is "for her." Then she "lays for" (to use a bit of slang) that particular article, keeps track of its price at the various "marked-down" sales, and when it gets down to half the original price or less she captures the prize.

The garment, whatever it may chance to be, being something out of the usual run of such clothing, will not be duplicated, and so Miss Elegance is never annoyed by seeing her best friend or worst enemy trigged out in raiment resembling her own.

I happen to know of a silk petticoat that this young lady recently secured in this economic manner. It was a \$30 skirt, pure white taffeta, with a ruffle on the bottom fully two feet wide. This was cut into deep vandykes, which were embellished with rows and rows and rows of black velvet ribbon of graduated widths. Silk was under this deep flounce and it ended in a wide "foot ruffle." This skirt this far-seeing girl purchased for the actual price of \$12! An elaborate etamine skirt of an evening shade that was marked \$50 at the beginning of a spring season she bought for \$25 at its end. Also a magnificent—a queenly—white opera cloak valued at first at \$200 she waited for and the price she paid was \$60. When a \$25 white opera hat had reached the "reduced price" of \$10 she hesitated no longer on that bargain.



A Peep into the Future

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

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

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

We believe this system will do as much for you.

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

Save these Pennies. Do it today.

Ask Department "K" for Catalog.

THE COMPUTING SCALE COMPANY

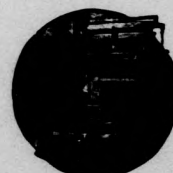
MAKERS

DAYTON, OHIO

THE MONEYWEIGHT SCALE COMPANY

DISTRIBUTORS

CHICAGO, ILL.



Yet this thrifty demoiselle is regarded by her friends and acquaintances as a "most extravagant creature," and more than one comment is made as to the amount of money she must spend for her clothes. But she "keeps her own counsel" and passes for what she is—an elegantly-clad personage.

I was reminded of this girl as I gazed on the handsome "marked down" winter garments in one of Friedman's windows, garments displayed along with dummies in new spring suits—"winter lingering in the lap of spring," as it were. There was one elegant black velvet coat, knee length, lined with white satin. It was belted in at the waist in Russian blouse style with a two-inch black lace girdle ending in little dingly passementerie ornaments. The inside edges of the blouse had such a pretty black and white silk braid, with tiny pink medallions at intervals of three or four inches. The ticketed price was \$25, and my stylish maiden will have that wrap, you may be sure, if she needs such a garment.

The dummy in the left corner had on a butter-colored dress of lightweight spring goods, very simply, yet effectively, made. The skirt was plain, with overlaid half-inch seams. The short jacket was buttoned up the center with perfectly plain gilt semi-spheres. The narrow turnover collar and cuffs were of chamois cloth of the same shade as the slightly rough goods that the dress was made of. The cuffs were trimmed with very narrow flat gilt braid and two of the gilt buttons. The hat that went with the fetching little suit was an oval turban, whose only trimming was a flat feather band to match the dress in tint.

There were one or two other spring suits on dummies in this particular window, also white shirt waists and many collar-and-cuff sets.

Dressmakers may howl about the shirt waist as much as they please—call it all the mean names they can conjure up, and declare from now until the end of time that it is "going out," but the object of their animosity has come to stay. To be sure, 'tis the most "desatful" contraption ever invented by His Satanic Majesty, but, once you are into it and the question, "Is my belt all right in the back?" satisfactorily settled, "there you are, there you are!" There are so many occasions on which it can be worn with absolute propriety—fashioned of either filmy dimity, immaculate linen or handsome silk—that it has won for itself an honored place in the heart feminine not to be easily displaced.

There were two other notable displays at the right of Friedman's entrance. The middle compartment contained light-weight spring dress goods in different shades of plain all-over effects. These were arranged in graceful folds on plain nickel standards of various heights, and were enlivened with cards of appropriate buttons. And such elegant buttons as they were! Some seemed to fairly scintillate with jewels. One card especially contained the handsomest I ever saw in a Grand Rapids store. They measured near-

ly an inch and a half in diameter. The background was a fine gilt filigree, all inlaid with rows of rhinestones and apparent turquoises, and in the center was the most beautiful dark blue shining stone which exhibited a lighter blue at the outer edge. It was a quarter or an inch across, and looked for all the world like a great shining blue tear! (If you could imagine such a thing.)

Then there were Dresden buttons, and cut steel buttons, and buttons of every shade and pattern suitable for the goods the cards were pinned on to or laid against. Time was when a button was only a button. Now it is a work of art, and commands a pretty penny.

The next window made you think of no one on earth but your grandmother. Just old-fashioned silks such as you used to see her clad in before the time when she might be taken for your older sister, or at most for your aunt! Little brown figures, little blue figures, little gray figures, set in a changeable background—why, you could just see her pattering around in their quiet loveliness, set off by the pretty lace cap—that was a cap—and the lace at neck and wrist. They are rare enough nowadays, these real grandmothers, and as time goes on their number grows smaller and smaller, and by and by we shall know them only by pictures.

All the westernmost Friedman window showed summer goods: "cotton voiles," Scotch suitings, muslins, gingham, Bates' seersuckers, "Kimberly Nibs." These were in the usual browns, blues, reds, grays, etc., combined with white. They were interspersed with suitable laces for garniture.

Dollar gloves made an interesting item in the large upright show case directly in front of the entrance of this store, and these goods were

viewed long and anxiously by the women who "won't give over a dollar for a glove."

The Boston Store had one section of store front that had eyes glued to it every minute of every hour of every day of last week. Eyes of every color and size, but every one of 'em eyes of deep longing, of insatiable desire! The occasion? No one had to look twice for it. Laces! And passementeries—passementeries of black silk, of jet and black sequins, of jet for a foundation, built up with a design of sequins in evening colors! There was one wide piece of lace that was simply ravishing. It was in separable portions. Each piece had the leaves made of dirty Arabian lace, and the flower surmounting these leaves was a pale blue iris that actually seemed to breathe forth the peculiar fragrance of that flower of the Nile. The petals were raised and seemed to palpitate with life. I didn't dare to enter and ask the price, but I presume \$30 wouldn't have touched 36 inches of

this unapproachable article of feminine adornment.

The process of giving somebody else a "piece of one's mind," usually destroys the peace of one's own mind.



Get our prices and try our work when you need

Rubber and Steel Stamps Seals, Etc.

Send for Catalogue and see what we offer.

Detroit Rubber Stamp Co.

20 Griswold St.

Detroit, Mich

"King Caramel"

That's our FULL CREAM CAMEL, unexcelled in quality. Phenomenal seller. Nothing like it on the market. Put up in 25 pound pails. Order now for spring trade.

Straub Bros. & Amiotte
Traverse City, Mich.

Don't read this and forget it

You have had calls for HAND SAPOLIO

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

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

WOMAN'S WORLD

How the Leap Year Proposal Should Be Made.

Written for the Tradesman.

That woman labors under a great matrimonial disadvantage in not being able to pop the question no one will deny. It forces her to take what is offered to her instead of the thing for which she would ask if she had the privilege, and even when Leap Year removes the bar against her speaking out in meeting it does her little good, for it finds her with no precedent to guide her, no experience to be a lamp to her feet.

There is a complete chronicle of how to lead a man up to the proposing point, that like the law of the prophets, has been passed down generation after generation orally from mother to daughter, but no code of procedure has been formulated for the woman who means to propose herself. Of course people will say that this makes no difference, that a woman's Leap Year prerogative, like most of her liberties, is merely a glittering mockery that she does not dare to put to the test, but how does anyone know this?

The past is no criterion. Women do many things now that they did not do forty, or even four years ago. It is not at all impossible that many a discouraged spinster, worn out with waiting for her steady beaux to

speak, and many a love-lorn maiden who has heretofore let concealment prey upon her, damask cheek, will take matters into their own hands and propose matrimony to the man they love, in this year of grace 1904,



The Leap Year Girl.

so a few suggestions to the Leap Year girl may not be amiss.

The first one must necessarily be a warning. No one knows as yet just how a woman should propose, but it is to be hoped that when she does undertake to be a love maker that she will do it more romantically, and poetically than man does. It is true that man's way works, but this is because he has a monopoly of it. We all burn Standard Oil because there is no other kind of oil. Women have had to take the kind of proposal offered them or do without,

and those who have suffered from this—who have seen their dreams shattered and their ideals smashed—who have had love made to them between the jolts of a street car, or across beef steak and onions at a restaurant table, or in any other old place, ought to know enough to render their proposals a romance that a man will be glad to remember to the longest day he lives.

But proposing to a man is going to be a ticklish job any way you do it, because men are no more used to receiving offers of marriage than women are to making them. Both parties are inexperienced, nor does a man even know how he will take it. There are some conservative individuals who go so far as to contend that men will be so shocked by a woman popping the question to them that they will refuse on the spot, but this waits to be proven. Past experience has not shown that men are averse to the admiration of the fair sex, nor that they turn a deaf ear to woman's avowals of her deathless affection for them. Startling as the innovation of a proposal may be, the chances are that man will first endure, then pity, and embrace. He is but human, and there are none we so admire as those that have the intelligence and good taste to admire us.

The Leap Year girl, however, who proposes to propose must use great tact and discretion, and above all she must study the character of the man whose hand and heart she desires to win, and she must be wary about choosing the psychological

place and moment. There are times when man is rushed, or tired, or hungry, when it is simply courting disaster to ask him anything, and when he would refuse a free passport to heaven if it were tendered him on a silver salver. In this important particular, men differ from women. When a woman is happy she seldom inclines to matrimony. It is when she is weary and discouraged, and has had a bad lunch, and wants some man's shoulder to weep upon, that she yearns for a wedding ring, and will marry any man that asks her.



Adorable Augustus, Be Mine.

Men, on the contrary, think of acquiring a wife as an adjunct of prosperity, and it is seldom indeed that they think of love making except in their affluent moods. A woman, therefore, should be proposed to

Golden Essence of Corn

Karo Corn Syrup, a new delicious, wholesome syrup made from corn. A syrup with a new flavor that is finding great favor with particular tastes. A table delight, appreciated morning, noon or night—an appetizer that makes you eat. A fine food for feeble folks.

Karo

CORN SYRUP

The Great Spread for Daily Bread.

Children love it and thrive upon its wholesome, nutritious goodness. Sold in friction-top tins—a guaranty of cleanliness. Three sizes, 10c, 25c and 50c. At all grocers.

CORN PRODUCTS CO., New York and Chicago.

when she is down on her luck; a man when he is pushing his luck.

The first impulse of the Leap Year girl will be to propose by letter. This is a fatal mistake, because in the first place, her billet doux will reach the man with his business letters, and thus pass over to the cold consideration of his stenographer. No American man is sentimental in banking hours, and during that sacred period of the day no woman may hope to compete in heart interest with the price of stocks or wheat, or lard. Moreover, the long distance proposal, whether it be made by man or woman, seldom hits the bull's eye. It lacks the magnetism of personal appeal, of trembling hands, and anxious eyes, and quivering lips. Besides it is always easier to write "NO" than it is to say it, and the woman who wants a husband instead of somebody to be a brother to her will have to face the music, and make her proposal viva voce.

Of course the man who will get the most proposals during Leap Year will be the bashful man. There are innumerable desirable men all over the country who have been burning out the coal, and running up the gas bill of girls' for years, and who have exhibited all the symptoms of acute attacks of love, but who have never summoned up their courage to the proposing point, and nobody could blame these women if they took advantage of Leap Year to assist their helpless suitor over the fence. How to do this without throwing him into fits is a delicate and difficult question. It won't do to lead up to the question gently, poetically, romantically, for that would give him a chance to run. It won't do to gaze wistfully into his eyes for that would embarrass him, or to assume a tender attitude for that would make him feel like a fool, and so probably as good a way as any would be to come right out with the question, and take the chances on his being too frightened to refuse.

Another man who causes woman many heart aches, and who ought to be dealt with for his good and hers on the Leap Year platform is the obtuse man, the dear blundering blind-as-a-bat man who lets a woman go on loving him, and embroidering him slippers, and agreeing with him in everything he says, year after year, without once perceiving that there is anything serious in her attentions. There is no way to wake up these Rip Van Winkles except by firing off a red hot proposal right under their noses, and making them see what a good thing they were about to miss in missing the patient Carrie, or Jane, or Maria, who asks nothing else in life but the privilege of waiting on them hand and foot. Never having thought of Carrie, or Jane, or Maria as anything but a sister, or a piece of household furniture the man will be astonished at first, and the chances are that he will exclaim, "This is so sudden," but let not the ardent suitress be discouraged. The more he thinks of the idea the more the attractions grow upon him, and in the end he will joyfully let her escort him to the altar.

In asking a business man to go into partnership with her, woman should pursue business tactics. She might begin by asking for a thirty days' option on his heart and hand. This granted, it will then be up to her to show how she can strengthen the firm by the care that she would take of him, and the comforts by which she would surround him in a happy little home. She can point out to him the risks he runs from the deadly machinations of landladies, the losses he sustains from the pilferings of laundresses and bell boys, and if she is sufficiently a jollier to make him believe that two can live cheaper than one, her suit will be successful. This kind of a courtship will not appeal to the romantic woman, who wants to quote poetry, and



Never propose to him when he is hungry.

write fool love letters, but the business man is so eminently desirable as a husband that it is a case of the result being worth the means.

It is difficult to imagine it ever being necessary for a woman to propose to a widower, for the widower is generally loaded and primed with offers of marriage that he goes popping at every woman in sight, but in the rare instances in which he seems inclined to cling to single blessedness, a little stage play may be effective. A bright, cheery fire with a pretty and sympathetic woman across the hearth stone from him, a well-spread table set just for two—what man could be insensible to these insidious leads towards domesticity, or could refuse the woman who suggested that this charming scene be encored for a life run.

In case the man says no; in case he tells a girl that he will be a brother to her, and advises her to go off and marry some nobler and fairer man than he, her cue will be to weep. Many women marry men because they are sorry for them. Millions of men marry women because they have not the nerve to see them cry. Generally speaking, no man can see a woman weep for him unmoved. It shows so much good taste and sense, and sensibility in her that it goes to his heart. He never blames her, or thinks her silly. Poor little thing, how could she help it, and so no matter how much a man may be shocked at the idea of a woman proposing to another man, he will find extenuating circumstances for her popping the question if he himself is the object of her devotion.

One thing, however, the Leap Year woman must bear in mind. She must

play fair. Under no possible circumstances should she propose marriage to a man unless she can take care of him in the same style in which his father has been accustomed to support him. Dorothy Dix.

Manufacture of Quartz Glass.

Quartz glass consists essentially of melted quartz, which is made into tubes and other articles. It is perfectly translucent. The initial experiments in the manufacture of the new glass were made in England. The manufacture of quartz glass has shown symptoms of vigorous growth. While two years ago England led in its production, she has since been relegated to second place by Germany. The properties of quartz glass are such that it will soon replace ordinary glass for many uses. If quartz glass can be produced at a moderate price—and it seems to be quite possible where electric force can be cheaply obtained from water power—it will no doubt be largely employed, especially in the chemical and electrical industries.

High Finance.

"You remember that \$10 Jinks borrowed of me last summer? Well, I had to put it in the hands of a bill collector."

"With what result?"

"He borrowed \$5 of the bill collector."

Be content with honest toil. The man who is continually playing the get-rich-quick schemes may have a full pocketbook to-day but it will be gone to-morrow.



To those buying quality, note!

Jennings' Flavoring Extracts

Mexican Vanilla
and
Terpeneless Lemon

Are guaranteed pure and the most economical Flavorings offered to the consumer.

Jennings' Extracts are never sold by canvassers or peddlers. Always sold by your grocer at reasonable prices.

Jennings
Flavoring Extract
Co.,

Manufacturers

Grand Rapids, Mich.

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

STORE MANAGEMENT.

More Business and More Profit in Additional Lines.

The profits to be obtained from lines of goods that are not usually strictly classed with dry goods is the one point that prevents so many retailers from attempting their sale and induces so many to throw them out after a short and disappointing trial. In practically nineteen cases out of twenty, the main cause of all the trouble is a failure on the part of the retailer to understand the line and its possibilities, or his failure to give the line the opportunities it needs to show up for itself.

Here is an instance: I know a retailer who had never kept either shoes, clothing or millinery. He had always stuck closely to the straight dry goods lines with the exception that he followed the accepted custom of the town and dealt in groceries and chinaware. He conceived the idea that the stock of clothing kept by the exclusive clothing store of the town was not as good as it should be and he could make some money out of the line if he would put it in with his other stocks.

His conclusions thus far were good, but he jumped over the traces and began pulling at a disadvantage in his first purchase of clothing. He bought a stock nearly as large as that carried by the exclusive clothing store, which had heretofore done the business of the town. He seemed to expect that the people would at once flock in to buy all their goods from him, simply because he said he had them at reasonable prices.

The result could not have been otherwise than disappointing, and after the error was made and the goods stuck and hung beyond the time when they should have been rapidly moving out, he saw that he had invested too much and the fault was with him and not with the line or the disposition of people to buy as soon as they became acquainted with the stock.

The town couldn't support two such clothing stocks at one time, and the retailer who had put in the new stock failed to reckon with the fact that only a certain amount of trade could come to him at most and that the business of the other fellow could not all be taken away from him in the space of a couple or three months.

Another retailer made the same sort of an error in introducing a millinery stock. He saw that the milliner of the town was not doing the amount of business or the sort of business she might do, and he immediately jumped to the conclusion that he could corner that trade for himself.

He proceeded to buy a big stock, hire a milliner in the city to come out and take charge of the department—at a price that was almost prohibitive of profit—and thought to have the business of the locality cinched in a few weeks. Could he have been otherwise than disappointed?

Wouldn't his best scheme have been to go to the milliner and strike a bargain with her whereby the department could have been played in the store with said milliner in charge,

more capital placed at her disposal and a reasonably good stock carried?

If she would not agree to such a plan, then it would have been the part of discretion and good business to go slow and find out if it was really possible to capture the best trade of the locality. Two millinery stocks could not prosper and both would have to suffer until the adjustment of business.

It is not my purpose to advocate the gobbling of the millinery store after the manner of the Standard Oil Company, but in the smaller towns there is almost always to be found a milliner who is making a bare living on a very small capital, unable to satisfy the tastes and wants of many customers who promptly go to the cities when they want headwear. Such milliners, if they have the natural taste and ability that should go with the business, can make a far better living and keep more money within the town if given a chance to manage a department in the general store on terms satisfactory to both sides.

A partnership of that sort formed for mutual protection is far better than the antagonism engendered where there is an attempt to coerce or freeze out. It invariably means a better thing for both parties to the agreement.

Well, that retailer lost a good sum of money on his millinery venture, antagonized the established milliner and eventually threw up the proposition until the regular milliner failed and there was an open field, when he started in on a reasonable scale and succeeded in holding the trade of the locality and satisfying the demands of the most of the people who had formerly felt compelled to go to the city for their goods.

Another retailer I know had loaded himself up so high with shoes that he declared there was no profit to be obtained from handling them. He was positive that his shoe stock was bringing him nothing and was binding up the capital invested without even simple interest on the money.

This retailer had a stock of shoes that, in variety, would have done for a city of a hundred thousand, yet the town was scarcely fifteen hundred in size. The stock had become in such shape that a customer who liked one style of shoe would very often have to be disappointed because a fit could not be given.

Instead of lowering his stock by getting rid of odd sizes and styles, he thought a shoe was a shoe and a foot was a foot and the shoe made for a number seven foot certainly should fit that sized foot. You may laugh at that idea, but I will wager you cling to something equally absurd in some other direction of retailing or goods handling.

He was finally convinced that his stock was too heavy and too various in its composition, and he reduced it by closing out lines little sold and too antiquated to please even the people of the country when they were willing to pay the price of an up-to-date article. In a year from the time of his big kick and condemnation of the shoe stock as a whole, he was

PROFIT-PRODUCING ADVERTISING - PROFIT-PRODUCING ADVERTISING

VAN EVERY PROVISION CO.

148-150 W. FULTON ST.

GRAND RAPIDS, MICH.

Feb 23 1904

Gentlemen:-
Replying to your inquiry of 2/15/04, will say that I consider the New York Rebate Stamp (Red Trading Stamp) a very good Profit-Producer and Cash Trade Winner and can certainly notice considerable benefit to my business since commencing their use.

Yours Respectfully
Van Every Prov Co

These Testimonials (at top and bottom of advertisement) are just to remind you that our

Profit-Producing Advertising Systems

mark a new era in the art of premium-giving. PREMIUMS THAT PAY A DIVIDEND on every dollar invested.

We place our systems with but one merchant in a locality, and positively guarantee that his competitors cannot copy or imitate his deal, as we have perfected and protected the system in every possible manner.

THERE IS NO OTHER WAY of advertising that will MAKE YOUR STORE as POPULAR, PRODUCE PROFITS, INCREASE BUSINESS or COLLECT BAD ACCOUNTS at as small a cost

1½ TO 2 PER CENT.

and it will not cost you one cent if you are not satisfied.

Are you interested in increasing your business? Then write to-day for full particulars. They are yours for the price of a post card.

F. W. COLLARD

DEALER IN GENERAL MERCHANDISE.

Butter and Eggs a Specialty
Fruits and Vegetables in Season.

Alba, Mich., 2-16-1904

H. Leonard & Sons
Grand Rapids Mich.
Gentlemen:- In reply to your inquiry of 1-25-04 will say that I consider your "Profit-Producing Advertising System" a success and can notice a decided increase in my trade since using your Cash Premium Plan and with me it has been perfectly satisfactory.
Respectfully
F. W. Collard

H. Leonard & Sons Grand Rapids
MICHIGAN

PROFIT-PRODUCING ADVERTISING ♦♦ PROFIT-PRODUCING ADVERTISING

doing more business on two-thirds the capital invested and was making a profit from his shoe stock—which he had not done before in three years.

If you contemplate adding anything to your stock this year in the way of a new line of goods, or a line not heretofore carried by you, just think about these cases and strike a parallel for yourself. If you have a stock that is not now paying you and has been disappointing to you, probably a little analysis and a study of cause and effect would straighten the thing out for you.

The addition of something heretofore not carried by you will be worth your attention this spring. If other retailers in your town have not carried stocks adequate for the demands of the trade of the locality, or if, like those retailers cited above, they have been disappointed in the results for themselves, you have the ripest sort of an opportunity to add to your business and to your profits, provided you will act reasonably easy.

If you began your retailing at the lower end of the ladder and had to climb to your present position, you can readily see the philosophy of not striking too high on the new line.

You didn't begin your trade with a swish and a great commotion, so why should you expect to bring in the new department in a hurry and have it fly high at the beginning? Go easy. Buy enough to make a good showing. Be satisfied to increase the stock next season rather than decrease it. Be pleased to start, to grow, and not to shrink.

For the retailer who does not now carry in his general store stocks of clothing, shoes, millinery, china, groceries or ready-made women's wear, there is profit to be had from any one of them and from all of them in time. Every household must have of these classes of goods, and if they are not to be obtained in the local stores, you can be sure they will be bought outside.

A conservative buying of such classes of goods and the addition of the stocks one at a time in order that they may be well mastered and looked after by the store people means not only the additional profit to be obtained from them, but also the drawing power which every added facility for the buying of goods has for the trade of the public, whether it be in the big city or the small town.

After studying the conditions of business other than your own in your town, you can easily determine whether it would be profitable for you to add other lines to your present business.

It can not be profitable if the trade is already overworked, unless someone is bought out.

It can not be profitable with an overstock that costs too much investment, nor yet can it be profitable with a pocketful of stock whose meagerness and small assortment will make people laugh and pass on rather than examine and buy.

It is not difficult for you to determine whether your town needs a better millinery, or shoe, or clothing stock, for you are certainly familiar

with the comments of the people who come into the store on the goods and the business of the stores now handling such stocks. It is not difficult for you to determine whether you have the capital to invest in further stocks, or whether it will pay you to procure it. There are few other considerations.—Drygoodsman.

The Baby-Carriage Trade.

"You don't see why people want baby-carriages built to order? You'd think that among the endless styles now made everybody would be able to find what he wants in stock?" These questions from a baby-carriage builder here in New York, the other day. He was talking with a reporter.

"Well," he explained in answer to his own questions, "most persons can find what they want ready, but still we are building baby-carriages to order all the time. People have notions about baby-carriages just as they do about everything else. For instance, one may want a carriage larger bodied than ordinary so that it can be used for two children on occasions. I don't mean for twins, but for a baby and for an older child. What proportion of the baby-carriages sold are for twins? I should say perhaps ten in a thousand. I have sold three twin carriages in one day, and then not sold another for three months. So we don't commonly keep them in stock, but make them to order.

"Formerly all twin carriages were made to carry the children one at either end, facing each other; but nowadays twin carriages are made with room to seat the babies side by side at the back. This brings the weight all over the rear axle and the higher wheels and closer to the handle of the carriage, where it can be more easily and conveniently handled and managed. Triplet baby-carriages? In all the time that I have been in business, and that is many years, I have made but three. Triplet carriages are made broader at the back and narrowing toward the front, to carry two children at the back and one, facing, at the front. Triplet carriages can, of course, be made graceful and slightly in design, but in the comparatively rare instances of triplets parents oftener use for their three babies two carriages.

"Baby-carriages have been made to carry four children, but such carriages are used only in institutions. Baby-carriages are now made better than ever, and in greater variety, and cheaper and more costly and with more devices and attachments for the baby's safety and comfort. All baby-carriages nowadays, or nearly all, including the cheapest as well as the more costly, have rubber tired wheels, for instance, and the great majority of them are provided with brakes that can be set on the wheels so that the carriage won't roll away if left standing on a grade.

"The go-cart is the latest development of the modern baby-carriage, and it has in fact to a very considerable extent supplanted the larger baby-carriage. There are baby-carriage manufacturers that now make go-carts only. Baby-carriages are

made the year around, but the great demand for them in New York is in the spring, summer and fall, say from March to October. So the lively trade in them will soon begin."—New York Sun.

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.

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

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Write for prices

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Sold only in bottles bearing our address



Foot & Jenks
JACKSON, MICH.



JAR SALT

The Sanitary Salt

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

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

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

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

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

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

All Grocers Have it—Price 10 Cents.

Manufactured only by the

Detroit Salt Company, Detroit, Michigan

FORTY YEARS AGO.

Reminiscences of the Battles Fought Around Chattanooga.

Thousands of the survivors of the armies who fought in the hills and valleys about Chattanooga and Lookout Mountain have not had an opportunity to visit the localities since the war. To these, my comrades, I write this letter.

The true soldier is always a lover of beautiful scenery, and where in all the world's battlefields can be found such smiling valleys, sloping hills and rugged mountains?

'Twas forty years ago. The Army of the Cumberland formed its battle lines just outside the village of Chattanooga, turning its back upon the town, whose main business street was a streak of mud flanked either side with one and two storied frame houses, whose only sign of cheer was that over the door of one—"Tippling Grocery."

If there was a white man in the town aside from our soldiers between the ages of 14 and 65, he must have been in the jail, a large brick building near the Tippling Grocery. All the rest of the town was built at random, as if the architect had dropped the buildings from the clouds on a windy day.

I think I am justified in saying that the Army of the Cumberland had no love for Chattanooga then, but remained there because they could not get away—some are there yet.

The story of the army is an oft-told tale, to which chapters will be

added in years to come. The story of Chattanooga is yet to be written.

The straggling hamlet of war days has become a city. The trails along the valleys and mountain sides have grown to avenues and paved streets, along which, as if by magic, have grown palaces of granite and marble. The wooden structures, behind which shelter was sought from the pitiless rain of shot and shell from Lookout's crest, have vanished from sight if not from memory, and there now are the great brick palaces of trade. The Tippling Grocery has been crowded out of the line and tippling is no longer the occupation of the town. Where once was the auction block that sent families adrift is now the savings bank, the laboring man's "harbor of refuge."

Where once were your camps, where were your forts and rifle pits, even where were your skirmish lines and picket posts, are now schools, churches and homes. Hundreds of homes and thousands of beautiful children now bless the sloping sides of Mission Ridge where once upon a day Sheridan's boys in platoons and companies gave up their lives for their country.

As I stood at the foot of Orchard Knob only clusters of flowers bade defiance where, at that other time, we stared in cannons' mouths. Maybe 'tis the soldiers' blood that makes the roses upon the hillside so red. Maybe 'tis the chrysanthemums, white as fleecy snow, that cause thrills in one's body, and maybe 'tis the sunlight that brings tears to eyes growing dim with age.

The city now extends to Lookout Mountain. Beautiful homes now adorn the mountain sides where Hooker's men fought.

"Did Hooker's men climb up this rocky slope?" asked a woman in my hearing. "Well, if they did, no wonder so many died. Why didn't they come up on the cars?"

Fighting Joe Hooker's men were in a hurry and couldn't wait for the cars. Two lines now compete for the travelers and sight-seers, as well as summer residents who seek this resort of invalids and tourists.

The bold crags of Lookout Point have become a part of the great National park at Chattanooga and Chickamauga. From this point Jefferson Davis looked down upon the armies hemmed in by mountains, rivers and lines of bayonets. Now one looks down upon rich fertile valleys, upon farms and factories.

Here on clear days seven states are seen: Tennessee, North Carolina and South Carolina on the east, Virginia in the far northeast, Kentucky north and Georgia south and Alabama southwest.

In the autumn sun the river looks like a silver thread, spun by the hand of God on a field of golden cloth. Out upon the plain in the valley, above the tall tree tops in the sunlight, waves the nation's emblem, the glorious flag, that led soldiers to victory. Now it is standing guard o'er the graves of thirteen thousand soldiers whose patriotic deeds furnish inspiration to every loyal American.

Away through the valley is another cemetery where in forgotten graves

rest hundreds of brave soldiers who did not wear the blue. There waves no flag.

Surely Chattanooga and its surroundings are cosmopolitan. There the merchants, manufacturers and farmers mingle, representing all the states in the Union. The bronze button of the G. A. R. walks arm in arm with the confederate veteran. Nowhere in all the world will the stranger receive warmer hospitality. The latchstring of every home hangs outside.

A northern man will find many strange sights in any southern city and Chattanooga is no exception.

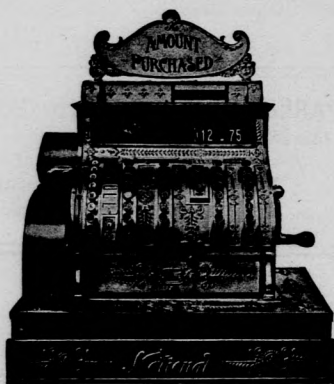
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There was a time in 1864 when my regiment garrisoned Lookout Mountain and often did I steal away an hour or two to Sunset Rock—a great crag on the west side of the mountain overlooking the valley and countless other mountain ridges and valleys beyond.

And now, so many years after, I go there again to dream away an hour. There upon the same grand old rock I drink in the inspiration to be interrupted by company, for there is coming along the path a sun-bonnet girl, a Tennessee girl, mountain born and bred, tall, straight, blue-eyed, rosy faced, all smiles, yet shy as a fawn.

Maybe it was the button on my coat that gave her confidence to sit by my side. As well as I can remember this is what she said to me:

"Below, stretching away into the misty Lookout Valley, now half hidden by the gloomy shadows of ap-



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

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 _____
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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

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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.

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

proaching night and half immersed in the effulgent splendor of the setting sun, are the wooded slopes of the mountains draped in their multi-colored robes of iridescent foliage.

"To the north the Tennessee river, like a shimmering thread of burnished steel, winds lazily through the blue hills, occasionally catching a glimmer of light from the west between its rough barricades and like a huge mirror flinging the reflection back against the palisades in broken shafts of dazzling brilliancy.

"The sun hangs trembling like a great copper disc above the rugged crest of the mountains, now beginning to fade into a pale indistinct parapet of delicate turquoise and losing themselves in the distant mists of deeper emerald and sapphire. Just touching the blue line of the horizon with its lower rim, it seems to float in a gilded sea of dreamy haze.

"Above the dying monarch, far toward the purpling zenith, a foaming feathery mass of fleecy clouds bathes in the luminous rays, as though warmed by contact with such splendor; glows and pales and blossoms into a sudden flame of ruby and gold. Startled and abashed by their own brilliancy, these fairy paltoerx melt and blend into myriad tones of rose, orange, amethyst, violet and topaz. Across the face of the glowing orb a single bar of pallid emerald drapes its length in transient tongues of filmy lace. Like a passionate maid in love with Jupiter it kisses the sun's red lips and frightened by the boldness, floats away in a creamy flight of ephemeral and fantastic vapors. Gradually as the fiery ball fades and sinks below the vision, an erratic cloud, catching the last faint rays from the vanishing king, takes on the delicate indescribable tints of mother of pearl and unfolding gradually like a basin of prismatic bubbles, displays within its fleecy depths the scarlet heart of a rose entombed in the marble petals of a lily.

"As the last glimmer of light dies out and the soft indistinct gray and blue of twilight begin to settle over the landscape, making the mountains recently so brilliant only a confused blur against the sky, a faint crescent of silver that had been invisible in the previous glory arches itself daintily above the dark background and points with its jewel tip to a single star—one star that gleams in the firmament like the fiery eye of a dragon from the mysterious depths of some haunted cave of the middle ages, and night casts her mantle upon the earth."

And yet I cannot forget the time when two picket lines, the Blue and Grey, one done in pencil, one in ink, across the valley silent lay, so near no man would ever think they could be enemies abreast those lounging lines with guns at rest. But, hark, Lookout Valley is on the boil! 'tis the Cauldron range of Hill's Caboose, a roused volcano, and Hooker's guns have broken loose. But that's another story. Lookout Mountain's battle was the romance of war and its stories will not be told in all the next hundred years!

"I met up with him" on the busiest

street in the city. His was an ideal face, one that reflected honesty and gentleness. Long, yellow curls of golden hair, matted and damp; a blonde, drooping moustache; soft hat; red ribbon tie; high top boots—surely a typical cavalryman of John Morgan's band.

Upon either hip rested the end of a six-foot pole, not unlike two flag staffs. Upon the upper end of each, with tips and tails tied fast, were possums, hanging head down, each one trying to reach and bite the hands that held them aloft.

"How much for the possums?" someone asked. "Fifty cents for the pair, sah. They are right likely possums, sah. I done shuck them down from a 'simmun tree last night, and they are powerful fat."

Tramping the woods all night with a pack of hounds, then spending the day on the street for 50 cents! But it's hard times in Dixie. Everything is going wrong; money's scarce and faces long. That's the burden of their song. It's hard times in Dixie. But there is lots of fun hunting possums. The old, rusty story of the minister, the boy and the woodchuck suits the present time.

The stories of the war find ever ready listeners. New ones are told by the camp fires every night.

This one is new to me, but so 'tis said that away to the right on the field of Chickamauga, on the 19th of September, 1863, the Second Michigan cavalry were engaged in a running fight. The enemy were on the south side of the river, our boys trying to keep them there.

General Joe Wheeler, with his "critter backs," forced a crossing at Glass' mill. Two companies of the Second, in advance upon the road, occupied a grove of trees upon a knoll near a log farm house, that became a target for the opposing batteries, shells going through the gable ends until no gables were left. It is said now that one of the Michiganders, in searching for a safe place to shoot from, entered the house, discovering a mother and two-days-old baby. Everything in the house was standing on end but mother and child. Broken crockery, dried pumpkins, red peppers and other medical supplies were in harmonious confusion about the room. Hurrying out, dodging from tree to tree to escape the flying carbine shots of the enemy, he informed his commanding officer of his discovery. Soon a piece of white cloth fastened to a stick waved from the skirmish line—a flag of truce.

The firing ceased and a Confederate officer advanced to our lines. The blue and the gray entered the house together. The mother and child, with the latter's wardrobe, were taken out of the ruins and conveyed to a place of safety. Then the truce was off and the battle went on.

The scars upon the log house have not healed. Time has not replaced all the shingles. The house is now occupied by a colored brother and a great variety of children. "Uncle Toby, did cannon balls make those holes?" "Sartin, sah, they did." "Well, uncle, winter is coming on now, why don't you fix them up?" "Sho nuff,

kunnel, de ole ooman, she tuck straw in dem holes. Some day Ise gwine to put glass in dem openins. Ole massa say before he die, dem holes let edicashun in the house. Since that time Ise occupying myself shucking out grub for them chilluns. Seems like they never git filled up, day dat hungry every day."

* * *

Chattanooga has had a wonderful growth since the war, a healthy building up of a great manufacturing city. It had its "boom days" also, when farms up and down the river for miles were platted into town lots and manufacturing sites. Now many of these ambitious town lots have been re-annexed to the farm, like a country girl taken home from the city.

It was in one of these riverside additions a Michigan man was taken to make an investment. The dealer was accompanied by his colored coachman. The capitalist said to the colored man, "Bob, does this land overflow in the spring?"

"No, sir, 'deed it don't, boss. The river never gets out of the banks here. I know this river all my life, and it never overflows."

"Now, Bob, are you telling the truth?"

"I swear I is, sah."

"Bob, do you belong to the church?"

"Cose I is, boss. Ise a Mefodis, sah."

"That's right, Bob, I am a Methodist also, and I know you will be honest with a brother in the church. Now, tell me the truth."

Bob scratched his head a moment, then pointing to the trees that bordered the river banks, said, "Boss, do you see that driftwood up there in the trees about fifteen feet high? Well, how you reckon hit got thar?"

C. E. Belknap.

L. A. Smith (Smith & Lake), grocers at 413 Howard street, Petoskey: We have taken the Tradesman since we first started in business and should feel as though there was a void if we did not receive it regularly.

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

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American
Bell & Foundry Co.
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We also make Farm Bells in
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toned, far sounding, durable—
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If you want the stillest running, easiest to operate, and safest Gasoline Lighting System on the market, just drop us a line for full particulars.
ALLEN & SPARKS GAS LIGHT CO., Grand Ledge, Mich.



Russian Shoes Made from Pigs' Stomachs.

Shoe and leather men have an unusual interest in the Russian-Japanese war. It has been reported that Japanese government agents have been in England negotiating contracts for shoes for Japanese soldiers, and that Russians have already contracted for 50,000 pairs of shoes in this country. Especial attention is given by manufacturers to the conditions of the Russian hide and skin market, since large quantities of calf, goat and colt skins, as well as horse hides from Russia, are tanned in this country and are made into footwear here.

Russia is far behind this country in shoe and leather making. The Russian soldier as well as the Russian peasant still makes his own boots by hand. Attached to each regimental depot is a shoe shop, into which conscripts skilled in shoe making are drafted to make boots. Now that the war is on and Russian soldiers have to fight it is thought very likely that the Russians will turn to France or this country for boots.

The common soldiers' boot, as well as the ordinary boots of Russians, are all hand made, of excellent Russian leather, and they are proof against cold and water. The leather of which they are made is almost as flexible as rubber, and the typical Russian boot extends above the knee, halfway to the hip, and may be folded down to below the knees, as can American high rubber boots. Russians make sure that their boots are water proof by the unusual expedient of putting a pig's stomach into them. The pig's stomach, which is shaped like a human foot, is thrust into the shoe, shaped to it, and then the last is put in, so that the stomach dries right onto the leather. The stomach is sure proof against water.

The uppers of Russian boots are sewed, while the soles are pegged on, and are unusually thick. Good Russian boots last for years. In winter the Russians wear felt overshoes for warmth.

The splendid old-fashioned Russian leather, of which the best Russian boots are made, was once in great demand in this country, but Yankee manufacturers to-day have succeeded in making a Russian leather which has satisfied the demands of the purchasing public.

The methods of the Russian peasant tanner are simple. He dehairs his skins by the use of lime and wood ashes, drenches them in sour dough and tans them with the bark of trees, taking his bark as Nature provided it on the trees near his home. In the north of Russia the bark is from the pine or fir trees, and in the south from the pine or oak, or sumac or galls are used, while in Poland and Western Russia willow furnishes the tanning agent.

It is in the finishing processes that the Russian secures in his leather the

virtues that make it famous, its pliability, strength and peculiar odor. Whale oil and birch tar are used to plump the skins, and the oil makes the leather smooth and pliable, while the birch tar gives it its peculiar smell.

Russia leather is colored red, green and blue, red being the color most commonly seen. The red is obtained by using redwood for coloring, the green by using indigo and fustic or willow, and the blue by the use of indigo. Once upon a time the court people of Russia wore the fancy colors, but now the Cossacks, Tartars and other wild tribes of Russia consume about all the fancy leather for footwear, saddlery and trappings.

The village tanners and shoemakers, as well as other artisans, are subsidized by the government, which is endeavoring to uplift the peasant class.

In the large Russian tanning centers, to which progressive Americans and Germans have pushed, there are large tanneries, equipped with machinery and employing the modern methods of tanning. But leather experts say that even the best leather of the modern tannery is inferior to the old-fashioned Russian leather made by the peasant, by hand labor and by the same methods which his fathers followed for ages.

Russia to-day does not make enough leather to supply her own demands and buys large quantities from New England tanners through the Boston market. New England tanners also buy thousands of skins each year from Russia. New England shoes in considerable quantities are also sent to Russia. No interruption in this Russian-American trade is expected in the near future, because the war is on the side of Russia remote from this country. Nevertheless shoe and leather men are following the course of events with great interest.—Boston Globe.

Judging a Man's Residence from His Shoes.

"You can almost tell from what country a man comes by the weight of his shoes," said J. W. Davy, of Chicago, who represents a shoe company. "You might not believe it," he continued, "but the thicker the soles of his shoes the larger the city from which he comes. In New York it is almost a fad, and the soles of the shoes there are exceedingly heavy. They are almost as heavy in Chicago. Men there wear shoes to protect their feet. They have not time enough, it seems, to bother with rubbers, so they make one pair of shoes do the work for all kinds of weather. In Milwaukee and in other cities of its size I notice the men wear light shoes and rubbers. I suppose they have time enough to wear the overshoes. Up in the country I find that in many places leather shoes are not worn at all for several of the winter months. They wear heavy socks and then put rubber overshoes over these."

Colored Shoes.

A fashion writer in an evening paper says: Judging from the statements of salesmen the demand for tan-colored shoes and other light

shades for the approaching spring and summer season will not be phenomenal nor will it exceed the expectations of several months ago. The season is now far enough advanced to give a fair indication of what may be expected in the call for this class of goods. The opinion seems quite general that tans in the various shades will be confined principally to high-class goods, a small amount of the medium fine grades and with very few among the cheap lines; that tans will sell more freely in the larger cities than for several years, especially in the East and Middle West and also that their sale will not by

a long margin affect that of the black finishes.

Mammoth Cow From Texas.

Texas has another laurel wreath due her for having a cow whose dimensions are 16 hands high, which is the average height of a horse, and 4 feet across the back. She is 5 years old and weighs 1,555 pounds. If fattened she would pull down the scale indicator to 2,000 pounds. A person that has seen this mammoth animal says she is the largest cow in the "Lone Star" State and, in referring to her breed, says she is a "scrub." The owner will exhibit her at the St. Louis Exposition.

Bostons Are Always Durable

Because they are well made of the very best material only.

Prices advance June first, and you can save money and have the right assortment for your trade if you place your order while the subject is fresh in your mind.

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



Solid School Shoes for Boys



Uppers, Kangaroo unlined. Bottom, Michigan Slaughter Sole Leather. Solid Sole Leather Counter. Solid Sole Leather Innersole Full tip, not cut off.

Boys' sizes 2½ to 5½ \$1 20
Youths' sizes 12½ 1 10
Little Gents' sizes 8½ to 12..... 90

The above shoe is our own make and guaranteed.

Hirth, Krause & Co.,
Shoe Manufacturers Grand Rapids, Mich.

TRUE SUCCESS

Comes Only To Him Who Is True To Himself.

The ultimate object of business is the creation of wealth; but this object is attained through the exchange of values; and it is in this exchange of values that the whole of business honesty consists. The man who does not pay his just debts is brought up "with a round turn" by his creditors; and the man who sells one thing under the pretense that it is another is brought up, too, with a turn just as round by his debtor. Moral or unmoral, this is the business code; for it is essential to the safety of business and of society that value be exchanged for value. Whatever means facilitate this exchange facilitate the creation of wealth, and from the standpoint of business alone are proper. Whether such means are, speaking with rigid accuracy, also right, is a question wholly outside the domain of business, in the realm of morals. So far, then, as the object of business is concerned, trade transactions are neither honest nor dishonest, neither right nor wrong, neither moral nor immoral—that is, they are unmoral. The sole question to be asked concerning them is, "Do they facilitate the exchange of value?" If they do, they are proper, and are the result of good business policy. If they do not, they are improper, and are the result of bad policy.

It is essential to a clear understanding of our subject that we recall the economic axiom that the only factors in the creation of wealth are land, labor and capital; and it is even more essential that we fix firmly in mind the indisputable fact that the true function of business is to supply the demand, neither more nor less. Anything less than supplying the demand is a loss to labor and to capital, as anything more is a waste and a loss to all. It is obvious, then, that the creation of wealth can not really depend upon the honesty or dishonesty of those who conduct trade transactions. If all men were honest—i. e., honest in strict accord with the sternest moral codes—at least as much wealth would be created as now, when some are dishonest; and under a perfectly equitable system of business the creators of this wealth would share it as they severally deserve. But "individualism" has developed competition to the point where the attention must be riveted upon the sale of the product; and this is the prime object of the business lie. Men strive for individual success; they would grasp more than their share of wealth—more than they create; by fair means or foul, they would take what they can get. Else, why the lie? It certainly can not create wealth. It can not even absolutely facilitate trade transactions. It can do so only relatively—only so far as these transactions concern the individual liar. Is not now the conclusion irresistible that men are driven to dishonesty in business because of a vicious business system—because of a system which tends always to hide the true function of business—a system which makes "individual success" its ideal, and the

money a man accumulates the measure of that success? That system, with its low ideal, its unmoral point of view and its loose distinctions, ties the hands of many a man of affairs, no matter how honest naturally he may be. The rigid chain of competition literally binds him to use all the desperate means of his business rival—the lowest obtainable scale of wages, the most improved machinery, the most nearly automatic methods and the same refined mendacity and mountainous exaggeration. And in many lines the exaggeration and mendacity are as necessary tools of trade as the improved machinery and automatic methods. They are planned with consummate art, are perfectly systematized, and might easily be classified by the political economist. One grand subdivision of them—bribery—has been so perfectly organized that it is incorporated in the unwritten law of the land, and the reputable people believe a party "boss is part of the mechanism by which God governs mankind."

We may stretch our consciences until the truth we utter is largely falsehood, and not lose our self-respect; but we have stretched our consciences; and, like strained steel, they have no spring. We can not be, and not be, something at the same time. It is precisely because our consciences have no spring that the merchants who write and the editors who print "advertisements known to be lies, meant to deceive," do not lose their self-respect. It is precisely because we lack moral perception that we openly applaud bribery, and fail to make our simple affirmations as truthful as our oaths. We are martyrs to a false ideal of success. We do not firmly believe, because we do not clearly see, the vital truth that power abides with character; that that man only is successful who is true to himself; that, in the sublime words of Emerson, "The man is all."

Doing Business Against Odds.

As a manufacturer who does not brand and nationalize his product, you suffer a tremendous handicap in the modern business race. You are not upon as stable a footing as your advertising contemporaries. Your success, once gained, is not permanetized. You are like a man carrying weight pitted against a free sprinter. You are at the mercy of every retailer; perhaps you wear the galling yoke of the jobber. Each of your traveling men is part owner of the territory he covers. The will of the storekeeper regulates the success of your merchandise with the public. Your largest accounts can throw you over at whim or pleasure. Therefore the coming into power of every new buyer is a cause of apprehension.—Printers' Ink.

Of the diamond polishers in Amsterdam, 90 per cent. are of the Hebrew faith. They look on this occupation as one on which they have a traditional claim. The work is so hard on the eyes that few can keep at the finer grade after their 40th year; thereafter they expect their children to support them.

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.

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

The Celebrated Woonsocket Boots

BEST ON EARTH

You need them now. Spring is about to open. Send in your orders.

WALDEN SHOE CO., Grand Rapids

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. 131-133-135 N. Franklin St.
SAGINAW, MICH.

FIFTY YEARS AGO.

How Business Was Then Conducted at the Soo.

Written for the Tradesman.

There are still living men who were among the first to sell merchandise to the settlers and Indians in the Upper Peninsula, and the stories they tell concerning the pioneer stores are interesting.

Some time ago it happened to be my duty to interview one of these pioneers, a venerable gentleman residing in Sault Ste. Marie, concerning the early experiences of the settler long before the old State canal, which was afterward taken over by the General Government, was a thing of reality. This old man has but a few short years to live at best. His hair is white and the hand of Time has played with his features until many wrinkles have come to change a once youthful face into that of an old person. He stoops as he walks and his hands tremble; but his eye has the fire of youth. When he talked of the old days I could not help noticing that he seemed to grow younger in appearance as he warmed up to his story. Like an old warhorse that sniffs the air on the Fourth of July, he seemed to forget that he had seen four score years pass into history.

He told me how the people lived before the puffing locomotive came to rob the forest of its stillness. He told me how the mail was carried over the snow on small sleds in the winter time. He recalled the explorations of the men who believed that the hills of the great Algoma district on the Ontario side of the St. Mary's held, firmly wrapped in their bosoms, treasures of mineral wealth that would some day turn this great North Country into a hive of industry. He told how men had come with money, and how many of them returned to the South and East and West penniless and sore. With increasing enthusiasm he dwelt on the life he led while a merchant in the St. Mary's Valley, and I have never seen an old man who could converse in a more interesting manner.

William P. Spalding was the pioneer merchant of Sault Ste. Marie. His establishment was located not far from the river. He had for his customers the people engaged in transferring freight from boat to boat past the Rapids. In those days there were no locks, so that all freight for Lake Superior had to be carted a mile or so at this point. Besides these people were numerous miners, prospectors and Indians, who bought more or less merchandise the year around. The mines called for large quantities of powder, and this article was a leader at the pioneer store.

But there were times along in the spring, especially when navigation was late in opening, when the supplies ran out and about all the people had to live on was salt pork and fish. This latter commodity was always to be had, because the native Indians were adepts at capturing the members of the finny tribe. But, in case the demands for provisions were greater than the merchant had anticipated, the picking was pretty

poor along in the late winter, because everything was brought in by boat in the fall and there was no chance to stock up again until after the ice went out in the spring.

In those days the coming of the mail in the winter time was a great event. It was carried over the snow from Saginaw by dog teams. It took a long time to draw it that far, but the men engaged in the business understood what they were about and there were few accidents. When the dog team arrived the people came to the store to hear the news. The postmaster-merchant took the leading papers of the country and, while the crowd stood in silence, he would read to them. The news was stale by the time it was received, but it seemed fresh and everybody took great interest in what he read.

Mr. Spalding told me an interesting mining story concerning a man who explored the country around Hudson Bay. This man struck into the woods and traveled north from the St. Mary's River. He continued on day after day, week after week. It was dangerous to enter a wild country like that alone, but, being of a daring disposition, he did not mind. He was gone a long time. When he returned he said he had discovered a rich deposit of copper in the Hudson Bay country—the richest he had ever seen. He brought specimens of the ore to prove that he told the truth. He said he believed that sometime that country would be the scene of a great mining industry, that the wilds of the Bay Country would be dotted with camps and villages and that it would be the richest place in the world.

Nothing, however, was ever done to follow up the discoveries of this man. To-day, as then, the moose and bear, the muskrat and mink wander through the wilds of that far-away clime, knowing not of the ways of man. The sun shines sadly on the rocky slopes in summer and feebly endeavors to brighten the scene while the snows and blasts of winter bring the same old desolation year after year. Perhaps a weary trapper

invades the place now and then, but his kind are not numerous enough to cause the original inhabitants much uneasiness.

Yet the developments of the years that have come and gone since that time have brought much to lend plausibility to the story of the explorer. Mine after mine has been opened and still the work goes on. Gold, copper, iron and nickel have been brought to light in Northern Ontario. A railroad, the Algoma Central, has been started. It is headed in the direction of James Bay. Just now the road is in financial difficulty, owing to the spectacular failure of the Consolidated Lake Superior Company. But it must go ahead. Unless the building is continued the line will forfeit the land grants of the Ontario government, comprising thousands of acres. That government does not wish the undertaking to fall through. Already Canadian statesmen have come forward with a proposition to place \$2,000,000 at the disposal of the builder and it looks as if the road will go through. If this man spoke the truth when he returned from the North some fifty years ago, it will be the greatest ore-carrying line in the world.

It is believed, also, that the product of the fishing industry in that part of the world will be shipped to market over the new road.

It seems as if the dreams of the men who used to sit around the fire in the little old store before the railroad existed are all coming true. It was a great store, from what I have been able to learn from conversation with the old-timers. To-day the building is gone, others have come to take its place, street cars now roll along the street and tell of the appearance of the modern man. The new is more practical, has more features of monetary value, but the little old pioneer store in the woods will never be forgotten. Round about the single room in which the pioneers gathered day after day grew a feeling of good cheer that can never be found in the modern establishment. It was the headquarters

of the miner, the sailor, the fisherman and the far-famed Ojibway. Those were the days when men of all classes mixed together. Class hatred had not eaten its way into the hearts of men. And so in the band of settlers stood side by side pioneer department store a little band of settlers stood side by side and bought their provisions, confided to each other their hopes and ambitions, dwelt long and earnestly on what the future years would bring forth. Even then there were those who believed that some day the Rapids would be harnessed, although they knew not of electricity as a power for commercial use.

As I said before, the little store will not be forgotten. Its story is told in the files of the newspapers of the city. It has been handed down to the children of the pioneers. The old men are going, many have already departed for the other world. Now and then a man is seen coming down the street leaning feebly on a cane. His white locks are gently fanned and caressed by the breeze, while his stooping form gives silent testimony to the fact that he is approaching the grave. He is one of the men who helped make Northern Michigan what it is. He was one of the crowd that gathered long years ago in the little store to listen to the reading of the news. It was he who helped blaze the way for the abundant prosperity that has followed in the wake of the pioneer days. But why say more? He will soon be gone. He has been a good man. A few more days and the last of the patrons of the little store in the woods will have been laid to rest.

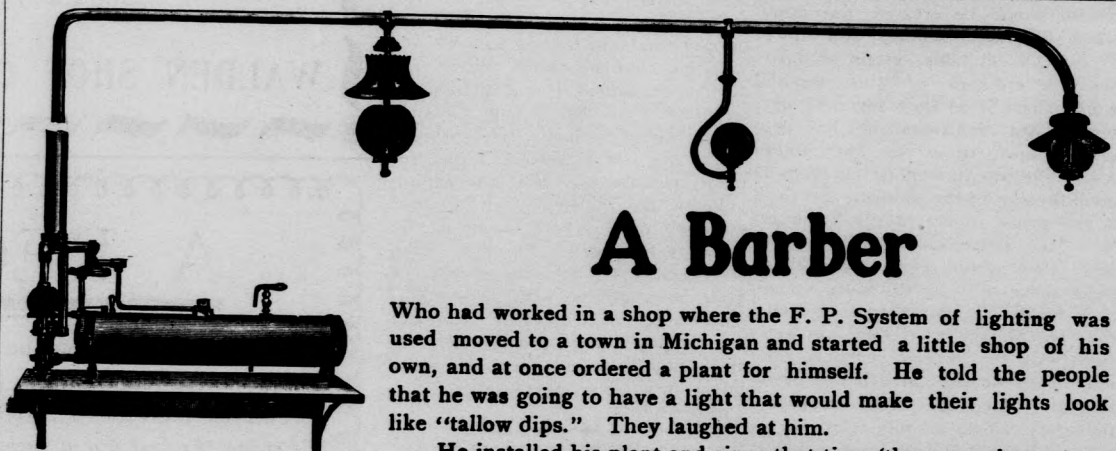
Raymond H. Merrill.

She Was a Hustler.

"George," said the leap-year girl who meant business, "I love you dearly. Will you be my husband?"

"Why—er—this is so sudden," stammered George. "G—give me time to think."

"Well," she rejoined as she looked at her watch, "think quick. The last car is due in fifteen minutes."



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

Relation of Employer and Employee.*

An employer without employees is like unto a wilderness.

An employee without employer is like unto a mob.

In this day of modern methods and progressive ideas, the interests represented by the employer and the execution of the details of the management entrusted to the employee are so closely interwoven and cover so fully an identity of purpose that it is quite impossible to define the true meaning or scope of the term, employer or employee. In my humble opinion, the employer who is fully alive to his own interests will manage so that the position of employee is not marked by any particular line and strive in every way possible to bring the employee into the closest possible relationship and thus recognize the absolutely truthful fact that the employee is as much a part of successful management as the employer and that the employer is as much a part of successful management as the em-



Wm. Judson

ployee. If I had my way about these important matters, there would be no employer who is not broad enough and big enough to recognize the fact that the ideal employee is a man of honor—one whom he can trust, one in whom he must have a friendly, personal interest, and that interest must extend back into the family life, sympathizing with the home conditions, aiding and inspiring even the children to correct deportment, industrious and studious habits. Of course, an ideal condition of this kind contemplates that the employee is a worthy man selected from men in the same walks of life on account of his energy, industry and zeal, absolutely free from booze or boodle, careful in thought and method, with unyielding confidence in his employer's judgment that he helps to formulate, and never listening to outside selfish advisers, striving always to make the business successful and thus meriting the good will and the glad hand of good fellowship extended to him, by my conception of an ideal employer.

No man is more in favor of co-operation than I am. I believe in friendly co-operation in neighborhood; I believe in friendly co-operation as between wholesale grocers; I believe in friendly co-operation as

*Address by Wm. Judson at annual banquet Grand Rapids Council, No. 131.

between banks and professional men; I believe in co-operation as between traveling men. Better salesmanship can be accomplished by friendly co-operation and your meeting to-night is an evidence of the fact that you all agree with me in that direction. Co-operation is simply another name for union. I believe in labor unions as thoroughly as I believe in trade and professional co-operation, but I do believe that the better element in unionism should control, and I deplore the fact that too often men unfit to be leaders are placed in responsible positions and, by unwise and arbitrary action, bring down upon them and upon those whom they unworthily represent the criticism of public sentiment, and it is a well known fact that in this free and greatest of countries, none of us can stand against public sentiment, and I therefore predict that labor unions will make better progress in the future by adopting broader methods and inviting the employer to join with them in the discussion of the mutuality of interests, the absolute identity of interests—in fact, the one interest of all employees and employers.

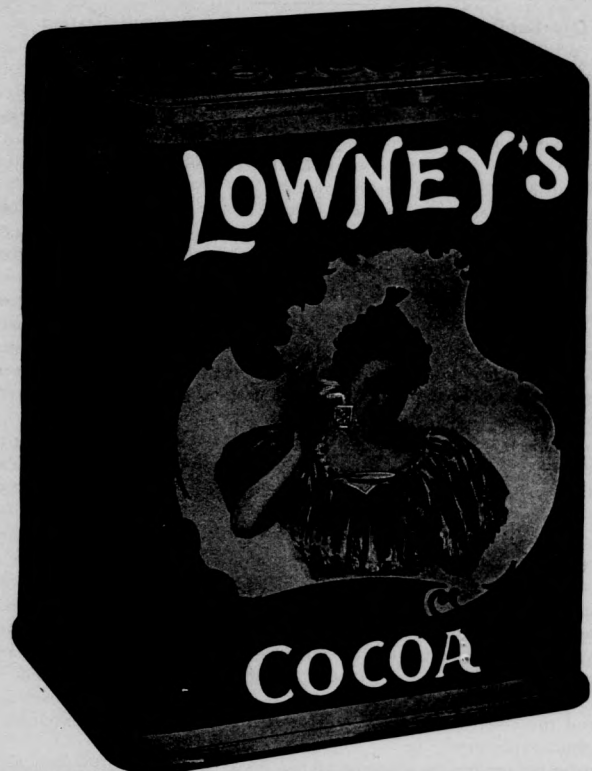
I notice that the better class of employees—and this will apply to traveling men particularly—have homes of their own. Most of them have started in a modest way early in life to upbuild what is the corner stone of our beloved country, a home, and where there is a home it is almost invariably the case that on account of the good home influence, the physical, mental and moral strength of the husband and father is tremendously in advance of the employee, who is not blessed with loving, comforting home influence, and no one realizes that more than our beloved President, when he said:

"Our people as a whole will profit, for successful home making is but another name for the unbuilding of a nation."

Blood Poison From Rooster's Peck.

The love of chickens may cost Nathan S. Plumb, of Hartford, Conn., his life. He is a butcher and extensive dealer in live and dressed poultry with a market at No. 180 Franklin avenue. Nearly two weeks ago, while handling some live poultry, a big rooster of the mongrel or mixed variety resisted the intrusion of Mr. Plumb in the close quarters of confinement, and pecked at him viciously. Although the marketman took no notice then, a few minutes after the incident he discovered that his right thumb was painfully lacerated and the blood flowing. Well used to scratches and knife cuts from his long career in the meat business, he carelessly wrapped the thumb in old cotton and says he forgot it. It grew much worse, and for the last few days he endured much pain with the whole hand, which seemed in sympathy with the festered thumb. He was forced to go to the Hartford Hospital in an ambulance, where the physicians treated him.

No one looks well in his best clothes who shows by his manner that he remembers that he has them on.



Received
Highest Award

GOLD MEDAL

Pan-American
Exposition

The full flavor, the delicious quality, the absolute PURITY of LOWNEY'S COCOA distinguish it from all others. It is a NATURAL product; no "treatment" with alkalis or other chemicals; no adulteration with flour, starch, ground cocoa shells, or coloring matter; nothing but the nutritive and digestible product of the CHOICEST Cocoa Beans. A quick seller and a PROFIT maker for dealers.

WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.

"The Best Apple Tree Always Has The Most Clubs Under It."

Remember this old adage, which is especially applicable to Alabastine when kalsomine manufacturers spend so much of their energy trying to show you why you should not handle Alabastine, rather than giving reasons why you should handle their disease-breeding, out-of-date, and in most cases hot water mixtures.

Alabastine represents the standard of excellence beyond which none aspire to go. It possesses merit claimed, and sells readily. Are you fully supplied?

Alabastine Co.

Grand Rapids,
Mich.
New York City



THE BELL TELEPHONE REORGANIZATION.

Already Overburdened by an Enormously Inflated Capitalization of Wind and Water, Its Success Is Impossible.

Early in December last the United States District Court at Detroit confirmed the sale of the property of the Michigan Telephone Co. (Bell) by the Union Trust Company, as receiver for the bondholders. For the purpose of reviving the Bell telephone interest in this State, the Michigan State Telephone Co. has been incorporated, and the plan of reorganization includes the ultimate issue of the following:

First mortgage 5 per cent. bonds.....	\$10,000,000
Preferred stock, 6 per cent.....	4,000,000
Common stock	6,000,000
	\$20,000,000

For the purpose of paying the expenses, salaries and commissions, of those identified with the receivership; also of the Bondholders' Committee and the Reorganization Committee; and to furnish means of payment for the Michigan Bell property, the new company is to issue, immediately, the following of the above authorized capital:

First mortgage bonds	\$ 4,466,000
Preferred stock	2,285,000
Common stock	3,500,000
	\$10,251,000

Certain facts connected with the telephone history of the State are of interest at this time. The Michigan Telephone Co. was incorporated in 1883. In 1899 the Erie Telephone Co., under President Glidden's management, purchased the control of the company and promptly increased the stock issue from two and one-half millions to five million dollars; and the bond issue from \$785,000 to \$5,000,000. With a part of the proceeds of the sale of the increased stock and bonds, was purchased three opposition companies, and the control of the New State Co., the said four companies operating 10,889 telephones.

In order to secure the control of the New State Co. for the purpose of sale to the Bell, the officers of said company issued a circular to the stockholders, explaining that it would be advantageous to increase the stock of the company and secure funds to take care of the very large growth of both exchange and toll business which was crowding upon the company. They secured sufficient proxies, which they had prepared in such manner as to give power of attorney to the party receiving the proxy, to enable said officers to amend the articles of incorporation and increase the capital as they might determine advantageous. Having previously completed arrangements with the Michigan Bell officials to sell the control of the capital stock to them, as stated, the New State officials amended the company's articles and increased the capital \$700,000; which, with their private holdings of stock, was promptly transferred to the Michigan Bell Co. Then the minority stockholders in said company were forced to accept Michigan Telephone Co. stock in exchange for their holdings, thus securing the property of said company to the Michigan Bell, which property included the purchase money in the New State treasury, which had been realized from the sale of the \$700,000 of stock above mentioned. Thus through the New State officials were the stockholders of the New State Co. betrayed into exchanging their holdings for worthless stock; and in the recent sale of the Michigan properties these stockholders have been entirely cut off without any compensation. In addition to the above, the Michigan Telephone Co. used the proceeds from the sale of its bonds to increase the number of telephones in service, and at rates that, in very many instances, were much less than the actual cost of operation. By this method the total number of telephones was increased from 20,000 in 1899, to about 49,000 in 1902. In connection with the purchase of the companies above mentioned by the Michigan Bell, the Michigan company assumed and guaranteed a mortgage of \$549,000 upon the property of the Detroit Telephone Co. Thus at the time of the foreclosure sale of the Michigan Telephone property in December last, there was outstanding the \$5,000,000 mortgage upon its property and the \$549,000 which it had guaranteed. While the reorganization plan, as announced, makes no mention of this latter mortgage, it had been previously given out through the Detroit newspapers that bondholders of this latter mortgage would be included in the reorganization scheme of settlement, although on a less favorable basis than were the bondholders of the Michigan Bell Co. mortgage.

If both mortgages are included, as suggested, then the 5 per cent. bonds outstanding against the Michigan Bell property at the time of sale was \$5,594,000. The new organization is to have an immediate issue of 5 per cent. bonds and 6 per cent. preferred stock, aggregating \$6,751,000 as above mentioned.

The question naturally arises, whether the new company can pay interest on \$1,166,000 more interest-bearing securities than the old company had, upon the same property. In case the Detroit company bonds are not included in the figures given out by the Reorganization Committee, then the increased amount of interest bearing securities over those of the old company would be \$1,760,000, the interest of which increase would annually exceed an average income of \$2 per telephone, on every Bell telephone now in the State.

The old company failed because it could not pay its interest on the \$5,000,000 mortgage, and defaulted the same on July 1, 1902, and January 1, 1903. The receiver was appointed in February, 1903—twenty years after the

original incorporation of the company. During the first twelve years of its existence it had no competition. For the past five years competition has been very active and successful. The independent companies have developed practically all of the State occupied by the old Bell company, except that included in a thirty-mile strip along the east side of the State on the lakes and the Detroit River.

In Lower Michigan the Independents, other than in the territory excepted, have more telephones and give better service than the Bell interests. In no instance has the Bell company driven out an Independent company; and in no case has an Independent company failed. The Independent companies in this State have no bonds on any of their properties, with two exceptions, except where the entire proceeds of such bonds were used in the construction. In other words, with the exception indicated, the entire bonds and stocks issued by Independents in Michigan does not exceed the actual cost in cash for the labor, material and apparatus used in the construction of their plants. There is no water in the capitalization of the Independent companies.

The result is that, with unincumbered property, the companies owning and operating considerably over half of all of the Independent telephones in the State have paid regularly for five years or more 8 per cent. cash dividends. The Independent companies have had regular growth and are today operating nearly 50,000 telephones in the State, being about the same number as the total Bell telephones in service.

Thus to-day the conditions existing in the telephone field as between the two interests show a strange contrast. The Independents have unincumbered property; better construction of exchanges in the large majority of cities and towns occupied by both interests; are furnishing the public with satisfactory exchange service; have a more complete system of State or toll lines in Lower Michigan than has the Bell interest; are, as a rule, operating under franchises having maximum regulation of rates, which are about 60 per cent. of those charged by the Bell company, before competition; have a successful record up to date; have confidence in their ability to compete with any Bell opposition.

On the other hand, the Bell interests in the State have their property encumbered with bonds and preferred stock for a much larger amount than the corresponding Independent properties have cost. In addition, they have a very large amount of common stock; also much of the exchange construction is old and badly in need of rebuilding; as a rule, the Bell service furnished is not satisfactory to the public, nor has it been; its State line service and rates are not satisfactory in a majority of localities; it has no franchises regulating rates; where competition exists, Bell rates are, as a rule, lower than those of the competing companies; in cities and towns having no competition, which are occupied by the Bell, the rates are very much higher than are either Bell or Independent rates in other cities and towns of the same size having competition; with a record of failure and mismanagement in the past, the sympathies of the people of Michigan are opposed to Bell interests. Further, the parent Bell company (American T. and T. Co.) owns the long distance lines connecting Chicago, Kalamazoo and Detroit, and intermediate exchanges; also, connecting Kalamazoo and Grand Rapids; also, connecting Toledo with Detroit, Saginaw and intermediate cities. Thus a large amount of its long distance business belongs, not to the Michigan State Telephone Co., but to the parent Bell company.

In addition to the above conditions, the fact that the Independent companies pay no royalties, while all Bell companies are compelled to do so, has been a very important factor. The Independent companies will never have to pay royalties, while Bell companies must always pay them, if the American Telephone and Telegraph Co. continues to exist.

It is noticeable in the reorganization plan that not only is a large amount of common stock issued—sufficient, in fact, to control the company—but it is pooled, as innocently stated by the Committee, "thus securing permanency and harmony!"

While the minority stockholders of the old Bell company receive absolutely nothing for their holdings, they see the new organization permanently controlled by a stock having no real value to-day and probably costing its holders little or nothing.

Of the \$5,000,000 of stock of the old Michigan Telephone Co., the parent Bell company (the American T. and T. Co.) owned \$3,687,300, and the remainder of the stock, \$1,312,700, was owned by 743 minority stockholders. Many of these stockholders feel that the parent Bell interests are being cared for in the reorganization plan, for otherwise why should the American Bell Co. be willing to lose its \$3,687,300 of stock and over two and one-half millions of indebtedness owing it, or companies controlled by it, by the Michigan Co., provided the property had the value which the Reorganization Committee places upon it. If this supposition on the part of the minority stockholders is not correct, then the conclusion must be reached by the public that the Reorganization Committee has greatly over-capitalized the property of the Michigan Co.

The personnel of the new company is of interest, especially to those who may become holders of any of the securities or stock of the Michigan State Telephone Co. In the old days when the Michigan Bell Co. was first organized, and for many years thereafter, the late James McMillan was its President, and with his partner, J. S. Newberry, comprised two of the largest stockholders of the company. Another large stockholder was W. L. Jackson, for years the General Manager of the Michigan Telephone Co. In the new organization the sons of the first two gentlemen are prominent, being W. C.

McMillan and T. H. Newberry; and W. L. Jackson is again to assume the active management of this telephone property. It is also of interest to note that Dudley E. Waters, of Grand Rapids, who was a director of the Michigan Telephone company, is also a director of the Michigan State Telephone Co.; that James Land, former General Superintendent of the Michigan Bell, is now General Manager of the reorganized company; that W. J. Berry, a district superintendent of the old Bell company, is General Superintendent of the new organization; that Chas. L. Boyce, former Superintendent of Equipment, is now Electrical Engineer. Thus the reorganization seems to be one as to stockholders only—probably not as to management or policy, judging from the fact that the officers and employees have for years been active Bell men.

It remains to be seen whether the Michigan State Telephone Co., overburdened at the very beginning with enormously inflated capitalization, and with many obstacles as heretofore indicated, will be able to successfully conduct the business to an extent that it may pay its interests on the bonds and preferred stock, from its earnings, even temporarily.

The people of Michigan believe the success of the new company impossible. The Independent companies have, apparently, no fear whatever as to the competition of the new organization. Time alone will demonstrate whether the people of the State and the Independent companies are the best judges of conditions which make success in the telephone field, or whether the Bell companies and its Reorganization Committee are.

Joseph B. Ware.

What the Practical Salesman Should Know About Shoes.

There are not enough practical shoemen selling shoes to-day. Ask any salesman if he knows all about shoes, and without thinking he will answer "yes." But ask him in detail about shoe construction and very quickly he will "fall down," to use the vernacular. The salesman should have at least a passing idea of how a shoe is built and the difference between shoes made by different methods, in order to discuss shoes intelligently with one who knows, and it surely will be a help to him in selecting the best shoe for the person on whom he is waiting. The customer is often influenced by the salesman, and if the latter is not well posted, the wrong thing may be sold to the customer and the result is dissatisfaction and a desire to trade elsewhere.

"People often say it's a cinch to sell shoes," remarked a manager of a store a day or so ago. "They think that all that it is necessary to do is to take the shoes from the shelves and put them on the customer's feet, and that ends it. Too many storekeepers have this same opinion, I am sorry to say, and too many of the clerks are of such a calibre to warrant this suspicion being true to a considerable degree.

"If one should make a thorough canvass of the retail shoe establishments of the United States, he would find that only a small proportion of the shoe salesmen are practical men. By this I mean they do not know how a shoe is made or of what it is made. Now for the sake of argument I will say that it is not necessary for him to know, technically, how the shoe is made and all that is actually required of him is to fit and sell the shoe to the best advantage of employer and customer. Without doubt all retail salesmen aspire to higher things. If they do not, they should. Still, the majority of them continue to accept their every-day experience as all that is necessary to secure them a better position. They evidently do not stop to think of the obstacles they must overcome and of the details that must be studied and conquered. If the average graduated salesman of to-day can be

used as an example, it does not seem necessary to the understudies that they should know these details. They learn how to keep stock, how to fit a person's foot, the names of the different leathers and they work hard for a number of years, perhaps save their money, and those that stick to it eventually open a store of their own. They struggle along for awhile and then they fail. Then they go to work again as a salesman and in course of time they find out why they were failures.

"The fact is that it does not take the greenest of the green men long to learn the difference between a welt and a McKay, or a turn and a tap-sole brogan. But this is not all that is necessary. Let him investigate and get to the innermost sole and see how the several methods of shoe construction differ, one from the other. Let him take an old shoe and rip it to pieces, piece by piece, and learn just how the parts go together; in fact, learn the shoe as he did his A, B, C's. When he has the art of constructing a shoe well learned he will be able to talk intelligently, and when he goes into business for himself or becomes a buyer, he will be better able to 'make good.'

"There are a great many shoe salesmen who think their every day experience in a shoe store for a year or two is sufficient to make them cock-sure, and they will not let anyone tell them a thing and they will not even use a little energy to gain more experience. This sort of a man is one of two different kinds of fools. One thinks he knows it all right straight off the reel without investigating. The other investigates and sees signs and imagines he is thinking when he is only toying with the grey matter in his head. The last one has only to think instead of imagining, and to grab a sign. He will then be to the good. The cock-sure fool must learn not to be cock-sure, and to stop dodging the sign-boards that are trying to hit him in the head.

"In conclusion, let me say that if the salesman will learn the practical side of the shoe business and take advantage of every bit of experience gained, he will make a thorough shoeman, and will be able to conduct

a store or a department in a manner satisfactory to either himself or his employer. It would also tend to elevate his position and not make it so measly and so poorly paid. It would mean the regaining of a lost art."—Shoe Retailer.

Girdles and Stocks.

The woman who believes that accessories make or mar a costume is finding the study of girdles quite as interesting as stocks have been for several seasons, and for that matter still are. The stock is the first consideration, but to complete the fitness of things the belt worn with it should, as far as possible, harmonize in both color and design. For instance, a set that is exceedingly smart consists of a stock and girdle, the former with a huge bow with broad spreading loops and the same number of ends. The girdle is of the same black silk, broad and shaped in the back, the material laid in narrow plaits and passing through crocheted rings. The folds are drawn almost to a point in front, fastening with a gun metal buckle.

Taffeta is the favorite material for both stocks and girdles. It has just the slight amount of body to give the necessary firmness to the stock loops so that they will remain in any shape that may be desired. Silk covered rings play quite an important part in the trimming of both stocks and belts. When placed in one or two rows and joined by a fancy stitch to match, one could hardly wish for a neater and more durable trimming.

For evening wear with dressy theater blouses one must by all means have the stock and belt a similar color. One attractive blue taffeta belt is shirred in small heading work at the center of the back into a narrow bodice effect and laced through white silk rings in soft folds to be gathered through a dainty white pearl buckle in front.

Luck means rising at 6 o'clock in the morning and not spending more than half your income; minding your own business and not meddling with other people's; trusting in God and your own resources; keeping your appointments and leaving nothing worth doing to chance.

No one is useless in this world who lightens the burdens for some one else.—Dickens.

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Highest cash prices paid
MICHIGAN AND OHIO HAY CO.
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BRANCH OFFICE REFERENCES
Hay Exchange, R. G. Dun & Co.
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have you tried our New Century Brand? Housewives who know are unanimous in declaring it the best. It's the never fail kind, the sort that can be depended on to make pure, nutritious bread, cake and pastry 100 times out of 100.

If the best is not too good for you, New Century Flour is the flour you ought to use.

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Caledonia, Mich.
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We make Harness from extra selected Oak Leather, Hand Made, and guarantee absolute satisfaction. We solicit your orders.

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

Tradesman Company, Grand Rapids, Mich.

UNION SLUGGERS.

Free Employees Must Be Protected from Assault.

The really serious charge against unions, who operate by strikes and intimidation, is that they are working against the welfare of the country as a whole, and particularly of those whose advocates they profess especially to be—the laboring class. The way in which their work is harmful may be very clearly stated in a few words, which, on account of the importance of the principle involved, can not be made too emphatic. The laborer is paid from the value he produces, and whatever reduces that value reduces in equal measure his compensation. When we consider the methods of waging industrial war, to which those unions and leaders have most recourse, and in which they seem to take most satisfaction—prolonged strikes, in which production is suspended for weeks or months; restriction of the amount of work per hand, necessarily greatly curtailing the total output; resistance to introduction of improved manufacturing appliances, and other measures of the same general tendency—we can see in this industrial war a war on productive efficiency, on the creation of the value from which labor is paid, and therefore on the compensation of the laborer. This is the great principle or theory of the matter, and there is clear and abundant verification of it in practical experience, as is shown wherever unionism has acquired a mastery over production, most notably in England, whose former industrial supremacy is now seriously endangered if not lost thereby. Because of their ability and energy in these wrong directions, the leaders who appear before the public as labor's advocates are practically its worst enemies.

In certain applications these so-called labor leaders are very well acquainted with the truth that the price of a day's work, as of everything else that has a price, is governed by demand and supply. They show this acquaintance by their eagerness to cut down the number of apprentices a factory may engage, and by the relentless rigor with which they repress competition from outside their unions. But, overlooking for the present—if we have power to overlook it—the heartless selfishness of their endeavor to win a victory for the minority of workers in the unions by bringing disaster and oppression on the great majority of workers outside—theirs is an economy which saves at the spigot and wastes at the bung. They achieve some success, perhaps, in keeping the best positions open to the laborer in the hands of their own adherents, while they cut down the produced value on which all labor depends for compensation; they do their utmost to cripple the demand for labor by making it a less valuable commodity and making investments in it uncertain. Take the case of the Morse Shipbuilding Company, of New York, a reputable concern of ample capital. They ran a union shop and paid the highest wages, but whenever they

got a particularly important contract the union leaders would set to wrangling on some trumped-up pretext, make impossible demands and order strikes, until the firm was broken up, and went into the hands of a receiver, its 2,500 men were thrown out of employment, and the 10,000 in their families brought to sore privation on the eve of winter. Instead of regretting their course, the labor leaders boasted of it, and gloried in this display of their power.

Take another case in New York where a manufacturer, in order to have a high grade of workmen, paid a higher rate per day than the amount prescribed by the machinists' union. The leader of the union ordered him to reduce the wages under threat of a strike. The manufacturer declined, the strike was ordered, and the men went out, not because they wished, but because they felt compelled. The object of this leader was to suppress emulation and discourage exceptional excellence on the part of the workmen. One of the cardinal principles of many unions seems to be to drag down all to a dead level in order that the man of industry and talent may receive no more than the loafer.

Attention should be called to another way in which union leaders ignore the determining effect of supply and demand on wages. They appear completely blind to the universal principle, which, notwithstanding occasional exceptions, must in the long run be generally true, that laborers receive in wages all their employers can afford to pay. If the employer made more money from their labor than his skill and enterprise honestly earned for him, a similar business would be started in competition; and the demand for labor would advance wages until an equilibrium was attained. The employer, therefore, can not impose upon his workmen for any long time or to any great extent. No union is needed to raise the general wage level, and it is not the unions that have raised it, but the progress of science and invention, general accumulation of capital and improved means of transportation, giving an increased purchasing power to the people. In the absence of such contributing factors the unions would be utterly powerless to raise the level of wages. Yet these are truths which the leaders of labor seem incapable of learning. They seem also not to realize that the employers of the land are to-day working harder to find employment for their men, and with less gain to themselves, than ever before. The profits of manufacturing, in percentages of output, are to-day far less than fifty years ago; then a manufacturer must have 40 or 50 per cent. on every contract, while now a good deal of his work is done at 5 per cent., and the average hardly exceeds 10 per cent. net on a total output. He must manage more carefully and work harder to make 10 per cent. than was required to earn his 40 or 50 per cent. a half century ago. It seems almost an axiom, yet these intelligent leaders do not seem to understand that the amount of wages essentially depends upon the gross

profits of the manufacturer, and is greatest where manufacturing profits are greatest. At a recent meeting in Chicago Mr. Gompers made wild threats of what might be done by working people this winter if depression forced the employers to lower their wages. If my object were to make a strong point against Mr. Gompers personally I might speak of this as an excitement to rebellion. But what here concerns us is his mental attitude. Ignoring the necessary dependence of amount of wages that can be paid upon price obtained for the product of labor, or, in other words, the universal and exorable law of supply and demand, Mr. Gompers appeared to think it possible to avoid lowering wages, or throwing men out of employment in time of depression. His proclamation was as idle as Mrs. Partington's endeavor to sweep back the Atlantic with a broom.

There has usually been, in explanations given for industrial depressions, such a mass of nonsense that further efforts in that line are rightly received with some suspicion; nevertheless, as the counterfeit proves the genuine, we may take this mighty array of spurious explanations as indicating a probably true explanation in the case of the depression now prevailing. What is it that is now closing factories and mines, throwing workmen out of employment by the thousands, cutting down the demand for metals and other materials, and discouraging enterprise for the future, if not the baleful power of the union leaders to arrest business with strikes and boycotts? It is easy to speak of the great trusts, and lay all manner of evils to their charge, but we know well that among the sins they will have to answer for this depression is not included. The great steel trust has been in operation for several years, during which business has thriven amazingly, and no other commercial condition is essentially different this year from the years of our fattest prosperity; none except that so many enterprises have been struck, as with paralysis, by the onslaughts of this industrial war. "Labor," so-called, has dealt a deadly blow; but has it not killed the goose that laid the golden egg? It is a commonplace of observation that the worst sufferers from business depression are the working people. They may show their power by holding up a great industry for months, as we saw in the anthracite strike a year ago, when they gained a sort of victory by securing a slight advance in wages. But when the cost came to be counted, it was found that the workmen had lost more in wages while idle than they could regain by the advance in a number of years; that so many consumers, who had been driven to the substitution of bituminous coal during the strike, had continued to its use, as seriously to diminish the demand for anthracite, thus cutting down the demand for labor in the anthracite mines—all were employed before the strike; very many are idle now, to say nothing of the distress in their own families from higher cost and scarcity of fuel. Another

such victory, as was said by King Pyrrhus of old, would be their ruin. Yet this is a type of what the strikers win from even the most successful of their campaigns in industrial war. Here, most eminently, is Franklin's saying true: "There never was a good war, or a bad peace."

It would not be right, in summing up the economic sins of labor unions, to let it appear that there are no sins of other kinds. There is little time here for extended consideration of their cruelty to their brethren outside the bond, and yet the latter are, we must not forget, by far the greater number. The largest estimate I have seen puts the proportion of union workmen at 15 per cent., or less than 3,000,000 out of 18,000,000; in fact, I believe 2,000,000 to be an overstatement, but will use that figure for the sake of argument. When the question is asked whether or not these two million have a right to tell the remaining 16,000,000 that they may only earn their bread by permission of the minority, it sounds like a burlesque; and yet to that very question we are brought by Mr. Mitchell's astounding claim, two weeks ago, in his Chicago speech, that the union men were justified in not permitting non-unionists to work. Mr. Mitchell did not explicitly add that all kinds of intimidation, intrigue, proscription and brutal violence were permissible in order to maintain this right of the 2,000,000 against the 16,000,000, but he doubtless knew that his followers would not be slow to interpret him. Well—we have heard Mr. Mitchell's opinion; and yet we must not permit out of reverence for his authority to hide from us the fact that there are others who venture to take a somewhat different view. For example, the Supreme Court of Pennsylvania. In its decision of a recent case this tribunal has held, in substance, that since the right of enjoying and defending life and liberty, of acquiring and possessing and protecting property, are inherent and indefeasible, and the right of free use of his hands is the workman's property, to exercise it "he must have the unrestricted privilege of working for such employer as he chooses, at such wages as he chooses to accept;" this being a right which no legislature or trades union can take from him, "and one which it is the bounden duty of the courts to protect." Any combination to prevent others from obtaining work or to prevent an employer from employing others is unlawful and "subversive of the letter and spirit of the Bill of Rights," because "a despotic and tyrannical violation of the indefeasible right of labor to acquire property."

It seems a perversion of language, if not an outrage on common sense, to speak of those who would uphold the rights of the great majority of workingmen against a mere fraction of their number as "enemies of the laborer," but while we do that, we do even more than that. We are, in fact, as we see the matter, defending 1,999,000 of the union's 2,000,000 against the 1,000 demagogues who are leading them astray. We do not oppose the principle of union among working freemen. This is one of

the rights of citizenship. What we oppose is the alleged rights of unions to wage war, within a peaceful commonwealth, on those who differ with them in opinion, and who decline to be subject to their orders. We oppose also the claim of leaders whose real regard for the interests of their class is shown by their readiness to diminish and waste that value of product out of which wages must be paid, to be accepted as authorities in political economy. If it be asked why this is not the general sentiment of all disinterested people, and why there is so prevalent a confusion of leaders with that of laboring men as a great body; the answer must be that people so generally hear but one side. The newspapers, on which our fellow-citizens chiefly depend for information, have been, with scarcely an exception, friendly to the unions and the union leaders. In some cases this is due to their natural preference for the supposed interest of the masses rather than the classes; in others, to their desire to conciliate an influential section of the body politic; in yet others, to apprehension from their own employees—trades unions being especially powerful among the printers. This contest between labor and capital is as senseless as one between brain and muscles, or heart and limbs—its very absurdity should have made it impossible.

Yet we can not blame the workingman for not knowing these things. Who has ever undertaken to teach him? If his employer stands aloof, and looks on him with indifference, can it surprise us to find him so ready to see an enemy where enlightened reason would point out a friend? Let it be our mission now to show him the truth, and prove it by our conduct toward him. If the union master-workman, or walking delegate comes to him with assurances of sympathy which really exists, and pretense of wisdom which generally does not exist, suggesting a hostile attitude towards capital as the suitable way to conquer and maintain his rights, can it surprise us to find him yielding to the flattering suggestion? Moreover, the workingman, although wrong in coming to such a decision, is, after all, not unmixedly wrong. He is conscious, in a vague, uncertain way, of some real benefit that his trade association confers upon him. He knows that it widens his horizon, and stirs up his mental faculties—after a fashion. The world of business is apt to be conservative; in certain individual cases, when the conductor of an enterprise has been too slow to realize that the general condition of the labor market calls for an advance in wages, the pressure of the unions may have been effective in bringing about the advance, although sometimes at the expense of their non-union brethren; and these cases are quite naturally more vividly present to the workingman's mind than is the general effect of strikes and other interferences in reducing production and the aggregate of wages with it. He must also be aware of what is, after all, the one important service which the unions are able to render

Hardware Price Current

AMMUNITION			
Caps			
G. D., full count, per m.	40		
Hicks' Waterproof, per m.	50		
Musket, per m.	75		
Ely's Waterproof, per m.	60		
Cartridges			
No. 22 short, per m.	2 50		
No. 22 long, per m.	3 00		
No. 32 short, per m.	5 00		
No. 32 long, per m.	5 75		
Primers			
No. 2 U. M. C., boxes 250, per m.	1 60		
No. 2 Winchester, boxes 250, per m.	1 60		
Gun Wads			
Black edge, Nos. 11 & 12 U. M. C.	60		
Black edge, Nos. 9 & 10, per m.	70		
Black edge, No. 7, per m.	80		
Loaded Shells			
New Rival—For Shotguns			
No.	Drs.	oz.	Size Gauge
120	4	1 1/2	10
129	4	1 1/4	9
128	4	1 1/4	8
126	4	1 1/4	6
135	4	1 1/4	5
154	4 1/2	1 1/4	4
200	3	1	10
208	3	1	12
236	3 1/2	1 1/4	6
265	3 1/2	1 1/4	5
284	3 1/2	1 1/4	4
Discount 40 per cent.			
Paper Shells—Not Loaded			
No. 10, pasteboard boxes 100, per 100.	72		
No. 12, pasteboard boxes 100, per 100.	64		
Gunpowder			
Kegs, 25 lbs., per keg.	4 90		
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.	2 90		
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.	1 60		
Shot			
In sacks containing 25 lbs.			
Drop, all sizes smaller than B.	1 75		
Augurs and Bits			
Snell's	60		
Jennings' genuine	25		
Jennings' imitation	50		
Axes			
First Quality, S. B. Bronse	6 50		
First Quality, D. B. Bronse	9 00		
First Quality, S. B. S. Steel	7 00		
First Quality, D. B. Steel	10 50		
Barrows			
Railroad	12 50		
Garden	32 00		
Bolts			
Stove	70		
Carriage, new list	70		
Plow	50		
Buckets			
Well, plain	4 50		
Butts, Cast			
Cast Loose Pin, figured	70		
Wrought Narrow	60		
Chain			
1/4 in. 5-16 in. 1/2 in. 3/4 in.			
Common	8 1/4 c.	7 1/4 c.	6 1/4 c.
BB	8 1/4 c.	7 1/4 c.	6 1/4 c.
BBB	8 1/4 c.	7 1/4 c.	6 1/4 c.
Crowbars			
Cast Steel, per lb.	5		
Chisels			
Socket Firmer	65		
Socket Framing	65		
Socket Corner	65		
Socket Slicks	65		
Elbows			
Com. 4 piece, 6 in., per doz.	75		
Corrugated, per doz.	1 25		
Adjustable	40 & 10		
Expansive Bits			
Clark's small, \$18; large, \$26	40		
Ives' 1, \$18; 2, \$24; 3, \$30	25		
Files—New List			
New American	70 & 10		
Nicholson's	70		
Heller's Horse Rasps	70		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28			
List 12 13 14 15 16 17			
Discount, 70.			
Gauges			
Stanley Rule and Level Co.'s	60 & 10		
Glass			
Single Strength, by box	dis. 90		
Double Strength, by box	dis. 90		
By the Light	dis. 90		
Hammers			
Maydole & Co.'s, new list	dis. 3 1/4		
Yerkes & Plumb's	dis. 40 & 10		
Mason's Solid Cast Steel	30c list 70		
Hinges			
Gate, Clark's 1, 2, 3	dis. 60 & 10		
Hollow Ware			
Pots	50 & 10		
Kettles	50 & 10		
Spiders	50 & 10		
Horse Nails			
Au Sable	dis. 40 & 10		
House Furnishing Goods			
Stamped Tinware, new list	70		
Japaned Tinware	30 & 10		

Iron	
Bar Iron	2 35 c rates
Light Band	3 c rates
Nobs—New List	
Door, mineral, jap. trimmings	75
Door, porcelain, jap. trimmings	85
Levels	
Stanley Rule and Level Co.'s	dis
Metals—Zinc	
600 pound casks	7 1/2
Per pound	8
Miscellaneous	
Bird Cages	40
Pumps, Cistern	75
Screws, New List	85
Casters, Bed and Plate	50 & 10 & 10
Dampers, American	50
Molasses Gates	
Stebbin's Pattern	60 & 10
Enterprise, self-measuring	30
Pans	
Fry, Acme	60 & 10 & 10
Common, polished	70 & 10
Patent Planished Iron	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages 1/2 c per lb. extra	
Planes	
Ohio Tool Co.'s fancy	40
Scioto Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
Nails	
Advance over base, on both Steel & Wire	
Steel nails, base	2 75
Wire nails, base	2 30
20 to 60 advance	
10 to 16 advance	5
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
Rivets	
Iron and Tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Alloway Grade	7 50
14x20 IX, Charcoal, Alloway Grade	9 00
20x28 IC, Charcoal, Alloway Grade	15 00
20x28 IX, Charcoal, Alloway Grade	18 00
Ropes	
Sisal, 1/2 inch and larger	10
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	30 00
Sheet Iron	
Nos. 10 to 14	32 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 80
Nos. 22 to 24	4 10
Nos. 25 to 28	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz	6 00
Second Grade, Doz	5 50
Solder	
1/4 @ 1/2	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron	60-10-5
Tin—Melyn Grade	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1.25.	
Tin—Alloway Grade	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50.	
Boiler Size Tin Plate	
14x56 IX, for No. 8 & 9 boilers, per lb.	13
Traps	
Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz.	15
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	3 00
Barbed Fence, Galvanized	3 00
Barbed Fence, Painted	2 70
Wire Goods	
Bright	30-10
Screw Eyes	30-10
Hooks	30-10
Gate Hooks and Eyes	30-10
Wrenches	
Baxter's Adjustable, Nickleled	30
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70 & 10

Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	48
1 to 6 gal. per doz.	6
8 gal. each	62
10 gal. each	66
12 gal. each	1 20
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 40
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	3 70
Churns	
2 to 6 gal., per gal.	6 1/2
Churn Dashers, per doz.	84
Milkpans	
1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	4
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6
Stewpans	
1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 10
Jugs	
1/2 gal. per doz.	60
1 gal. per doz.	45
1 to 5 gal., per gal.	7 1/2
Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun	25
No. 1 Sun	25
No. 2 Sun	48
No. 3 Sun	85
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	4 25
Quarts	4 50
1/2 Gallon	6 50
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun	1 60
No. 1 Sun	1 75
No. 2 Sun	2 54
Anchor Carton Chimneys	
Each chimney in corrugated carton	
No. 0 Crimp	1 80
No. 1 Crimp	1 78
No. 2 Crimp	2 78
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	1 91
No. 1 Sun, crimp top, wrapped & lab.	2 00
No. 2 Sun, crimp top, wrapped & lab.	3 00
XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.	3 25
No. 2 Sun, crimp top, wrapped & lab.	4 10
No. 2 Sun, hinge, wrapped & labeled.	4 25
Pearl Top	
No. 1 Sun, wrapped and labeled	4 60
No. 2 Sun, wrapped and labeled	5 20
No. 2 hinge, wrapped and labeled	5 10
No. 2 Sun, "small bulb," globe lamps.	80
La Bastille	
No. 1 Sun, plain bulb, per doz.	1 00
No. 2 Sun, plain bulb, per doz.	1 25
No. 1 Crimp, per doz.	1 25
No. 2 Crimp, per doz.	1 60
Rochester	
No. 1 Lime (55c doz.)	3 50
No. 2 Lime (75c doz.)	4 00
No. 2 Flint (80c doz.)	4 00
Electric	
No. 2 Lime (70c doz.)	4 00
No. 2 Flint (80c doz.)	4 00
OIL CANS	
1 gal. tin cans with spout, per doz.	1 25
1 gal. galv. iron with spout, per doz.	1 40
2 gal. galv. iron with spout, per doz.	2 20
3 gal. galv. iron with spout, per doz.	3 25
5 gal. galv. iron with spout, per doz.	4 30
3 gal. galv. iron with faucet, per doz.	4 20
5 gal. galv. iron with faucet, per doz.	7 00
5 gal. Tinting cans	9 00
5 gal. galv. iron Noctas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 65
No. 1 B Tubular	7 25
No. 15 Tubular, dash	6 50
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	13 50
No. 3 Street lamp, each	3 60
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx. 10c.	50
No. 0 Tub., cases 2 doz. each, bx. 15c.	50
No. 0 Tub., bbls. 5 doz. each, per bbl.	2 25
No. 0 Tub., Bull's eye, cases 1 dz. e'ch	1 25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0, 1/2 in. wide, per gross or roll.	24
No. 1, 3/4 in. wide, per gross or roll.	32
No. 2, 1 in. wide, per gross or roll.	46
No. 3, 1 1/4 in. wide, per gross or roll.	75
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00
Credit Checks	
500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	5 00
Steel punch	75

to his cause, that of demonstrating that workingmen are men; and that service, however crudely, awkwardly, stupidly, even viciously, the unions have sometimes performed. This must be a nation of freemen, and not of serfs or clods; if our laboring men are advised to associate in such else as their unions now are, we should recommend to them something in which their manhood is at least as fully and amply recognized; and we must be assured in our own consciences, and able to prove to them that their highest good is before us in whatever step we take.

What, then, are we to do, here and now? That is the question for practical men. We have not met to speak bitterly of labor unions, however much we may know, that appears to justify such fulmination. For what we complain of may be, after all, but the abuses, not the institution itself: A few centuries ago the power of the churches was shown in torturing, maiming, and burning at the stake, on a frightfully huge scale; little was seen of it but its abuse; yet we agree that the man who would have utterly condemned Christianity on that account would have been altogether too hasty. It may be proper to have a like caution against undue haste in our position. But the abuses to be counteracted are here grievous and flagrant. Of some of these I have already spoken; and the case of the recently convicted black-mailer, Parks, draws our attention to another that calls loudly for prompt remedy. Blackmail, in the name of organized labor, is levied throughout the country, directly or indirectly, to an extent not generally known. If employers had the financial strength and the nerve to refuse to surrender under any possible circumstances there would be little danger of strikes, and the threat of them would be innocuous; but many are so circumstanced that they either must submit or be ruined. Such employers need protection against the abuses of unionism, while the free employees also must be guarded from wanton and lawless attacks. For that purpose a special organization appears to be necessary. A. B. Farquar.

A Remarkable Hen.

"By crackey," remarked a chin-whiskered chap from down Skowhegan way, "about the funniest dern thing I ever see was a hen that mother had when I was a boy. She was good stock and mother prided herself on the hen and laid a heap of store by her laying and the young chickens she raised. The spring that I worked on the place before going off to the academy was a warm one, and hens begun laying early. Mother's pet was doing her duty, until one day she disappeared, and that was the end of her. At least that's what we all thought, for we couldn't find her, look where we would. There had been a tramp along the day before the hen was lost, and we guessed he knew where she was.

"About a month after the hen had shook us, I was out to an old barn that was not used and I heard a noise inside and went looking for it. Sounded like a hen, and I thought

maybe I'd get a nestful of eggs, unexpected like. I didn't, but down in a kind of an old harness-room, with a window in it so's I could see around, by crackey, if I didn't find mother's hen, just as lively as a cricket, but kind of scared of me. Been there six weeks, if she'd been there a day, and there wasn't enough chicken feed in there to load a canary. Over in the corner, though, was an old saddle blanket, and the hen had nested there, and there was three eggs. Well, I was that knocked over I set right down and looked at the hen. She'd got in there looking for a nest and the wind had blowed the door to, and there she'd stayed. But what had she been living on? That was what puzzled me. So I made up my mind to study henology a bit, and I left her there and come back in the evening about dusk. There was only two eggs in the nest, and not a hole anywhere for a rat to get in, even if there'd been any around, and I noticed something yaller on the hen's bill. Then I had the sum worked out. Plain as anything, too. Darned hen had been furnishing her own board, and drinking out of an old trough that the rain kept full, for the place wasn't waterproof. I worked it out that she had laid mebbe two eggs, first off, for she would lay a couple a day sometimes, and when she got hungry, she ate one. There's enough meat in an egg and shell for another one, and the hen had turned out a new egg on time. With the extra one for a start it was easy enough to keep ahead, and she had been working her food over right along for six weeks. Of course, it wouldn't have lasted always, but for the time she was shut up she managed to keep it going about as well as could be expected. She was some thin, though, and she went at the grain and soft stuff like a beggar when I took her back to the henyard."

Curious Origin of Names.

Muslin is named from Mosul, in Asia.

Serge comes from Xerga, the Spanish for a certain sort of blanket.

Bandanna is derived from an Indian word signifying to bind or tie.

Calico is called after Calicut, a town in India, where it was first printed.

Alpaca is the name of a species of Llama, from whose wool the genuine fabric is woven.

Cambric comes from Cambria, gauze from Gaza, baize from Bajac and dimity from Dametta.

Shawl is from the Sanskrit sala, which means floor, shawls having been first used as carpet tapestry.

The name damask is an abbreviation of Damascus; satin is a corruption of Zaytown, in China.

Velvet is the Italian "vellute," woolly, and is traceable further back to the Latin Vellus, a hide or pelt.

A gentleman will never insult or injure intentionally and is always ready to make immediate redress for an unintentional injury. It doesn't pay to bother with other people.

The foundation of a noble character is absolute sincerity.

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

JOHN G. DOAN COMPANY
WHOLESALE OYSTERS
IN CAN OR BULK
All mail orders given prompt attention.
Main office 127 Louis Street, GRAND RAPIDS
Citizens' Phone 1181
Buyers and Shippers of
POTATOES
in carlots. Write or telephone us.
H. ELMER MOSELEY & CO.
GRAND RAPIDS, MICH.

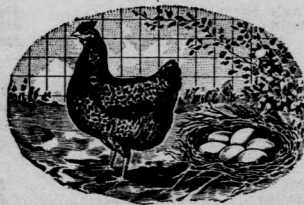
R. HIRT, JR.
WHOLESALE AND COMMISSION
Butter, Eggs, Fruits and Produce
34 AND 36 MARKET STREET, DETROIT, MICH.
If you ship goods to Detroit keep us in mind, as we are reliable and pay the highest market price.

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

EGGS EGGS EGGS
Do You Realize that BOSTON is the Best Market in this Country for EGGS?
Make us a trial shipment and we will convince YOU as we have OTHERS.
Wire for stencil at our expense.
HARRISON BROS. CO., BOSTON, MASS.
References: Faneuil Hall Nat. Bank, Any Mercantile Agency.

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

WANTED SPRING EGGS



Quote us your price or let us know and we will quote you.
Will try and trade if possible. Be sure and write us promptly.

LANSING COLD STORAGE CO. LANSING MICHIGAN



Observations of a Gotham Egg Man.

The output of eggs by wholesale receivers during February is a somewhat uncertain criterion of local consumption, because a considerable part of our receipts during that month is drawn away to other markets, chiefly to the north and east of us. Our receipts in February were 175,755 cases, but there were more eggs on hand at the close of February than at the beginning of the month, the accumulation amounting to, perhaps, about 10,000 cases. This shows a February output of about 166,000 cases, equal to 40,000 cases a week, under an average wholesale price of 30.17c. A fair guess at the quantity sent out of town during the month would be about 6,000 cases a week; if that is nearly right it would leave an average local consumption of 34,000 cases a week. We figured the average consumption in January at about 29,000 cases a week, with an average price of 32½c; in December 42,000 cases a week, average price, 32½c; in November, 54,000 cases a week, average price, 29 3-5c.

Although we often have very rapid and heavy declines in egg prices when a period of winter scarcity draws to its end, it is rare that prices go down with such a thud as they did last week; a decline of 13c a dozen in a single week is not often experienced. And yet it is a perfectly natural occurrence under the conditions that prevailed, even although these conditions could not be anticipated with any certainty. When consumptive demand here is cut down to an average of about 35,000 cases a week and eggs are as expensive to consumers as they have been recently, the demands of the trade do not, of course, respond immediately to a decline; they may make some immediate increase, but it takes some time before they reach a volume normal to the lower figure. Consequently, a sudden increase in receipts, even if not very great, makes it necessary for some one to carry the surplus, and when all indications point to a steady enlargement of supplies, and the natural tendency is toward the relatively low point of permanent speculative support, no one wants to carry surplus except at a price that will be low enough to induce the hope of a temporary recovery. Whenever there is a surplus beyond actual requirements prices must inevitably fall to a speculative basis. The momentary recovery in our market last Friday was due entirely to the speculative withdrawal of stock, largely under orders from shippers whose goods had cost high and who could not realize that so radical a break was legitimate and lasting. But as the price was pushed back from 23c to 24c solely by taking these goods off the market it was perfectly natural that it should decline again as soon as enough of them were thrown upon the market to again exceed the actual trade demands.

Egg production is now increasing in a much wider territory, and it is too late to expect any further material interference by inclement weather. In some of the far Southwestern sections, where eggs are coming in very freely, collectors have succeeded in getting their prices down pretty near to the spring storage basis and at the rate stock is coming forward there is a very good prospect that our increasing consumptive needs will be amply supplied.

Now that eggs are becoming plenty and reasonably cheap, buyers are beginning to be more particular in their selection of quality and a greater preference will be shown for large, clean, well selected and well packed stock. It is time, therefore, that packers should be more particular in putting up the stock. As all eggs are now practically fresh and of good quality grading can be easily and rapidly done by casual inspection and all dirty eggs, as well as all of very small size, should be kept out of the No. 1 grade and shipped separately. I would suggest that it is often a material advantage to a shipper to have his goods so graded and packed as to be safely offerable as "firsts" or "extras" under the Exchange rules.—N. Y. Produce Review.

The Use of the Whip.

That the whip has a place in legitimate horsemanship there is no question, but there is probably no other thing in connection with horse education (especially the colt) where the application of the whip is oftener out of place than all others put together. The use of the whip is to encourage the colt to move forward promptly when the command is given, but it must not be forgotten that the application of the whip should be at the rear end, and always in association with the word "start," yet never before the command is given for the forward movement, but so quickly after the word is spoken that the colt readily understands what is wanted. These two (the word and blow) must succeed each other so closely that the colt can not help feeling that when the word is spoken the whip is right after it, and to avoid the pain of the whip it acts so promptly that the punishment is avoided, and it learns this, too, so there is no further use of the whip with the ambitious horse (the word is sufficient), and it would be doing a great injustice to use the whip on the horse that is trying to do all that should be required.

One sharp cut with the whip is far better than any number of strokes following; in fact, no one should ever be permitted to whip a colt into (what is erroneously termed) submission. This term is a misnomer as applied to colt education, and should not be tolerated under any circumstances. Such a thing as a fight between a man and a horse is altogether wrong, and no good can come of it; but, on the contrary, bad habits are almost sure to follow—bad feelings engendered that can not be eradicated—and possibly tricks learned by the horse that the best of handlers can not overcome.—Saddlers' Gazette.

Greatness is always gentle.

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 some 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.

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

L. STARKS CO.

THE LARGEST EXCLUSIVE DEALERS
IN POTATOES IN AMERICA

Michigan Office, Houseman Bldg., Grand Rapids, Michigan

Write or telephone us if you can offer

POTATOES BEANS APPLES
CLOVER SEED ONIONS

We are in the market to buy.

MOSELEY BROS. GRAND RAPIDS, MICH.

Office and Warehouse 2nd Avenue and Hilton Street.

Telephones, Citizens or Bell, 1217.

BEANS

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

BROWN SEED CO.

GRAND RAPIDS, MICH.

FLOUR

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

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

THE VINKEMULDER COMPANY

Car Lot Receivers and Distributors

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

14-16 Ottawa Street, Grand Rapids, Michigan

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

Fresh Eggs Wanted

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

Wire, write or telephone.

S. ORWANT & SON, GRAND RAPIDS, MICH.

Wholesale dealers in Butter, Eggs, Fruits and Produce.

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



Michigan Knights of the Grip
President, Michael Howarn, Detroit;
Secretary, Chas. J. Lewis, Flint; Treasurer, H. E. Bradner, Lansing.

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

Grand Rapids Council No. 131, U. C. T.
Senior Counselor, S. H. Simmons; Secretary and Treasurer, O. F. Jackson.

Some Living Examples of Traveling Men's Snaps.*

Our toastmaster has given me orders to deliver a toast on "The Commercial Traveler and his Snap;" and to such I most faithfully respond; but owing to the warm disposition of the toastmaster and his still warmer name—all of which had an influence in inducing me to accept this great responsibility—I trust I will not be alone blamed if the toast is so far influenced by these high temperatures that it occasionally turns to a "roast."

I presume, if nine out of ten commercial travelers were asked about the snap they have in traveling around and seeing the country at the other fellow's expense, they would remark that they had anything but a snap. At the same time, if their employers were asked about the same subject, they would answer that if their commercial travelers did not have a snap, they would have no use for them.

Why should not the commercial traveler consider he has a snap, when all he has to do is to travel around and talk? Of course, he has to be away from home the greater part of the time; but then, home is a poor place compared with the hotels, trains and lunch rooms he has while on the road. Then think of the variety of hotels, with their various cookings, beds and accommodations. Changes come suddenly sometimes. He may meet the cockroach running around on his bed at night, and the same one on the table for breakfast. Oftentimes the entire family come out to welcome him at both places. This only goes to show that he has friends among all classes, even the hotel proprietors, as they charge the same, "with or without."

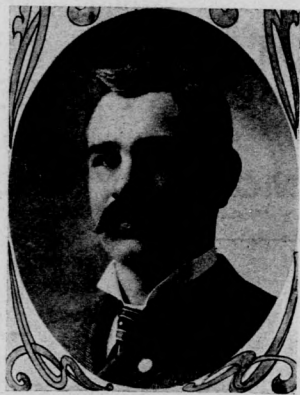
He has to wait for long overdue trains in stuffy, poorly-ventilated depots, but then this is only a rest and a pleasant change from calling on his trade, or the tedious railway travel, and should be appreciated. Often this long wait for trains is just at a time in the evening when, if he were at home, he would be bored by his friends or family, and which he is now avoiding. These things should all be considered in that calm, dignified and generous manner that only commercial travelers are capable of.

Then the pleasant riding on the trains in excessive heat, as well as cold—and this class of men always play to the limit; the enjoyable chats with prospective customers that are interesting as well as instructive, as

*Address by Frank A. Simonds at annual banquet Grand Rapids Council, No. 131.

he has to crack the same old jokes that he has fractured right along on the trip and listen with great interest to others that were mouldy before Columbus and Mr. Dooley landed in Castle Garden. These things educate him to forget as soon as possible, so as to be ready for the next customer and also to keep his hearty laugh imitations in good working order.

Another point that goes to show that this commercial traveler has nothing more to wish for to make his lot an easy and enjoyable one is when a customer rises in his wrath and begins throwing rocks at the house, the goods, the price and the representative on account of some correspondence received from the house which was written by ordinary mortals of "short sightedness" and "sarcasm," and for which, the traveling man receives all the stored up energy the customer receiving such a letter has had time to accumulate since. Or it may be the house has failed, for some reason, to make a prompt shipment of an important order. No matter what the reason or the unreasonableness of the attack was, the commercial traveler is



Frank A. Simonds

the one that the floor is mopped with, and after he considers the customer has shed sufficient amount of his life blood and ought to be in a happier frame of mind, he sidesteps his opponent and on his knees in sackcloth and ashes beseeches another order, for, of course, he must secure orders and hold customers for the house without regard to personal feeling or his own independence, and a commercial traveler has not taken his thirty-second degree until he can do this without breaking any of the commandments.

This is only another case where his life should be considered, as one round of pleasure and usefulness, as it may happen that in the next world, of which we hear and all expect to reach, although some say they will "die first" there may be human "foot balls" and "mops" needed, and then those who have earned their laurels in this line here can be of use to enhance the pleasure of others there. But I understand, all commercial travelers expect to go to the same place eventually, so it is hard telling who will amuse the people in his Satanic territory.

Aside from these side glances of a few of the many pleasures and joys

of the commercial traveler, there are many others, including the luxury of a several miles' drive through mud or snow, with the health giving zone filled with water or icicles and frost or being snowbound several miles from the nearest nowhere and in being forced by the house to take a four weeks vacation each year without loss of salary when he would much rather travel.

But to shift from this doubtful snap to the snap of which there is no doubt, and the snap the commercial traveler uses for the benefit of his employer, I would state that the more successful such a person is, the more of a snap he must necessarily have. Show me a thoroughly successful traveling man without any snap and I will venture to say he can get a high salaried position in a freak show, as such a combination is impossible. It is not necessary for a man to dance "buck and wing" or "muscle dance" while trying to induce an order, as snap in trade is not necessarily "quick action" or "agility," but is the steady "forge ahead," "obstacle overcoming," "one object in view," "get there" disposition, and is manifested in many ways, but with the same results in all cases.

This is the snap that pays the employer and, in return, pays the commercial traveler endowed with it. It is what the world is looking for and it cannot be held to a back seat or the tail end of the procession. It is going to have seat No. 1 front, and the first seat at the circus, if it has to crawl under the canvas to get there, and it doesn't have to wait for any man to die or leave a place, but makes a place for itself.

These are pleasant things to remember, when business is not coming as well as has been expected or the world looks dark to one, as this snap is not necessarily an inheritance, and acquired without effort, as the throne is, by kings, or the toastmaster's chair by others; but is in the composition of every man of ordinary ability, although in some cases more dormant than in others and sometimes business misfortune or reverses are necessary to bring it out. In some cases the misfortune is oftentimes a blessing, as it proves a means of their learning their own ability and results in greater confidence in themselves, much to their future benefit.

For fear this matter may not be thoroughly understood and appreciated, it may be well to give a few examples. I would therefore call attention to a few cases where snap, and other things, have accomplished results.

Take Franklin Pierce, for example. Although handling a slippery proposition for years, he has not fallen by the wayside, nor have the wagons using his axle grease, neither has the law, thus far, started proceedings against him.

Harry Gregory and Bert Bodwell, as well as others, have the run of confectionery stores in this district and are considered by the fair sex, as sweet gentlemen, while really, it is the candy and snap that gives them this freedom in such stores and the ladies' society.

Will Simmons is an oily fellow and slips along through life in an easy way. He would not even grease his boots with the oil he sells to others and accepts good money for.

Wilbur Burns tries to keep people in a foam all the time and insists on hotels serving his cakes with their ice cream. He can soap some people now and expects to all the people as soon as he has cultivated this snap to a greater extent.

Henry Snitseler enjoys calling people on the carpet and brussels up and threatens to send them over the border if they don't buy yards from him.

Will Holden believes in temperance. He handles only dry goods in order to accumulate the long green. If Will had the excess of snap that he carries in baggage, he could probably handle green goods and have a good cell in Jackson.

John Dekker is always ready for a brush with anyone and claims when his paints are used they will cover up the defects in Archie David's lumber. He rushes the cans, even in hardware stores, and is always full (of business).

Harvey Skillman is very modest. Every time he hears a dainty foot he turns to rubbers and thinks its all a sell. Sometimes it is, that's what his firm pays him for.

Sam Simmons gets left as often as he has rights. He believes in close lacing, but not in going around with tongues out looking for orders. He thinks every one should have a pair and sells his shoe in that way.

George Alexander believes snap a good thing, excepting a wagon tongue. George is wagging along the year around, and has a fair time in the fall.

Ed. Andrew has an organic trouble. He is, however, getting rid of some. He has the ability of making more notes than the majority of salesmen. He says, he believes that wind is better than "snap" for his line.

Billy Starr has many ties, but is ready to collar more. He claims it is snap that allows him to use his improved elastic tape measure, and so guarantees a number thirty-two suit to fit a number forty man. He fairly pants to suit his trade.

Trusting that these few living examples, showing the wide range of uses to which the right kind of snap can be applied, will be sufficient to stimulate those that have not fully developed this trait, to the immediate necessity of doing so, I thank you all for your attention.

LIVINGSTON HOTEL



The steady improvement of the Livingston with its new and unique writing room unequaled 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.

Annual Meeting of Grand Rapids Council, No. 131.

At the annual meeting of the Grand Rapids Council, No. 131, held at the hall of the order in this city last Saturday afternoon, the following officers were elected for the ensuing year:

Past Counselor—Wm. B. Holden.
Senior Counselor—S. H. Simmons.
Junior Counselor—T. E. Dryden.
Secretary and Treasurer—O. F. Jackson.

Conductor—W. D. Simmons.
Page—J. H. Taylor.
Sentinel—John Hondorp.
Executive Committee—C. P. Reynolds, J. H. Dawley, John H. Miller and Henry Snitseler.

Seven candidates for admission presented themselves and were ground through the mill.

The annual report of the Secretary and Treasurer was as follows:

Members one year ago.....	224
Initiated during year.....	38
Received by card.....	2
Reinstated	12
	276
Suspended	26
Transferred	4
Deceased	2
	32

The amount of cash on hand one year ago was as follows:

General fund	\$349 50
Indemnity fund	94 00
Widow and orphan fund	4 00

The amount on hand March 5, 1904, was as follows:

General fund	\$ 539 24
Indemnity fund	468 00
Widow and orphan fund ..	8 00

\$1,015 24

In the evening the annual banquet was held in the lodge rooms, being participated in by about 150 members of the order. Instrumental music was furnished by the Owl mandolin club and vocal music by Rademacher's quartette.

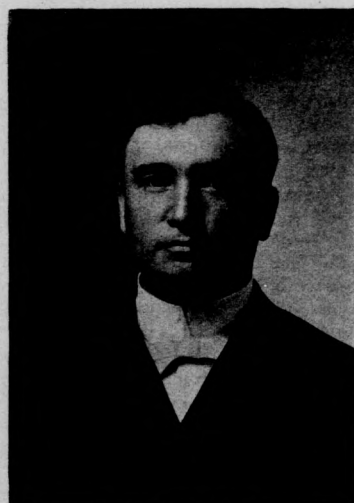
After the tempting menu had been discussed for an hour, Toastmaster Burns assumed the management of the affair and introduced, in turn, Wm. B. Holden, Samuel Simmons, Mayor Palmer, Rev. J. Herman Randall, John J. Hardy, Wm. Judson, O. F. Jackson and E. A. Stowe, all of whom delivered addresses. Dr. Randall's talk was of about an hour's duration and was full of meat from start to finish. The Tradesman regrets its inability to reproduce his remarks verbatim. A portion of Mr. Judson's address is reproduced elsewhere, and a paper by Frank A. Simonds, which was read by a brother member on account of the ill health of the author, is given elsewhere in this week's issue.

The speeches were interspersed with songs by the quartette and elocutionary efforts by Joseph Golden.

Mr. Jackson's talk was as follows:

"Our genial toastmaster, the only and original Wilbur S. Burns, has not only requested me but has insisted that I say something to you to-night about the commercial traveler. Well, as Wilbur will receive

more censure for making the selection than I will for making the attempt, I will ask you to go back with me for a few short years and your memory will not fail to recall the time when traveling salesmen, as a class, were not admitted into the best society. They were considered good enough to sit around the stove in the store or hotel or to listen to as they told the stories they were expected to narrate at each regular or periodical visit, but when it came to taking them into the homes to mingle with the family or to some social function, the merchant with whom they were doing business was a little shy. Why was this? It was because traveling men were not looked upon as eligible, not because of lack of mental qualifications, as that has always been a necessary adjunct to successful salesmanship, but it was because of the idea that they



Wilbur S. Burns

were not up to the moral standpoint. Unfortunately, in a great majority of cases this opinion was not without foundation. A change has taken place and to what are we indebted for this change? The answer is simple. It has been accomplished largely by the traveling men themselves, from the very essence of necessary qualifications and, with the acumen with which all successful salesmen are endowed, they arose to the occasion and elevated the business of commercial traveling from an occupation that was looked down upon by all to a profession that is looked up to by everyone, and those who are engaged in the business of commercial traveling to-day are the peers of anybody.

"In studying the best means to succeed as a salesman, he has reached the very result which has elevated him to his present standard. To be a gentleman at all times, to be honest with the customer as well as with the firm which he represents, casting subterfuge and misrepresentation aside, has enabled him to gain the confidence of the trade and the respect of everyone with whom he has come in contact, and this he has done by the power of a noble manhood.

"Has this been easy of accomplishment? I should say no. The traveling man has had many and adverse

circumstances to contend with, all kinds of men with all kinds of characters to study and at all times compelled to wear the pleasant smile and to give the hearty handshake.

"Happy is the traveling man who can take the measure of his customer and value him for what he is worth, and thrice happy is he who can present to his attacks the impenetrable armor of serenity. His years shall be long and full of prosperity. His head shall be in the sunshine and no shadow shall be around his feet.

"In conclusion let me add that if the traveling man wishes to reach the highest altitude in the profession of commercial traveler he should unite himself with the order of United Commercial Travelers of America and it is done."

Daniel B. Speaker, the Coldwater traveling salesman who was hurt some time ago in a caboose of a local freight on the Michigan Central road, his hip being broken and other severe injuries received, has settled with the road's agent for \$5,200.

William C. Schmitt, of Milan, has gone on the road for the Eastman Kodak Co., of Rochester.

Nothing but a river could get along with its mouth so far from its head.

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

This is a sample of our

**\$1.25
Trimmed Hat**

We make more than two hundred styles of Ladies' Trimmed Hats, prices \$1 25, \$1 50, \$1 75, \$2, \$2 50, \$3, \$3 50, \$4 and \$5 each, assorted in black and colors. Send for our new spring catalogue showing cuts and prices of Trimmed and Untrimmed Hats.

Corl, Knott & Co., Limited
20, 22, 24 and 26 N. Division St.
Grand Rapids, Mich

Four Color Map

of the

Japanese-Russian War District

9 1/2 by 12 inches in size

500....\$ 6

1000.... 10

2000.... 15

5000.... 25

Including imprinting of firm name and business.

What better souvenir of the war can you present to your customers?

Sample free.

Tradesman Company
Grand Rapids



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.



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 Ann Arbor—March 1 and 2.
 Star Island—June 20 and 21.
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The Stringency of the Drug Clerk Market.

One of the most surprising of recent phenomena in pharmacy is the scarcity of drug clerks. When this condition first manifested itself a year or two ago it was thought to be temporary only. Everybody expected the situation would be relieved naturally in a short time. But it was not. If anything, the drug clerk market is more stringent than it was a year ago. Employers, finding it increasingly difficult to get, not only good clerks, but any clerks at all, are becoming somewhat alarmed, and are asking themselves what the reason is for the scarcity of material.

There are two reasons in the main, and they are both reasons of considerable moment: drug clerks are called upon to work long hours, and they are poorly paid. Particularly are the returns small when the length of the work-day is taken into consideration. A joint study of human nature and political economy will show that men gravitate to occupations where they are well remunerated and where the toil is not unduly irksome, and away from occupations where the reverse of these conditions obtains. During the last few years many young men who would otherwise have been drug clerks have gone into wholesale houses, manufacturing plants, and large commercial establishments generally. They do not always get more pay, but the prospects are better, and the hours and conditions of labor are certainly far more satisfactory. It goes against the grain, particularly against the grain of young men, to work evenings and Sundays.

Now what is to be done about it? Naturally the first thing to do after discovering the cause of a disease is to remove it; but unfortunately it is not going to be so easy as it sounds to adopt this remedial measure in the present case. It is all well enough to say that proprietors should pay their clerks larger salaries, but in many instances they are not able to do it. The business will not permit it. In the larger and more successful stores, however, salaries have already advanced considerably, and it seems quite likely that they will con-

tinue to do so in response to the law of supply and demand. We shall be surprised if the pay of a drug clerk, the prosperous condition of the country remaining the same, is not appreciably larger five years from now than it is at present.

But what about the other horn of the dilemma—the question of a shorter work-day? Well, while the prospects here are perhaps not so roseate as we should like them, there are several indications that a better condition of things is gradually being ushered in. "The new economic order" brings some hope. When separate pharmacies are brought into coordination, and when the stores become larger, the plan of having clerks work in "shifts" will be more extensively adopted, and the hours of labor will thus be considerably reduced. As a matter of fact, this has already been one of the beneficial results of the combination movement in pharmacy; and the welfare of the clerk is indeed largely concerned in the future development of the order. Then, larger businesses mean more positions of importance, and more of possibility for the young man hungering after success and achievement.

The early closing movement also has in it something of hope. In town after town throughout the country the druggists have gotten together, realized how unnecessary it was to keep their stores open all hours of the night, and reached the wise decision of ending the business day at nine o'clock in the evening—perhaps indeed at eight o'clock. In some instances the stores have been closed all day Sunday, or have been opened only for an hour or two. These arrangements have so far been successful only in the smaller towns, but fortunately wisdom is sometimes contagious, and we may hope that the infection will spread.

Finally, leaving the general for the specific aspect of the situation, let us assure each individual pharmacist that he has the remedy largely in his own hands. If he finds it difficult to secure good clerks, let him offer them more money and fewer hours, and we are quite sure that his call will be heard and heeded.—Bulletin of Pharmacy.

Last year there was an attempt to introduce ribbon pins, but the price was too high. Now they are being made in cheaper goods, and will undoubtedly be very good sellers. They come in plain and fancy effects, finished in bright Roman gold, rose gold and silver. They are about a quarter of an inch longer than the ordinary beauty pin. They are handy for pinning stock collars. Some are ornamented with turquoise, pearl or brilliant setting, but the plain ones are most in demand.

There is a law from which no man escapes. Sin entails its own punishment and virtue brings its reward. Deep down in every man's nature, struggling against long deferred recognition is the principle of good, and we should remember it is not what we take up, but what we give up, that widens the distance between ourselves and the quadrupeds.

The Drug Market.

Opium—Is dull and lower.

Morphine—Is unchanged.

Quinine—Prior to the Amsterdam bark sale it was the opinion that quinine would be advanced, but the bark was not sold at as high a price as was expected and there was much disappointment over the result. As yet there has been no advance in the price.

Carbolic Acid—Is in very large demand in Europe for the manufacture of explosives. The price has advanced and is likely to go higher. Advance so far is 2c per pound.

Grain Alcohol—Has been advanced 2c per gallon by distillers on account of higher price for corn and increased demand.

Russian Cantharides—Are very firm and tending higher.

Cod Liver Oil—Is weak as it is almost time for new oil. Prices are tending lower.

Glycerine—Crude continues to advance in foreign markets, where nearly all our supplies come from. It should be advanced, but manufacturers are competing with one another. It is believed that they will have to mark up their price in the near future.

Lycopodium—Continues very firm and is advancing.

Menthol—Has advanced 90c within the last ten days and a further advance is looked for as the laid-down cost from Japan would be about 75c over the present price.

Oils Anise and Cassia—Continue to advance on account of conditions in the Far East.

Oil Peppermint—Is in a very firm position. Stocks are said to be small and prices tending higher.

Natural Sassafras and Wintergreen—Continue very high and stocks are small.

Gum Camphor—There has been no change in the past week. Prices are very much higher in Europe than in this country. It is said that Japanese refined camphor has been sold for more than a year ahead for Europe and American accounts, and there is no crude coming forward.

Goldenseal Root—Is very firm but unchanged. Prices will continue high until fall.

First Coin Made in This Country.

The Treasurer of the United States on May 6, 1903, redeemed two half-cent pieces. This is the first time in the history of the country that any such coins have been presented for redemption. It is more than a century since the first half-cent piece was coined, and it is nearly fifty years since the Government discontinued minting them.

Possibly not one person in a thousand now living in the United States ever saw a half-cent piece.

The last annual report of the director of the mint, page 82, shows that 7,985,222 of these coins, representing \$39,926.11, were issued. For almost half a century each annual report of the Treasury Department has included them among the "outstanding" obligations of the Government.

The half-cent piece was the coin of the smallest denomination ever made by this country. It enjoys the distinction also of being the first coin

issued, and also the first whose denomination was discontinued. The United States mint was established in 1792, and copper half-cents and cents were issued in 1793. Half the total number of half-cents issued were coined previous to 1810, after which year their coinage, with few exceptions, was limited. None were coined for circulation from 1812 to 1824, nor from 1836 to 1848. Finally, in 1857, their coinage, with that of the big copper cent, was discontinued. On account of their limited issue in the last years of their coinage they practically had disappeared from the channels of trade.

The needs of adopting the half-cent as our lowest value-computing factor for a coin were made in the early days of the republic. Colonial half-cents and British farthings of the same commercial value were then in circulation, and many articles were priced and sold in half-cents. With the progress of the nation values rose and the needs for a half-cent disappeared, and their use following the first decade of the century was almost entirely confined to multiples.

While all other discontinued types and denominations of United States coin have found oblivion, the half-cent is the only one of which Treasury reports do not record some portion of the issue redeemed. This singular and unexplained fact has been one of frequent comment and enquiry from mint and treasury officials.

Large quantities of half-cents are to be found in the stocks of coin dealers. The most common dates are sold at a good premium and the extremely rare ones are worth their weight in gold.

Ferran Zarbe, of St. Louis, was the man who sent the two half-cent pieces to Washington for redemption. He now prizes highly the little voucher calling for "one cent," and which was sent to him with that amount of current coin in exchange for the two half-cent pieces he had forwarded.—Chicago Inter Ocean.

The gold dollar that has been issued under a special act of Congress to commemorate the Louisiana Purchase Exposition, has been pronounced by the official bulletin of the American Numismatic Association "the finest example of die engraving and metal stamping, a gem of numismatic excellence." This coin is of two types: one bears the head of Thomas Jefferson, the other what is said to be the best portrait of the late William McKinley. The issue is limited to 125,000 of each type. The price is \$3 each.

Cuff links representing scarabs are all the rage. Other popular ones are of matt gold, chased in open work, and show flowers adorned with precious stones.

Make it down-hill to your store from all directions and trade will flow in.

FRED BRUNDAGE

Wholesale Drugs and Stationery,

Fishing Tackle, Sporting Goods,
 Fireworks and Flags.

32-34 Western Ave., MUSKEGON, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Acidum		Erigeron 4 25@4 50		Tinctures	
Aconitum	60 8	Erigeron	1 00@1 10	Aconitum Nap's R	60
Benzoinum, Ger.	70 75	Gaultheria	2 50@2 60	Aconitum Nap's F	50
Boracic	17	Geranium	os. 75	Aloes	50
Carbolicum	25@ 28	Gossypil, Sem gal	50@ 60	Aloes & Myrrh	50
Citricum	38@ 40	Hedera	1 40@1 50	Arnica	50
Hydrochlor	30 5	Juniper	1 50@2 00	Assafoetida	50
Hydrocyanic	30 10	Lavandula	90@2 75	Atropine Belladonna	50
Oxalicum	12@ 14	Limonis	1 15@1 25	Aurant Cortex	50
Phosphoricum, dil.	42@ 45	Mentha Piper	3 50@3 75	Benzoin	50
Salicylicum	42@ 45	Mentha Verid.	5 00@5 50	Benzoin Co	50
Sulphuricum	1 10@1 20	Morhuac, gal.	2 75@4 00	Banana	50
Tannicum	1 10@1 20	Myrica	4 00@4 50	Cantharides	50
Tartaricum	38@ 40	Olive	75@2 00	Capsicum	50
Ammonia		Picis Liquida	100 12	Cardamon	50
Aqua, 15 deg.	40 6	Picis Liquida gal.	90@ 94	Cardamon Co	50
Aqua, 30 deg.	60 8	Ricinis	90@ 94	Catechu	50
Carbonas	13@ 15	Rosmarini	01 00	Cinchona	50
Chloridum	12@ 14	Rosae, oz	5 00@5 00	Cinchona Co	50
Aniline		Succini	40@ 45	Columba	50
Black	2 00@2 25	Sabina	90@1 00	Cubebae	50
Brown	30@1 00	Santal	2 75@2 00	Cassia Acutifol	50
Red	45@ 50	Sassafras	85@ 90	Cassia Acutifol Co	50
Yellow	2 50@3 00	Sinapis, ess, oz.	01 65	Digitalis	50
Baccae		Tigil	1 50@1 50	Ergot	50
Cubebae	po. 25 22@ 24	Thyme, opt	40@ 50	Ferri Chloridum	50
Juniperus	30@ 35	Theobromas	15@ 20	Gentian	50
Xanthoxylum	30@ 35	Potassium		Gentian Co	50
Balsamum		Bi-Carb	15@ 18	Gulaca	50
Cubebae	po. 20 12@ 15	Bichromate	13@ 15	Gulaca ammon	50
Peru	60@ 65	Bromide	40@ 45	Hyoscyamus	50
Terabin, Canada	60@ 65	Carb	12@ 15	Iodine	50
Tolutan	45@ 50	Chlorate po 17@19	15@ 18	Iodine, colorless	50
Cortex		Cyanide	24@ 28	Kino	50
Abies, Canadian	18	Iodide	2 75@2 85	Lobelia	50
Cassiae	12	Potassa, Eitart pr	30@ 32	Myrrh	50
Cinchona Flava	18	Potassa Nitras opt	7@ 10	Nux Vomica	50
Eunonymus atro.	30	Potassa Nitras	6@ 8	Opil, comphorated	50
Myrica Cerifera	30	Prussiate	23@ 26	Opil, deodorized	50
Prunus Virgini	12	Sulphate po	15@ 18	Quassia	50
Quillaia, gr'd	12	Radix		Rhatany	50
Sassafras	po. 18 14	Aconitum	20@ 25	Rhei	50
Ulmus	.25, gr'd. 45	Althae	30@ 33	Sanguinaria	50
Extractum		Anchusa	10@ 12	Serpentaria	50
Glycyrrhiza Gla.	24@ 30	Arum po	01 25	Stromonium	50
Glycyrrhiza, po.	23@ 30	Calamus	20@ 40	Tolutan	50
Haematox	11@ 12	Gentiana	po. 15 12@ 15	Valerian	50
Haematox, ia.	13@ 14	Glycyrrhiza pv 15	16@ 18	Veratrum Veride.	50
Haematox, 1/4s.	14@ 15	Hydrastis Cana.	01 50	Zingiber	20
Haematox, 1/8s.	16@ 17	Hydrastis Can po	01 50	Miscellaneous	
Ferru		Hellebore, Alba.	12@ 15	Aether, Spts Nit 3	30@ 35
Carbonate Precip.	15	Inula, po	18@ 22	Aether, Spts Nit 4	34@ 35
Citrate and Quinia	2 35@ 25	Ipecac, po	2 75@2 80	Alumen, gr'd po 7	3@ 4
Citrate Soluble	75	Iris plox	35@ 40	Annatto	40@ 50
Ferrocyanidum S.	40	Jalapra, pr	25@ 30	Antimoni, po	40@ 50
Solut. Chloride	15	Maranta, 1/4s	01 25	Antimoni et Po T	40@ 50
Sulphate, com'l	2	Podophyllum po.	75@1 00	Antipyrin	25
Sulphate, com'l, by	80	Rhei, cut	01 25	Antifebrin	20
Sulphate, pure	7	Rhei, pv	75@1 35	Argent Nitras, oz	45
Flora		Rhei, 1/4s	35@ 38	Arsenicum	10@ 12
Arnica	15@ 18	Sanguinari, po 24	01 22	Balm Gilead buds	50
Anthemlis	22@ 25	Serpentaria	65@ 70	Bismuth S N	20@ 23
Matricaria	30@ 35	Senega	75@ 85	Calcium Chlor, 1s	01 9
Folia		Smilax, off's H	01 40	Calcium Chlor, 1/4s	01 10
Barosma	30@ 33	Smilax, M	01 25	Calcium Chlor, 1/8s	01 12
Cassia Acutifol	20@ 25	Scilla, po 35	10@ 12	Cantharides, Rus.	01 10
Cassia, Tinnely	20@ 25	Symplocarpus	01 25	Capsici Fruc's af.	01 20
Cassia, Acutifol.	25@ 30	Valeriana, Eng.	01 25	Capsici Fruc's po.	01 22
Salvia officinalis,	12@ 15	Valeriana, Ger	15@ 20	Capi Fruc's B po.	01 15
1/4s and 1/8s.	12@ 15	Zingiber a	14@ 16	Caryophyllus	25@ 28
Uva Ursi	8@ 10	Zingiber j	16@ 20	Carmine, No 40	01 30
Gummi		Semen		Cera Alba.	50@ 55
Acacia, 1st pkd.	01 65	Anisum	po. 20 01 16	Cera Flava	40@ 42
Acacia, 2d pkd.	01 35	Aplum (gravel's)	13@ 15	Coccus	40
Acacia, 3d pkd.	01 35	Bird, 1s	40@ 6	Cassia Fructus	01 35
Acacia, sifted sts.	01 28	Carul	po 15 10@ 11	Centaria	01 10
Acacia, po.	45@ 65	Cardamon	70@ 83	Cetaceum	01 45
Aloe, Barb.	12@ 14	Coriandrum	80 10	Chloroform	55@ 60
Aloe, Cape.	01 25	Cannabis Sativa	64@ 7	Chloro'm, Squibbs	01 10
Aloe, Socotri	01 30	Cydontium	75@1 00	Chloral Hyd Crst.1	35@1 60
Ammoniac	55@ 60	Cheopodium	25@ 30	Chondrus	20@ 25
Benzoinum	35@ 40	Dipterix Odorate.	80@1 00	Cinchonidine P-W	38@ 48
Catechu, 1s.	01 13	Foeniculum	01 18	Cinchonid'e Germ	38@ 48
Catechu, 1/4s.	01 14	Foenugreek, po	7@ 9	Cocaine	30@4 00
Catechu, 1/8s.	01 16	Lini	4@ 6	Corks list d p ct.	75
Camphorae	1 05@1 10	Lini, gr'd	bbi 4 3@ 6	Creosotum	01 45
Euphorbium	01 40	Lobelia	75@ 80	Creta	bbi 75
Galbanum	01 100	Pharlaris Cana'n	64@ 8	Creta, prep	01 5
Gamboge	po. 1 25@1 35	Rapa	01 6	Creta, precip	9@ 11
Guaiacum	po. 35 85	Sinapis	7@ 9	Creta, Rubra	01 8
Kino	po. 75 75	Sinapis Nigra	9@ 10	Crocus	53@ 60
Mastic	01 40	Spiritus		Cudbear	01 24
Myrrh	po. 45 60	Frumentum W D.	2 00@2 50	Cupri Sulph	6@ 8
Opil	3 25@3 30	Frumentum	1 25@1 50	Dextrine	7@ 10
Shellac	60@ 65	Juniperis Co O T	1 55@2 00	Ether Sulph	75@ 92
Shellac, bleached	65@ 70	Juniperis Co	1 75@3 50	Emery, all Nos.	01 8
Tragacanth	70@1 00	Saccharum N E	1 90@2 10	Emery, po	01 6
Herba		Spt Vini Galli	1 75@6 50	Ergota	85@ 90
Absinthium, oz pk	25	Vini Oporto	1 25@2 00	Flake White	12@ 15
Eupatorium oz pk	20	Vini Alba	1 25@2 00	Galla	01 23
Lobelia	oz pk 25	Sponges		Gambler	01 9
Majorum	oz pk 25	Florida sheeps' w'l	2 50@2 75	Gelatin, Cooper	01 60
Mentha Pip oz pk	23	carriage	01 25	Gelatin, French	35@ 60
Mentha Vir oz pk	25	Nassau sheeps' w'l	2 50@2 75	Glassware, fit box	75 & 5
Rue	oz pk 39	carriage	01 25	Less than box	70
Tanacetum V.	22	Velvet extra shps'	01 150	Glue, brown	11@ 13
Thymus V. oz pk	25	wool, carriage	01 125	Glue, white	15@ 25
Magnesia		Extra yellow shps'	01 100	Glycerina	17@ 25
Calcined, Pat.	55@ 60	wool, carriage	01 100	Grua Paradisi	01 25
Carbonate, Pat.	18@ 20	Grass sheeps' w'l	01 100	Humulus	25@ 55
Carbonate K-M.	18@ 20	carriage	01 100	Hydrarg Ch Mt.	01 95
Carbonate	18@ 20	Hard slate use.	01 100	Hydrarg Ch Cor.	01 90
Oleum		Yellow Reef, for	01 140	Hydrarg Ox Ru'm	01 105
Absinthium	3 00@3 25	slate use	01 140	Hydrarg Ammo'l.	01 115
Amygdalae, Dulc.	50@ 60	Syrups		Hydrarg Ungue'm	50@ 60
Amygdalae Ama.	8 00@8 25	Acacia	01 50	Hydrargyrum	01 85
Anisi	1 75@1 85	Aurant Cortex	01 50	Icthyobolia, Am.	90@1 00
Aurant Cortex	2 10@2 20	Zingiber	01 50	Indigo	75@1 00
Bergamli	2 35@2 55	Ipecac	01 50	Iodide, Resubi	3 85@4 00
Caliputi	1 10@1 15	Ferri Iod	01 50	Iodoform	4 10@4 20
Caryophylli	1 60@1 70	Rhei Arom	01 50	Lupulin	01 50
Cedar	35@ 70	Smilax Off's	50@ 60	Lycopodium	75@ 80
Chenopadii	01 20	Senega	01 50	Macis	65@ 75
Cinnamoni	1 10@1 20	Scilla	01 50	Liquor Arsen et	01 25
Citronella	40@ 45	Scilla Co	01 50	Liq Potass Arsnit	10@ 12
Conium Mac.	80@ 90	Tolutan	01 50	Magnesia, Sulph.	2@ 3
Copaiba	1 15@1 25	Prunus virg	01 50	Magnesia, Sulh bbl	01 14
Cubebae	1 80@1 95				

Drugs

We are Importers and Jobbers of Drugs,
Chemicals and Patent Medicines.

We are dealers in Paints, Oils and
Varnishes.

We have a full line of Staple Druggists'
Sundries.

We are the sole proprietors of Weatherly's
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We always have in stock a full line of
Whiskies, Brandies, Gins, Wines and
Rums for medical purposes only.

We give our personal attention to mail
orders and guarantee satisfaction.

All orders shipped and invoiced the same
day received. Send a trial order.

**Hazeltine & Perkins
Drug Co.**

Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED	DECLINED

Index to Markets

By Columns

	Col	Aurora	55	6 00	Fair	70
		Castor Oil	55	7 00	Good	80
		Diamond	50	4 25	Fancy	1 00
		Frazer's	75	9 00	Gallon	2 25
		IXL Golden	75	9 00	Standard	@ 90
Axle Grease	1					
		BATH BRICK				
		American	75	1/4 lb. cans	Russian Caviar	3 75
		English	85	1/2 lb. cans	7 00	
				1 lb can	12 00	
		BROOMS				
Bath Brick	1	No. 1 Carpet	2 75		Salmon	
Brooms	1	No. 2 Carpet	2 35		Col'a River, tall.	@ 1 65
Brushes	1	No. 3 Carpet	2 15		Col'a River, flats.	@ 1 35
Butter Color	1	No. 4 Carpet	1 75		Red Alaska	@ 1 65
		Parlor Gem	2 40		Pink Alaska	@ 90
		Common Whisk	85		Sardines	
Confections	11	Fancy Whisk	1 20		Domestic, 1/4s	3 34
Candles	1	Warehouse	3 00		Domestic, 1/2s	5
Canned Goods	1				Domestic, Must'd.	6 @ 9
Carbon Oils	1	BRUSHES			California, 1/4s	11 @ 14
Catsup	2	Scrub			California, 1/2s	17 @ 24
Cheese	2	Solid Back, 8 in	75		French, 1/4s	7 @ 14
Chewing Gum	2	Solid Back, 11 in	95		French, 1/2s	18 @ 28
Chicory	2	Pointed Ends	85		Shrimps	
Chocolate	2	Stove			Standard	1 20 @ 1 40
Clothes Lines	2	No. 3	75		Succotash	
Cocoa	3	No. 2	1 10		Fair	1 50
Cocanut	3	No. 1	1 75		Good	1 60
Cocoa Shells	3				Fancy	1 60
Coffee	3	SHOE			Strawberries	
Crackers	3	No. 8	1 00		Standard	1 10
		No. 7	1 30		Fancy	1 40
		No. 4	1 70		Tomatoes	
		No. 3	1 90		Fair	85 @ 95
Dried Fruits	4	BUTTER COLOR			Good	1 15
		W. R. & Co.'s, 15c size	1 25		Fancy	1 15 @ 1 40
		W. R. & Co.'s, 25c size	2 00		Gallons	2 75 @ 3 00
		CANDLES			CARBON OILS	
Farinaceous Goods	4	Electric Light, 5s	9 34		Barrels	
Fish and Oysters	10	Electric Light, 16s	10		Perfection	@ 13
Fishing Tackle	4	Paraffine, 6s	9 34		Water White	@ 11 1/4
Flavoring extracts	5	Paraffine, 12s	10		D. S. Gasoline	@ 15 1/4
Fly Paper	5	Wicking	19		Deodor'd Nap'a	@ 12 1/2
Fresh Meats	5				Cylinder	29 @ 34
Fruits	11				Engine	16 @ 22
		CANNED GOODS			Black, winter	9 @ 10 1/2
		Apples			CATSUP	
Gelatine	5	3 lb. Standards	80		Columbia, 25 pts.	4 50
Grain Bags	5	Gals. Standards	2 00 @ 2 25		Columbia, 25 1/2 pts.	2 60
Grains and Flour	5	Blackberries			Snider's quarts	3 25
		Standards	85		Snider's pints	2 25
		BEANS			Snider's 1/2 pints	1 30
Herbs	5	Baked	80 @ 1 30		CHEESE	
Hides and Pelts	10	Red Kidney	85 @ 90		Acme	@ 12
		String	70 @ 1 15		Amboy	@ 12
		Wax	75 @ 1 25		Carson City	@ 12
		BLUEBERRIES			Elsie	@ 13
Indigo	5	Standard	@ 1 40		Emblem	@ 12 1/2
		BROOK TROUT			Gem	@ 12 1/2
Jelly	5	2 lb. cans, Spiced	1 90		Gold Medal	
		CLAMS			Ideal	@ 12
Licorice	5	Little Neck, 1 lb. 100 @ 1 25			Jersey	@ 12 1/2
Lye	5	Little Neck, 2 lb.	1 50		Riverside	@ 12
		CLAM BOUILLON			Brick	12 1/2 @ 13
		Burnham's, 1/2 pt.	1 92		Edam	@ 11 00
		Burnham's, pts	3 60		Lelden	@ 17
		Burnham's, qts	7 20		Limburger	12 1/2 @ 13
		CHERRIES			Pineapple	50 @ 75
Meat Extracts	5	Red Standards	1 30 @ 1 50		Sap	@ 20
Molasses	6	White	1 50		CHEWING GUM	
Mustard	6	CORN			American Flag Spruce	55
		Fair	1 25		Beeman's Pepsin	55
		Good	1 30		Black Jack	55
		Fancy	1 50		Largest Gum Made	60
		FRENCH PEAS			Sen Sen	55
		Sur Extra Fine.	22		Sen Sen Breath Per'e	1 00
		Extra Fine	19		Sugar Loaf	55
Pipes	6	Fine	15		Yucatan	55
Pickles	6	Moyen	11		CHICORY	
Playing Cards	6	GOOSEBERRIES			Bulk	5
Potash	6	Standard	90		Red	7
Provisions	6	Standard	85		Eagle	7
		HOMINY			Frank's	4
		Standard	85		Schener's	6
		LOBSTER			CHOCOLATE	
		Star, 1/2 lb.	2 15		Walter Baker & Co.'s	23
		Star, 1 lb.	3 75		German Sweet	23
		Picni Tails	2 40		Premium	31
		MACKEREL			Vanilla	41
		Mustard, 1 lb.	1 80		Caracas	35
		Mustard, 2 lb.	2 80		Eagle	28
		Soused, 1 lb.	1 80		CLOTHES LINES	
		Soused, 2 lb.	2 80		Sisal	
		Tomato, 1 lb.	1 80		60 ft. 3 thread, extra.	1 00
		Tomato, 2 lb.	2 80		72 ft. 3 thread, extra	1 40
		MUSHROOMS			90 ft. 3 thread, extra	1 70
		Hotels	18 @ 20		60 ft. 6 thread, extra	1 29
		Buttons	22 @ 25		72 ft. 6 thread, extra	1 29
		OYSTERS			Jute	
		Cove, 1 lb.	@ 90		60 ft.	75
		Cove, 2 lb.	1 65		72 ft.	90
		Cove, 1 lb. Oval	1 00		90 ft.	1 05
		PEACHES			120 ft.	1 50
		Pie	1 10 @ 1 15		Cotton Victor	
		Yellow	1 45 @ 1 85		50 ft.	1 10
		PEARS			60 ft.	1 35
		Standard	1 00		70 ft.	1 60
		Fancy	1 25		Cotton Windsor	
		PEAS			50 ft.	1 30
		Marrowfat	90 @ 1 00		60 ft.	1 44
		Early June	90 @ 1 60		70 ft.	1 80
		Early June Sifted	1 65		80 ft.	2 00
		PLUMS				
		Plums	85			
		PINEAPPLE				
		Grated	1 25 @ 2 75			
		Sliced	1 35 @ 2 55			

3

Cotton Braided	
40 ft.	95
50 ft.	1 35
60 ft.	1 65
Galvanized Wire	
No. 20, each 100 ft long	1 90
No. 19, each 100 ft long	2 10
COCOA	
Baker's	35
Cleveland	41
Colonial, 1/4s	35
Colonial, 1/2s	33
Epps	42
Huyler	45
Van Houten, 1/4s	12
Van Houten, 1/2s	20
Van Houten, 1s	40
Webb	31
Wilbur, 1/4s	41
Wilbur, 1/2s	42

COCOANUT	
Dunham's 1/4s	26
Dunham's 1/2s & 3/4s	26 1/2
Dunham's 1s	27
Bulk	12

COCOA SHELLS	
20 lb. bags	2 1/2
Less quantity	3
Pound packages	4

COFFEE	
Rio	
Common	11 1/2
Fair	13
Choice	15
Fancy	18

Santos	
Common	12
Fair	12 1/2
Choice	13 1-3
Fancy	16 1/2

Maracalbo	
Fair	13 1/2
Choice	16 1/2
Mexican	
Choice	16 1/2
Fancy	19

Guatemala	
Choice	15
Java	
African	12
Fancy African	17
P. G.	25
Mocha	
Arabian	21

Package	
New York Basis	
Arbuckle	12 00
Dilworth	12 00
Jersey	12 00
Lion	12 00
McLaughlin's XXXX	12 00

McLaughlin's XXXX sold	
to retailers only. Mail all	
orders direct to W. F.	
McLaughlin & Co., Chi-	
cago.	

Extract	
Holland, 1/2 gro boxes	95
Felix, 1/2 gross	1 15
Hummel's tin, 1/2 gro.	85
Hummel's tin, 1/2 gro. 143	

CRACKERS	
National Biscuit Company's	
Brands	
Butter	
Seymour	7
New York	7
Salted	7
Family	7
Wolverine	7

Soda	
N. B. C.	7
Select	8
Saratoga Flakes	13
Oyster	
Round	7
Square	7
Finest	7 1/2
Argo	7
Extra Farina	7 1/2

Sweet Goods	
Animals	10
Assorted Cake	10
Bagley Gems	8 1/2
Belle Rose	8 1/2
Bent's Water	13
Butter Thin	13
Coco Bar	12
Cococanut Taffy	10
Cinnamon Bar	9
Coffee Cake, N. B. C.	10
Coffee Cake, Iced	10
Cococanut Macaroons	12
Cracknels	16
Current Fruit	10
Chocolate Dainty	16
Cartwheels	9
Dixie Cookie	8 1/2
Frosted Creams	8
Ginger Gems	8 1/2
Ginger Snaps, N. B. C.	7 1/2
Grandma Sandwich	10
Graham Cracker	8
Hazelnut	10
Honey Fingers, Iced	12
Honey Jumbles	12
Iced Happy Family	11
Iced Honey Crumpet	10
Imperial	8 1/2
Indiana Belle	15
Jerico	8
Jersey Lunch	7 1/2
Lady Fingers	12
Lady Fingers, hand md	25
Lemon Biscuit Square	8 1/2
Lemon Wafer	16

Lemon Snaps	13
Lemon Gems	10
Lem Yen	10
Maple Cake	10
Marshmallow	16
Marshmallow Cream	16
Marshmallow wafer	16
Mary Ann	8 1/2
Malaga	10
Mich Coco F's'd honey	12 1/2
Milk Biscuit	7 1/2
Mich Frosted Honey	12
Mixed Picnic	11 1/2
Molasses Cakes, Scl'd	8 1/2
Moss Jelly Bar	12 1/2
Muskegon Branch, Iced	10
Newton	12
Newsboy Assorted	10
Nic Nacs	8 1/2
Oatmeal Cracker	8
Orange Slice	16
Orange Gem	8 1/2
Orange & Lemon Ice	10
Pilot Bread	7 1/2
Ping Pong	9
Pretzels, hand made	8
Pretzelettes, hand m'd	8
Pretzelettes, mch. m'd	7
Rube Sears	8 1/2
Scotch Cookies	10
Snowdrops	16
Spiced Sugar Tops	8
Sugar Cakes, scalloped	8 1/2
Sugar Squares	8 1/2
Sultanas	13
Spiced Gingers	8
Urchins	10
Vienna Crimp	16
Vanilla Wafer	16
Waverly	9
Zanzibar	9

DRIED FRUITS	
Apples	
Sundried	65
Evaporated	67
California Prunes	
100-125 25 lb. boxes	@ 3 1/2
90-100 25 lb. boxes	@ 3 1/2
80-90 25 lb. boxes	@ 4 1/2
70-80 25 lb. boxes	@ 5
60-70 25 lb. boxes	@ 6
50-60 25 lb. boxes	@ 6 1/2
40-50 25 lb. boxes	@ 7 1/2
30-40 25 lb. boxes	@ 7 1/2
1/2c less in b. cases	

Citron	
Coriscan	@ 12 1/2
Currents	
Imp'd. 1 lb. pkg.	7 1/2
Imported bulk	@ 7
Peel	
Lemon American	12
Orange American	12
Raisins	
London Layers 3 cr	1 90
London Layers 4 cr	1 95
Cluster 4 crown	2 60
Loose Musca's 2 cr.	6 1/2
Loose Musca's 3 cr.	7
Loose Musca's 4 cr.	7
L. M. Seeded, 1 lb. 9 @ 9 1/2	
L. M. Seeded, 1/2 lb. 7 1/2 @ 7 1/2	
Sultanas, bulk	9
Sultanas, package	@ 9 1/2

FARINACEOUS GOODS	
Beans	
Dried Lima	5
Md. Hd. Pk'd.	2 15 @ 2 25
Brown Holland	2 50
Farina	
24 1 lb. pkgs	1 50
Bulk, per 100 lbs.	2 50
Hominy	
Flake, 50 lb. sack	1 00
Pearl, 200 lb. sack	4 00
Pearl, 100 lb. sack	2 00
Maccaroni and Vermicelli	
Domestic, 10 lb. box	60
Imported, 25 lb. box	2 50
Pearl Barley	
Common	2 50
Chester	2 65
Empire	3 50
Peas	
Green, Wisconsin, bu. 1	35
Green, Scotch, bu.	1 40
Split, lb.	4
Rollled Oats	
Rollad Avenna, bbl.	5 75
Steel Cut, 100 lb. sacks	2 85
Monarch, bbl.	5 50
Monarch, 90 lb. sacks	2 60
Quaker, cases	3 10
Sago	
East India	3 1/2
German, sacks	3 1/2
German, broken pkg	4
Tapoca	
Flake, 110 lb. sacks	4 1/2
Pearl, 130 lb. sacks	3 1/2
Pearl, 24 1 lb. pkgs	6 1/2
Wheat	
Cracked, bulk	3 1/2
24 2 lb. packages	2 50

FISHING TACKLE	
1/2 to 1 in	6
1 1/2 to 2 in	7
2 to 3 in	11
3 to 4 in	15
4 to 5 in	20
Cotton Lines	
No. 1, 10 feet	5
No. 2, 15 feet	7
No. 3, 15 feet	9
No. 4, 15 feet	10
No. 5, 15 feet	11
No. 6, 15 feet	12
No. 7, 15 feet	13
No. 8, 15 feet	14
No. 9, 15 feet	15

MEAT EXTRACTS	
Armour's, 2 oz	4 45
Armour's, 4 oz	8 20
Liebig's, Chicago, 2 oz	2 75
Liebig's, Chicago, 4 oz	5 50
Liebig's, Imported, 2 oz	4 55
Liebig's, Imported, 4 oz	8 50

GELATINE	
Knox's Sparkling, ds.	1 20
Knox's Sparkling, gro.	14 00
Knox's Acidu'd, doz.	1 20
Knox's Acidu'd, gro.	14 00
Oxford	75
Plymouth Rock	1 20
Nelson's	1 50
Cox's, 2 qt. size	1 61
Cox's, 1 qt. size	1 10

GRAIN BAGS	
Amoskeag, 100 in b'e	19
Amoskeag, less than b.	19 1/2
GRAINS AND FLOUR	
Wheat	
No. 1 White	92
No. 2 Red	92
No. 3 Red wheat	89
No. 1 red wheat	97
Winter Wheat Flour	
Patents	5 65
Second Patents	5 25
Straight	5 05
Second Straight	4 75

6	7	8	9	10	11
MOLASSES New Orleans Fancy Open Kettle ... 40 Choice ... 26 Fair ... 22 Good ... 22 Half barrels 2c extra MUSTARD Horse Radish, 1 dz ... 1 75 Horse Radish, 2 dz ... 3 50 Bayle's Celery, 1 dz ... 1 00 OLIVES Bulk, 1 gal. kegs ... 1 00 Bulk, 3 gal. kegs ... 85 Bulk, 5 gal. kegs ... 85 Manzanilla, 7 oz ... 85 Queen, pints ... 2 35 Queen, 19 oz ... 4 50 Queen, 28 oz ... 7 00 Stuffed, 5 oz ... 1 45 Stuffed, 10 oz ... 2 30 PIPES Clay, No. 216 ... 1 70 Clay, T. D., full count ... 65 Col, No. 3 ... 85 PICKLES Medium Barrels, 1,200 count ... 7 75 Half bbls, 600 count ... 4 50 Small Half bbls, 1,200 count ... 5 50 Barrels, 2,400 count ... 9 50 PLAYING CARDS No. 90, Steamboat ... 85 No. 15, Rival, assorted ... 20 No. 20, Rover enameled ... 20 No. 572, Special ... 1 75 No. 98, Golf, satin finish ... 2 00 No. 808, Bicycle ... 2 00 No. 632, Tourist's whist ... 2 25 POTASH 48 cans in case ... 4 00 Penna Salt Co.'s ... 3 00 PROVISIONS Barreled Pork Mess ... 15 50 Back, fat ... 16 00 Clear back ... 16 00 Short cut ... 14 50 Pig ... 20 00 Bean ... 13 25 Family Mess Loin ... 17 50 Clear Family ... 13 50 Dry Salt Meats Bellies ... 9 1/2 S P Bellies ... 10 1/2 Extra shorts ... 9 1/2 Hams, 12lb. average ... 12 Hams, 14lb. average ... 11 1/2 Hams, 16 lb. average ... 11 1/2 Hams, 20lb. average ... 11 1/2 Skinned Hams ... 12 Ham, dried beef sets ... 13 Shoulders, (N. Y. cut) ... 12 1/2 Bacon, clear ... 10 @ 12 1/2 California hams ... 8 Boiled Hams ... 17 Picnic Boiled Hams ... 12 1/2 Berlin Ham pr's'd ... 8 1/2 Mince Ham ... 9 Lard Compound ... 7 1/2 Pure ... 8 60 lb. tubs, advance ... 7 1/2 80 lb. tubs, advance ... 7 1/2 50 lb. tins, advance ... 7 1/2 20 lb. pails, advance ... 7 1/2 10 lb. pails, advance ... 7 1/2 5 lb. pails, advance ... 7 1/2 3 lb. pails, advance ... 7 1/2 Sausages Bologna ... 5 1/2 Liver ... 6 1/2 Frankfort ... 7 1/2 Pork ... 7 1/2 Tongue ... 9 Headcheese ... 6 1/2 Beef Extra Mess ... 11 00 Boneless ... 11 00 Rump, new ... 10 50 Pig's Feet 1/4 bbls, 40 lbs. ... 1 10 1/2 bbls, 40 lbs. ... 3 75 3/4 bbls, 40 lbs. ... 7 50 Tripe Kits, 15 lbs ... 70 1/4 bbls, 40 lbs ... 1 25 1/2 bbls, 80 lbs ... 2 60 Casings Hogs, per lb. ... 25 Beef rounds, set ... 15 Beef middles, set ... 45 Sheep, per bundle ... 70 Uncolored Butterine Solid, dairy ... 9 1/2 @ 10 Rolls, dairy ... 10 1/2 @ 13 Rolls, purity ... 14 Solid, purity ... 12 1/2 Canned Meats Corned beef, 2 ... 2 50 Corned beef, 14 ... 17 50 Roast beef, 2 @ ... 2 50 Potted ham, 1/4 ... 45 Potted ham, 1/2 ... 45 Deviled ham, 1/4 ... 45 Deviled ham, 1/2 ... 45 Potted tongue, 1/4 ... 45 Potted tongue, 1/2 ... 45 RICE Domestic Carolina head ... 6 @ 6 1/2 Carolina No. 1 ... 5 1/2 Carolina No. 2 ... 5 1/2 Broken ... 3 @ 3 1/2 Japan, No. 1 ... 5 @ 5 1/2 Japan, No. 2 ... 4 @ 5 1/2 Java, fancy head ... 5 1/2 Java, No. 1 ... 5 1/2	SALAD DRESSING Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box Arm and Hammer ... 15 Deland's ... 3 00 Dwight's Cow ... 2 10 Emblem ... 2 10 L. P. ... 2 10 Wyandotte, 100 3/4s ... 3 00 SAL SODA Granulated, bbls ... 85 Granulated, 100lb cases ... 1 00 Lump, bbls ... 75 Lump, 145lb. kegs ... 95 SALT Diamond Crystal Table Cases, 24 3lb. boxes ... 1 40 Barrels, 100 3lb. bags ... 3 40 Barrels, 50 6lb. bags ... 3 00 Barrels, 40 7lb. bags ... 2 75 Butter Barrels, 320 lb. bulk ... 2 65 Barrels, 20 14lb. bags ... 2 85 Sacks, 28 lbs ... 27 Sacks, 56 lbs ... 67 Shaker Boxes, 24 2lb ... 1 50 Buckeye Table Bris, 120 bags, 2 1/2 lbs ... 3 25 Bris, 100 bags, 3 lbs ... 3 00 Bris, 60 bags, 6 lbs ... 3 00 Bris, 50 bags, 6 lbs ... 3 00 Bris, 30 bags, 10 lbs ... 2 75 Bris, 22 bags, 14 lbs ... 2 85 Bris, 320 lbs, bulk ... 2 25 Cases, 24 cts, 3 lbs ... 1 25 Butter Bris, 280 lbs, bulk ... 2 25 Linen bags, 5-56 lbs ... 3 00 Linen bags, 10-28 lbs ... 3 00 Cotton bags, 10-28 lbs ... 2 75 Cheese 5 barrel lots, 5 per cent. discount. 10 barrel lots, 7 1/2 per cent. discount. Above prices are F. O. B. Common Grades 100 3lb. sacks ... 1 90 60 5lb. sacks ... 1 80 28 10lb. sacks ... 1 70 56 lb. sacks ... 30 28 lb. sacks ... 15 Warsaw 56 lb. dairy in drill bags ... 40 28 lb. dairy in drill bags ... 20 Solar Rock 56 lb. sacks ... 22 Common Granulated Fine ... 85 Medium Fine ... 90 SALT FISH Cod Large Whole ... @ 7 Small Whole ... @ 6 1/2 Strips or bricks ... 7 1/2 @ 10 1/2 Pollock ... @ 3 1/2 Halibut Strips ... 14 Chunks ... 15 Herring Holland White hoops, bbl. ... 8 50 White hoops, 1/2 bbl. ... 4 50 White hoops keg ... 60 @ 55 White hoops mchs ... 75 Norwegian Round, 100 lbs ... 3 60 Round, 50 lbs ... 2 10 Scales ... 13 Trout No. 1, 100 lbs ... 5 50 No. 1, 40 lbs ... 2 50 No. 1, 10 lbs ... 70 No. 1, 8 lbs ... 59 Mackerel Mess 100 lbs. ... 14 50 Mess 50 lbs. ... 7 75 Mess 10 lbs. ... 1 75 Mess 8 lbs. ... 45 No. 1, 100 lbs. ... 13 00 No. 1, 50 lbs. ... 7 00 No. 1, 10 lbs. ... 1 60 No. 1, 8 lbs. ... 1 35 Whitefish No. 1 No. 2 Fam 100 lbs. ... 7 50 3 50 50 &s. ... 3 60 2 10 10 lbs. ... 90 50 8 lbs. ... 75 43 SEEDS Anise ... 15 Canary, Smyrna ... 6 Caraway ... 8 Cardamom, Malabar ... 1 00 Celery ... 45 Hemp, Russian ... 4 Mixed Bird ... 4 Mustard, white ... 8 Poppy ... 6 Rape ... 4 1/2 Cuttle Bone ... 25 SHOE BLACKING Handy Box, large, 3 dz. 2 50 Handy Box, small ... 1 25 Bixby's Royal Polish ... 85 Miller's Crown Polish ... 85 SNUFF Scotch, in bladders ... 37 Maccaboy, in jars ... 21 French Rappie, in jars ... 21	SOAP Central City Soap Co's brand. Jaxon, 5 box, del. ... 3 10 Jaxon, 10 box, del. ... 3 00 Johnson Soap Co. brands Silver King ... 2 65 Calumet Family ... 2 75 Scotch Family ... 2 85 Cuba ... 2 35 J. S. Kirk & Co. brands American Family ... 4 05 Lusky Diamond, 50 8oz. 2 80 Lusky Diamond, 100 8oz. 3 80 Jap Rose ... 3 75 Savon Imperial ... 3 10 White Russian ... 3 10 Dome, oval bars ... 3 10 Satinet, oval ... 2 15 White Cloud ... 4 00 Lautz Bros. & Co. brands Big Acme ... 4 00 Dusky, 100 1/2 lb. bars ... 4 00 Big Master ... 4 00 Snow Boy Pdr. 100 pk. 4 00 Marselles ... 4 00 Proctor & Gamble brands Lenox ... 3 10 Ivory, 6 oz ... 4 00 Ivory, 10 oz ... 6 75 Star ... 2 25 A. B. Whisley brands Good Cheer ... 4 00 Old Country ... 3 40 Scouring Enoch Morgan's Sons. Sapolio, gross lots ... 9 00 Sapolio, half gross lots ... 4 50 Sapolio, single boxes ... 2 25 Sapolio, hand ... 2 25 SODA Boxes ... 5 1/2 Eggs, English ... 4 1/2 SPICES Whole Spices Allspice ... 12 Cassia, China in mats ... 12 Cassia, Batavia, bund. ... 12 Cassia, Saigon, broken ... 40 Cassia, Saigon, in rolls ... 55 Cloves, Amboyna ... 25 Cloves, Zanzibar ... 25 Mace ... 55 Nutmegs, 75 ... 50 Nutmegs, 105-10 ... 40 Nutmegs, 115-20 ... 35 Pepper, Singapore, blk. ... 15 Pepper, Singap. white ... 25 Pepper, shot ... 17 Pure Ground in Bulk Allspice ... 16 Cassia, Batavia ... 28 Cassia, Saigon ... 48 Cloves, Zanzibar ... 23 Ginger, African ... 15 Ginger, Cochina ... 15 Ginger, Jamaica ... 25 Mace ... 65 Mustard ... 18 Pepper, Singapore, blk. ... 17 Pepper, Singap. white ... 28 Pepper, Cayenne ... 20 Sage ... 20 STARCH Common Gloss 1lb. packages ... 5 3lb. packages ... 4 1/2 6lb. packages ... 5 1/2 40 and 50 lb. boxes ... 3 @ 3 1/2 Barrels ... 3 @ 3 1/2 Common Corn 20 1lb. packages ... 5 40 1lb. packages ... 4 1/2 @ 7 SYRUPS Corn Barrels ... 22 Half barrels ... 24 20lb. cans, 1/2 dz. in case ... 60 10lb. cans, 1/2 dz. in case ... 60 5lb. cans, 1 dz. in case ... 85 2 1/2 lb. cans, 2 dz. case ... 85 Pure Cane Fair ... 16 Good ... 20 Choice ... 25 TEA Japan Sundried, medium ... 24 Sundried, choice ... 22 Sundried, fancy ... 36 Regular, medium ... 24 Regular, choice ... 32 Regular, fancy ... 36 Basket-fired, medium ... 31 Basket-fired, choice ... 38 Basket-fired, fancy ... 43 Nibs ... 22 @ 24 Siftings ... 22 @ 24 Fannings ... 12 @ 14 Gunpowder Moyune, medium ... 30 Moyune, choice ... 30 Moyune, fancy ... 40 Pingsuey, medium ... 30 Pingsuey, choice ... 40 Pingsuey, fancy ... 40 Young Hyson Choice ... 30 Fancy ... 36 Oolong Formosa, fancy ... 42 Amoy, medium ... 25 Amoy, choice ... 32 English Breakfast Medium ... 20 Choice ... 30 Fancy ... 36 India Ceylon, choice ... 82 Fancy ... 43	TOBACCO Fine Cut Cadillac ... 54 Sweet Loma ... 33 Hiawatha, 5lb. pails ... 55 Hiawatha, 10lb. pails ... 53 Telegram ... 22 Pay Car ... 31 Prairie Rose ... 49 Protection ... 37 Sweet Burley ... 42 Tiger ... 38 Plug Red Cross ... 32 Palo ... 24 Kylo ... 24 Hiawatha ... 41 Battle Axe ... 33 American Eagle ... 32 Standard Navy ... 36 Spear Head, 16 oz. ... 44 Spear Head, 8 oz. ... 44 Nobby Twist ... 45 Jolly Tar ... 36 Old Honesty ... 42 Toddy ... 33 Piper Heidsieck ... 36 Boot Jack ... 78 Honey Dip Twist ... 38 Black Standard ... 38 Cadillac ... 30 Flagman ... 30 Nickel Twist ... 50 Smoking Sweet Core ... 34 Flat Car ... 32 Great Navy ... 34 Warpath ... 36 Bamboo, 16 oz. ... 25 I X L, 5 lb. ... 27 I X L, 16 oz. pails ... 31 Honey Dew ... 37 Gold Block ... 37 Flagman ... 40 Chips ... 33 Kiln Dried ... 21 Duke's Mixture ... 39 Duke's Cameo ... 43 Myrtle Navy ... 40 Yum Yum, 1 2-3 oz. ... 39 Yum Yum, 1lb. pails ... 37 Cream ... 36 Corn Cake, 2 1/2 oz. ... 24 Corn Cake, 1lb. ... 22 Flour Boy, 1 2-3 oz. ... 39 Flour Boy, 3 1/2 oz. ... 39 Peerless, 3 1/2 oz. ... 35 Air Br ... 36 Cant Hook ... 30 Country Club ... 32-34 Forex-XXXX ... 28 Good Indian ... 23 Self Binder ... 20-22 Silver Foam ... 34 TWINE Cotton, 3 ply ... 26 Cotton, 4 ply ... 26 Jute, 2 ply ... 14 Hemp, 6 ply ... 13 Flax, medium ... 20 Wool, 1lb. balls ... 6 VINEGAR Malt White Wine, 40 gr. 8 Malt White Wine, 80 gr. 11 Pure Cider, B & B ... 11 Pure Cider, Red Star ... 11 Pure Cider, Robinson ... 11 Pure Cider, Silver ... 11 WASHING POWDER Diamond Flake ... 2 75 Gold Brick ... 3 25 Gold Dust, regular ... 4 50 Gold Dust, 5c ... 4 00 Kirkoline, 24 4lb. ... 3 90 Pearline ... 3 75 Soapine ... 4 10 Babbitt's 1776 ... 3 75 Roseine ... 3 50 Armour's ... 3 70 Nine O'clock ... 3 35 Wisdom ... 3 80 Scourine ... 3 50 Rub-No-More ... 3 75 WICKING No. 0 per gross ... 30 No. 1 per gross ... 40 No. 2 per gross ... 50 No. 3 per gross ... 75 WOODENWARE Baskets Bushels, wide band ... 1 00 Bushels, medium band ... 1 25 Market ... 35 Splint, large ... 6 00 Splint, medium ... 4 00 Splint, small ... 4 00 Willow, Clothes, large ... 7 25 Willow, Clothes, med m. ... 6 00 Willow, Clothes, small ... 5 50 Bradley Butter Boxes 2lb. size, 24 in case ... 72 3lb. size, 16 in case ... 68 5lb. size, 12 in case ... 63 10lb. size, 6 in case ... 60 Butter Plates No. 1 Oval, 250 in crate ... 40 No. 2 Oval, 250 in crate ... 45 No. 3 Oval, 250 in crate ... 50 No. 5 Oval, 250 in crate ... 60 Churns Barrel, 5 gal., each ... 2 40 Barrel, 10 gal., each ... 2 55 Barrel, 15 gal., each ... 2 70 Clothes Pins Round head, 5 gross ... 55 Round head, cartons ... 78	Egg Crates Humpty Dumpty ... 2 40 No. 1, complete ... 32 No. 2, complete ... 18 Faucets Cork lined, 8 in ... 65 Cork lined, 9 in ... 75 Cork lined, 10 in ... 85 Cedar, 8 in ... 55 Mop Sticks Trojan spring ... 90 Eclipse patent spring ... 85 No. 1 common ... 75 No. 2 pat. brush holder ... 85 12lb. cotton mop heads ... 25 Ideal No. 7 ... 90 Pails 2-hoop Standard ... 1 60 3-hoop Standard ... 1 75 2-wire, Cable ... 1 70 3-wire, Cable ... 1 90 Cedar, all red, brass ... 1 25 Paper, Eureka ... 2 25 Fibre ... 2 70 Toothpicks Hardwood ... 2 50 Softwood ... 2 75 Banquet ... 1 50 Ideal ... 1 50 Traps Mouse, wood, 4 holes ... 22 Mouse, wood, 4 holes ... 45 Mouse, wood, 6 holes ... 70 Mouse, tin, 5 holes ... 65 Rat, wood ... 80 Rat, spring ... 75 Tubs 20-in., Standard, No. 1 ... 7 00 18-in., Standard, No. 2 ... 6 00 16-in., Standard, No. 3 ... 5 00 20-in., Cable, No. 1 ... 7 50 18-in., Cable, No. 2 ... 6 50 16-in., Cable, No. 3 ... 5 50 No. 1 Fibre ... 10 80 No. 2 Fibre ... 9 45 No. 3 Fibre ... 8 55 Wash Boards Bronze Globe ... 2 50 Dewey ... 1 75 Double Acme ... 2 75 Single Acme ... 2 25 Double Peerless ... 3 25 Single Peerless ... 2 50 Northern Queen ... 2 50 Double Duplex ... 3 00 Good Luck ... 2 75 Universal ... 2 25 Window Cleaners 12 in. ... 1 65 14 in. ... 1 85 16 in. ... 2 30 Wood Bowls 11 in. Butter ... 75 13 in. Butter ... 1 15 15 in. Butter ... 2 00 17 in. Butter ... 3 25 19 in. Butter ... 4 75 Assorted 12-15-17 ... 2 25 Assorted 15-17-19 ... 3 25 WRAPPING PAPER Common Straw ... 1 1/4 Fibre Manila, white ... 2 1/2 Fibre Manila, colored ... 4 No. 1 Manila ... 4 Cream Manila ... 3 Butcher's Manila ... 2 1/2 Wax Butter, short cut ... 13 Wax Butter, full count ... 20 Wax Butter, rolls ... 15 YEAST CAKE Magic, 3 doz. ... 1 15 Sunlight, 3 doz. ... 1 00 Sunlight, 1 1/2 doz. ... 50 Yeast Foam, 3 doz. ... 1 15 Yeast Cream, 3 doz. ... 1 00 Yeast Foam, 1 1/2 doz. ... 58 FRESH FISH Per lb. White fish ... 10 @ 11 Trout ... 9 Black Bass ... 11 @ 12 Halibut ... 10 @ 11 Cliscoes or Herring ... 5 Bluefish ... 11 @ 12 Live Lobster ... 25 Boiled Lobster ... 27 Cod ... 12 1/2 Haddock ... 8 No. 1 Pickerel ... 8 1/2 Pike ... 7 Perch, dressed ... 7 Smoked White ... 12 1/2 Red Snapper ... 6 Col. River Salmon ... 12 1/2 @ 13 Mackerel ... 19 @ 20 OYSTERS Cans F. H. Counts ... 37 Extra Selects ... 30 Selects ... 25 Perfection Standards ... 24 Anchors ... 22 Standards ... 22 Standard, Bulk Selects, gal. ... 1 40 Extra Selects, gal. ... 1 75 Fairhaven Counts, gal. 2 ... 00 Shell Oysters, per 100 ... 1 00 Shell Clams, per 100 ... 1 00 Clams ... 1 25 HIDES AND PELTS Hides Green No. 1 ... 7 Green No. 2 ... 7 1/2 Cured No. 1 ... 8 1/2 Cured No. 2 ... 8 1/2 Calfskins, green No. 1 ... 10	CONFECTIONS Stick Candy Standard ... 7 Standard H. H. ... 7 Standard Twist ... 8 Cut Loaf ... 9 Jumbo, 32lb. ... 7 1/2 Extra H. H. ... 9 Boston Cream ... 10 Mixed Candy Grocers ... 6 Competition ... 7 1/2 Special ... 7 1/2 Conservé ... 7 1/2 Royal ... 8 1/2 Ribbon ... 8 Broken ... 8 Cut Loaf ... 8 English Rock ... 9 Kindergarten ... 8 1/2 Bon Ton Cream ... 8 1/2 French Cream ... 9 Star ... 11 Hand made Cream ... 14 1/2 Premio Cream mixed ... 12 1/2 Fancy-In Pails O F Horehound Drop ... 10 Gypsy Hearts ... 14 Coco Bon Bons ... 12 Fudge Squares ... 12 Peanut Squares ... 9 Sugared Peanuts ... 9 Salted Peanuts ... 10 Starlight Kisses ... 10 San Blas Goodies ... 12 Lozenges, plain ... 9 Lozenges, printed ... 10 Champion Chocolate ... 11 Eclipse Chocolates ... 13 Quintette Chocolates ... 12 Champion Gum Drops ... 8 Moss Drops ... 9 Lemon Sours ... 9 Imperial ... 9 Ital. Cream Opera ... 12 Ital. Cream Bon Bons ... 12 20 lb. pails ... 12 Molasses Chews, 15lb. cases ... 12 Golden Waffles ... 12 Fancy-In 5lb. Boxes Lemon Sours ... 50 Peppermint Drops ... 60 Chocolate Drops ... 60 H. M. Choc. Drops ... 85 H. M. Choc. Lt. and Dark No. 12 ... 1 00 Gum Drops ... 85 O. F. Licorice Drops ... 80 Lozenges, plain ... 55 Lozenges, printed ... 60 Imperial ... 55 Mottos ... 60 Cream Bar ... 55 Molasses Bar ... 55 Hand Made Cr'ms. 80 @ 90 Cream Buttons, Pep. and Wintergreen ... 65 String Rock ... 60 Wintergreen Berries ... 55 Old Time Assorted, 25 lb. case ... 2 50 F. Bessenberger's brands. Buster Brown Goodies ... 3 25 Caramels ... 12 Nut caramels ... 14 Kisses ... 12 Chocolates ... 11-20 Pop Corn Maple Jake, per case ... 3 00 Cr.cker Jake ... 3 00 Pop Corn Balls ... 1 30 NUTS Whole Almonds, Tarragona ... 16 Almonds, Ivica ... 16 Almonds, California sft. shelled, new ... 14 @ 16 Brazilis ... 10 Filberts ... 11 Walnuts, French ... 12 Walnuts, soft shelled ... 15 Cal. No. 1 ... 15 @ 16 Table Nuts, fancy ... 13 Pecans, Med. ... 9 Pecans, Ex. Large ... 10 Pecans, Jumbos ... 11 Hickory Nuts per bu. Ohio new ... 1 75 Cocanuts ... 4 Chestnuts, per bu. ... 4 Shelled Spanish Peanuts, 7 1/2 @ 8 Peanut Halves ... 35 Walnut Halves ... 32 Peanut Meats ... 25 Alicante Almonds ... 34 Jordan Almonds ... 47 Peanuts Fancy, H. P. Suns 6 1/2 @ 6 1/2 Fancy, H. P. Suns ... 7 Roasted Choice, H. P. Jbe. ... 8 1/2 Choice ... 8 1/2 bo, Roasted ... 9 @ 9 1/2

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes ..75 9 00
Paragon55 6 00

BAKING POWDER

Jaxon Brand



1/4 lb. cans, 4 doz. case 45
1/2 lb. cans, 4 doz. case 55
1 lb. cans, 2 doz. case 60

Royal



10c size. 90
1/4 lb cans 135
6 oz cans 190
1/2 lb cans 250
3/4 lb cans 375
1 lb cans 480
3 lb cans 13 00
5 lb cans 21 50

BLUING

Arctic 4 oz ovals, p gro 4 00
Arctic 8 oz evals, p gro 6 00
Arctic 16 oz ro'd, p gro 9 00

BREAKFAST FOOD

Oxford Flakes

No. 1 A, per case....3 60
No. 2 B, per case....3 60
No. 3 C, epr case....3 60
No. 1 D, per case....3 60
No. 2 D, per case....3 60
No. 3 D, per case....3 60
No. 1 E, per case....3 60
No. 2 E, per case....3 60
No. 1 F, per case....3 60
No. 3 F, per case....3 60

Grits

Walsh-DeRoo Co.'s Brands



Cases, 24 2 lb pack's..2 00

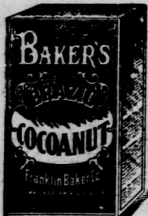
CIGARS



G. J. Johnson Cigar Co.'s b'd.
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
14 1/2 lb pkg. per case..2 60

Karo
CORN SYRUP

COFFEE

Roasted
Dwinell-Wright Co.'s Bds.

White House, 1 lb.....
White House, 2 lb.....
Excelsior, M & J, 1 lb..
Excelsior, M & J, 2 lb..
1st Top, M & J, 1 lb...
Royal Java.....
Royal Java and Mocha..
Java and Mocha Blend..
Boston Combination....
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; B. Des-
enberg & Co., Kalamazoo;
Symons Bros. & Co., Sagin-
aw; Meisel & Gieschel,
Bay City; Fielbach Co.,
Toledo.

COFFEE SUBSTITUTE

Javril



2 doz. in case 4 80
CONDENSED MILK
4 doz in case



Gall Borden Eagle6 40
Crown5 90
Champion4 25
Daisy4 70
Magnolia4 00
Challenge4 40
Dime3 85
Peerless Evap'd Cream.4 00

FRESH MEATS

Beef

Carcass6 @ 8
Forequarters5 @ 6
Hindquarters7 1/2 @ 9
Loins8 @ 13
Ribs9 @ 12
Rounds6 1/2 @ 8
Chucks4 1/2 @ 5 1/2
Plates4 @ 5

Pork

Dressed@ 6
Loins8 1/2 @ 9
Boston Butts7 1/2 @ 7 1/2
Shoulders7 1/2 @ 7 1/2
Leaf Lard8 1/2 @ 8 1/2

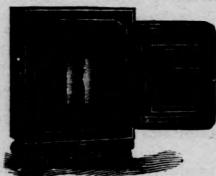
Mutton

Carcass6 @ 8
Lamb11 @ 12

Veal

Carcass6 @ 8 1/2

SAFES



Full line of the celebrated
Diebold fire proof safes
kept in stock by the
Tradesman Company.
Twenty different sizes on
hand at all times—twice
as many of them as are
carried by any other house
in the State. If you are
unable to visit Grand Rap-
ids and inspect the line
personally, write for quo-
tations.

SALT

Jar-Salt

One dozen
Ball's quart
Mason jars
(3 pounds
each)85

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..3 85
50 cakes, small size..1 95

Tradesman Co.'s Brand



Black Hawk, one box..2 50
Black Hawk, five bxs..2 40
Black Hawk, ten bxs..2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

Place Your
Business
on a
Cash Basis
by using
our
Coupon Book
System.
We
manufacture
four kinds
of
Coupon Books
and
sell them
all at the
same price
irrespective of
size, shape
or
denomination.
We will
be
very
pleased
to
send you samples
if you ask us.
They are
free.

Tradesman Company

Grand Rapids

We sell more 5 and 10
Cent Goods Than Any
Other Twenty Whole-
sale Houses in the
Country.

WHY?

Because our houses are the recog-
nized headquarters for these
goods.

Because our prices are the lowest.
Because our service is the best.

Because our goods are always
exactly as we tell you they are.

Because we carry the largest
assortment in this line in the
world.

Because our assortment is always
kept up-to-date and free from
sticke s.

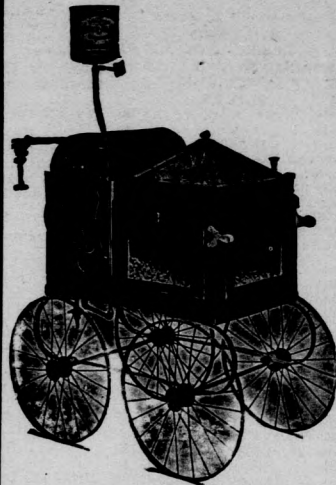
Because we aim to make this one
of our chief lines and give to
it our best thought and atten-
tion.

Our current catalogue lists the most com-
plete offerings in this line in the world.
We shall be glad to send it to any merchant
who will ask for it Send for Catalogue J.

BUTLER BROTHERS

Wholesalers of Everything--By Catalogue Only

New York Chicago St. Louis

Little Gem
Peanut Roaster

A late invention, and the most durable, con-
venient 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 Pop-
pers, Roasters and Poppers Combined from
\$3.75 to \$200. Most complete line on the mar-
ket. 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.

Kinery Manufacturing Co.,

131 E. Pearl Street,
Cincinnati, OhioCOUPON
BOOKS

Are the simplest, safest, cheapest
and best method of putting your
business on a cash basis. ***

Four kinds of coupon are manu-
factured by us and all sold on the
same basis, irrespective of size,
shape or denomination. Free sam-
ples on application. ***

TRADESMAN
COMPANY
GRAND RAPIDS, MICH.

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Sale—A small new stock of ladies' and men's furnishings. Will invoice about \$800. I wish to sell this month. Will sell at big discount. Other business on hand. Address Box 138, Howard City, Mich. 233

Wanted—Drug store, clean stock, \$2,000 to \$5,000, in or out of city. Give full particulars. Address No. 245, care Michigan Tradesman. 245

Business men ordering out-door advertising early get bargains. Cloth signs any width up to 36 inches, worded to order, 20 cents per yard. Send for catalogue all kinds of signs. Charles Day Advertising Co., Huntington, Ind. 244

Flour Mill For Sale or Exchange—For timber land. A 50 bbl. roller sifter system, water power mill in most prosperous part of California. Mill practically new. Abundance of grain; entire output marketed in vicinity. Fine mill door trade. Address L. D. Cheney, Balls Ferry, Cal. 243

Wanted—Location to build a creamery, or would buy or lease an established plant. G. Enkerly, Crittenden, N. Y. 234

The National Mining Exchange, Elkhart, Ind., buys, sells and exchanges mining and oil stocks. Correspondence solicited. 236

For Sale—One nearly new National cash register; write for particulars. Knight Bros., Zanesville, Ind. 242

Wanted—To buy drug store. Address No. 241, care Michigan Tradesman. 241

For Sale—A fine up-to-date stock of general merchandise. Stock inventories about \$10,000. Address No. 239, care Michigan Tradesman. 239

For Sale—Frame store building; living room above; clean new bazaar stock and light hardware; in hustling Northern town on Ann Arbor Railroad. Reason for selling, other business. Address Box 64, Pomona, Mich. 238

For Sale—Good stock general merchandise in Ithaca, Mich., county seat of Gratiot county. Business in flourishing condition. Best of reasons for desiring to sell. Address Lock Box 245, Ithaca, Mich. 237

Wanted—Someone to start a condensed milk factory in good locality. Milk from 4,000 cows guaranteed. Correspondence solicited. Address Wm. H. Price, Secretary of Business Men's Association, Box 16, Webberville, Mich. 252

Shoe Stock For Sale—Good clean new stock in a good thriving town. Will invoice about \$3,750. Will reduce if necessary. Must be sold this month. Good reasons for selling. Price right. Address Box 138, Howard City, Mich. 254

Jewelry Business For Sale Cheap—If sold before April first. Address No. 248, care Michigan Tradesman. 248

General stock of merchandise; fine residence; three lots; new store building, for sale cheap. Lock box 280, Cedar Springs, Mich. 230

For Sale—Grocery and crockery stock of \$5,000 in town about 1,000 population, in center of finest farming lands in State. Can reduce stock. Address No. 232, care Michigan Tradesman. 232

For Sale—Planing mill equipped throughout with new machinery, lumber sheds, warehouses, etc., \$6,500. An established trade, right in Seattle. Annual business \$50,000. Can be greatly increased. Building permits Seattle 1903, \$6,500,000 and still growing. Exceptional opportunity to get an established business. Good reason for selling. Act quick if wanted. W. L. Keate, 333 Lumber Exchange, Seattle, Wash. 235

For Sale or Rent—Store building; good farming country; fine opening for doctor; also for general store. Collections are best. Address Frank Keating, Parnell, Mich. 223

Dressmaker Wanted—Fine opening for a No. 1 dressmaker. For particulars write Williams Mercantile Co., Mantion, Mich. 221

For Sale—At Palestine, Texas, a good, well equipped packing house plant and ice plant combined for sale in a good hog producing country, and plenty of hogs and hives raised sufficient to keep plant running the year around. Ice plant has a capacity of 15 tons per day. A good bargain to the right people. Address Wm. Broyles, Palestine, Texas. 220

For Sale—Neat and good-paying drug stock, with good soda fountain. Stock will inventory over \$1,500, but will sell for \$1,200. For the money invested it is the best paying drug store in the State. First-class location for a physician. Rent only \$10 per month and new store at that. Reason for selling, wish to quit the business. Town is a great resort and will keep increasing every year. Only drug store in place. Dr. J. Bedard, Fruitport, Mich. 219

For Sale—General stock in country town invoicing about \$3,000. Can be reduced. Sales last year, \$14,000, mostly cash. Reason for selling, ill health. Address No. 222, care Michigan Tradesman. 222

Stock Wanted—Will buy for cash stock of dry goods or general stock from \$3,000 to \$10,000 in hundred-mile limit of Southern Michigan, located in some town of from 2,000 to 5,000 inhabitants. Give lowest cash price. Address No. 228, care Michigan Tradesman. 228

For Sale—The New Walloon Hotel, modern, with electric light plant and water works; sixty rooms; fine view of the Lake and near railroad station; good trade established; property located on the finest lake and the most popular summer resort in Northern Michigan; also a two-story building, 30x80, known as the Koneta, with bowling alley, soda fountain, show cases, etc., with barber shop complete; fine location; and farm of 240 acres, 100 acres improved; good buildings; located about six miles south of Petoskey; a fine stock farm. A. E. Hass, Walloon Lake, Mich. 213

For Rent—Established location for bazaar, general or dry goods store in a hustling town of 3,000; store brick, modern conveniences, two floors; immediate possession. Box 492, Howell, Mich. 161

THE ADVERTISEMENT

Cash for Your Stock—Or we will close out for you at your own place of business, or make sale to reduce your stock. Write for information. C. L. Yost & Co., 577 Forest Ave., West, Detroit, Mich. 2

THE RESULT

Detroit, March 7, 1904.
Michigan Tradesman,
Grand Rapids, Mich.

Dear Sirs—Enclosed please find \$2.38 for my advertisement. I consider it the luckiest day of my business life when you sent me a sample copy of the Michigan Tradesman. It is the best advertising medium in the State.
Yours respt.,
C. L. Yost & Co.

Our Wines and Champagne—Are best, handsomest and cheapest. Want good experienced salesmen where not represented, salary or commission. Severne Wine Co., Himrod, N. Y. 195

For Sale—Building 36x100, solid brick store, plate front, two stories, Brillion, Wis.; good opening for hardware or general store. A bargain. Address Wm. Tesch, Appleton, Wis. 202

For Sale, Cheap—A ten syrup soda fountain and fixtures. Enquire No. 199, care Michigan Tradesman. 199

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—The popular Petrie Boarding House, centrally located on Mitchell street, Petoskey, Mich. No better place for summer tourists or hay fever people in the city. Price, furnished, \$5,000; terms, \$2,000 cash; balance easy payments. Address or call on R. C. Smith, Petoskey, Mich. 210

For Sale—Acme Spring Throw and Push Carriers. Cheap to introduce. Acme Cash Railway, New Haven, Conn. 176

Investigate—An excellent opening for someone who wishes to step into a good-paying, well-established dry goods business. Write for particulars. A. T. Burnett & Co., Charlevoix, Mich. 172

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

W. A. Anning, New Method Salesman—I make a specialty of Closing-Out and Reduction sales that will turn your stock into cash and show a profit. Also rid your stock of all stickers. Wide-awake to every detail of the business. Every sale a success. Best references from merchants for whom I have conducted sales. Write to-day. Address Aurora, Illinois. 227

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—Thirty-four hundred dollar stock of general merchandise, well located. Address Lock Box 306, Cary, Ill. 209

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

Wanted—To buy stock of general merchandise from \$5,000 to \$25,000 for cash. Address No. 89, care Michigan Tradesman. 89

For Rent—A good two-story brick store on a good business corner, in a good business town; city water and electric lights. Address P. O. Box No. 298, Decatur, Mich. 115

For Sale 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—Good stock drugs, dry goods and groceries. Poor health. Good chance. Address No. 179, care Michigan Tradesman. 179

120 acre farm two and a half miles from railroad. Wish to trade for stock of hardware. Lock Box 491, Shelby, Mich. 45

For Rent—Large store building and basement. Good town, fine location. Address No. 971, care Michigan Tradesman. 971

Cash for Your Stock—Or we will close out for you at your own place of business, or make sale to reduce your stock. Write for information. C. L. Yost & Co., 577 Forest Ave., West, Detroit, Mich. 2

Geo. M. Smith Safe Co., agents for one of the strongest, heaviest and best fire-proof safes made. All kinds of second-hand safes in stock. Safes opened and repaired. 376 South Ionia street. Both phones. Grand Rapids. 926

For Sale—Rare chance. One of only two general stores in best village in Genesee county. Write for description. Address No. 881, care Michigan Tradesman. 881

Good opening for dry goods; first-class store to rent in good location. H. M. Williams, Mason, Mich. 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 corner of land. Very desirable for stock raising or potato growing. Will exchange for stock of merchandise of any kind. C. C. Tuxbury, 301 Jefferson St., Grand Rapids. 835

One trial will prove how quick and well we fill orders and how much money we can save you. Tradesman Company. Printers, Grand Rapids

POSITIONS WANTED.

Wanted—Steady position in small town as plumber, steam fitter. Fair knowledge tin and furnace work. Best of references. Address Plumber, Box 424, Mantion, Mich. 247

Wanted—Position as manager of drug store. Eight years' experience in best stores. Sober and reliable German. Best references. Address No. 246, care Michigan Tradesman. 246

Wanted—Position as clerk in general store or grocery; small town preferred; have had eight years' experience and can furnish best of references. Address Box 120, Collins, Mich. 231

Salesman Wants Position—In a retail clothing store. Have had two years' experience. Can give references. Address Box 241, Pigeon, Mich. 211

First-Class Traveling Salesman desires Position—Best references. Address J. H., care Michigan Tradesman. 225

We have a first-class profitable sideline for traveling salesmen who have an established trade among the grocery, candy and cigar trade. State territory covered. Michigan Novelty Works, Kalamazoo, Mich. 192

SALESMEN WANTED.

Wanted—Shirt salesmen to take orders for custom made shirts. We make a leader of "three \$2 shirts for \$5." Liberal inducements to capable men. Exclusive territory and commissions paid on renewal orders. Samples, order books and instructions free. Cadillac Shirt Company, Detroit, Michigan. 197

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

Wanted—Clerks of all kinds apply at once. Enclose self-addressed envelope and \$1, covering necessary expense. The Globe Employment & Agency Co., Cadillac, Mich. 216

Wanted—Clerk for general store. Give references and experience. Address Haak Lumber Co., Haakwood, Mich. 214

HIGHWAY NOMENCLATURE.**Regarded as Emblems of an Advanced Civilization.***

One of the most interesting things connected with the rural delivery of mails is the fact that so many of the farm houses are provided with neat mail boxes upon which is painted the owner's name. As we travel through the country and recognize these emblems of an advanced civilization, it is a keen satisfaction to us to know that this beautiful farm is owned by John Doe, and that one with the tumble-down gates and implements scattered all over the highway is the property of Richard Roe; another place in which there is a beautiful flower garden belongs to Jacob Smith, and the one with the attractive entrance, with the large elm tree, is the place where John Del Ray lives. Facts of this kind give interest to the traveler in his surroundings and add to the zest and pleasure of traveling through the country.

British and Continental highways all have their intersection finger-boards, telling the distance to the nearest town, and often there will be a placard saying how many rods it is to some beautiful view-point. Traveling through the mountains of France, Germany and Switzerland it is very common to find posts upon which is indicated clearly the height above the sea. Last fall, in traveling over some highways in Southern Connecticut, I was delighted to note the stone markers giving the distance to prominent points, particularly at the intersection of highways. Because we live in the wild and woolly West is no reason why we should deprive ourselves of things of this kind that add to the pleasures of life. They are inexpensive and easily made and utilized. All of our highways through the rural townships should have names and these names should be on prominent placards at the intersections of highways. It may not be equally important with the naming of city streets, but in a measure the same purpose is subserved. These names should either commemorate events or recognize old and prominent citizens who have had to do with the development of the country. These names should be put upon prominent and attractive supports, so that they shall not antagonize the spirit of good taste. Townships should not depend upon the advertisers of the city to erect boards naming the distance from some certain points to the city. If this matter of finger-boards and placards is in the hands of the township government it will be done uniformly and will awaken an interest in these things on the part of the township authorities which will filter itself into the general populace. An added interest would be given to our thoroughfares if farms could be given names and these names placed at the entrances of the places. It is but a step from this to the naming of prominent corners and the labeling of prominent trees, and particularly those that are rather unusual. This is a thoroughly practical matter. There is always in the nearest town some botanical expert who

*Paper read by Hon. Chas. W. Garfield at meeting of Grand River Valley Horticultural Society.

would be glad to identify trees and shrubs, and if township authorities or residents along a prominent thoroughfare would undertake to place distinct labels upon attractive trees, it would add to the pleasure of the general public. The township that will take hold of this matter and make some steps of progress will have itself talked about over a wide range of territory. This is not a matter that the people will cry for, as the babies do for Castoria, but it must be a subject that is undertaken by public spirited citizens or an organization like a grange or farmers' club or women's club. Individuals or organizations that will take an interest in this improvement and perform a service that will be so readily recognized as a public service will be considered benefactors of the people.

What Constitutes True Salesmanship.

Never start out on the road until you know all about your goods and prices.

If your house manager does not teach you about the goods, make it your business to learn somehow.

Do not make the mistake of believing that price is the only thing that sells goods.

Understand that price is the very smallest factor in salesmanship.

Never be impressed with the thought that if you do not know the cost of your goods you can not handle them intelligently. If you have a selling price, the less you know about cost the better.

If you can not sell goods intelligently without knowing the cost you make poor use of your intelligence.

Do not get an idea into your head that you control your trade and that if you "quit" it would ruin your house. You are only half the proposition, the house is the other half.

If after you get out, you find that you don't know as much as you should, get permission to go back, post up and start over again.

Never doubt the buyer's ability to buy goods right, and never be so foolish as to write the house that they are not buying goods cheap enough.

When you feel that your house does not know as much as you do, take the train for home and assume the management—if you think they will permit it.

As between your customer and your house, you should consider the interest of your house first.

A man who considers the interest of his customers so important that he neglects to make profits for the house will soon have no house to back him.

Never blame another man for your own ignorance; never apologize nor explain when you fail to sell goods—explanations do not make money for the house. Never take it for granted that your house will understand your orders written "any old way."

Always take plenty of time to read any and all circulars and letters sent you by the house. An hour lost from your "visiting of trade" taken up in this way means ten hours gained when you get started.

Do not make the mistake of be-

lieving that because you have been on the road twenty years, you can not learn something more about goods or about selling them.

Do not be afraid of your manager and do not pull against him; be his friend and he will be a friend to you; be frank, earnest, and use your brain to think, find ways, and better ways, of selling goods.

There are one hundred thousand ways of selling goods of which we know, but there are one hundred million ways yet to be discovered.

Find a way to do your work well with the goods you have, the prices you have and the house you have, and make every effort to convince yourself that you can do it, then do it, and your salary will take care of itself.

Do not be afraid of losing your job. The very fear of it will lessen your ability to sell goods, and then you will lose it.

No matter how careful the shipper, sometimes a customer will find cause to "kick." Never make the mistake of believing that your house intended to ship poor goods or dissatisfy the customer. Stand by your house on this principle; adjust the difficulty and go on your way rejoicing.—W. N. Aubuchon in Mahin's Magazine.

Another Argument.

Pick up a copy of one of the leading agricultural papers, and select some general line of goods advertised to the farmer. Take incubators, cream separators, or wagon wheels, or almost any line of goods you may select.

Put yourself in the place of the farmer receiving the paper, allowing he has become interested in these goods. He finds from ten to a dozen advertisers, each using from one to two inches of space, each advertisement showing a marked similarity to the others on the page. There are no strong reasons why he should reply to one advertisement that would not apply to the other. The result is that he generally writes to all the advertisers, and in the confusion of claims is either disgusted with the whole matter, or what is more likely, he buys either the cheapest or the line that puts up the most attractive talk.

Take this page containing a dozen two-inch advertisements, none of which are at all distinctive, and put beside these advertisements a 200 or 300-line advertisement, giving a good clear cut illustration of the line in question, with descriptive matter and a chain of arguments showing the strong points as well as reasons why the farmers should buy your line, and is it not fair to presume that a good many farmers would be impressed that yours was really the line they wanted? And is it not a further fair presumption that you would get the very best results?—Profitable Advertising.

Parasols for the Summer Season.

In the way of parasols more attention will be given the long-handled ones, which will be very much in evidence this season; more so, in fact, than they have been for a number of years. Handsome enamel sticks

seem to be quite favored, and particularly in the coachings, the stick matching the parasol in tone. These sticks are almost invariably straight and adorned, save possibly with a little bow. In some the end has a gold ferrule, while in others the shank itself is merely rounded.

TOO LATE TO CLASSIFY.**BUSINESS CHANCES.**

Good store building and residence for sale or rent. Near operating oil fields with company ready to prospect in Eastern Kansas. Address Grant Harvey, Emporia, Kas. 255

For Sale—Southern timber lands, hardwood, poplar, cypress and pine. Fine timber lands and stumpage. All Southern States, in large and small tracts. We also have a few good coal properties at attractive prices. Let us know what you want and we can supply you on short notice. Early & McIlwaine, Welch, West Virginia. 256

For Sale—Stock of wall paper, crockery, picture mouldings and curtains, in voices \$1,500. Address G. W. Wright, Albion, Mich. 259

To Exchange—First-class property in the city of Battle Creek, paying 6 per cent. net for stock of groceries, bazaar or general stock. Address 128 Main St., East, Battle Creek, Mich. 257

To Merchants—Standard chewing tobacco, 38 cents down. Particulars, Box 3, Rugby, Ill. 261

Fine opportunity to purchase a first-class crockery and house furnishing business at a bargain in Flint, Michigan. Address No. 260, care Michigan Tradesman. 260

POSITIONS WANTED.

Young man 18 years of age would like a position as clerk in general or grocery store; three years' experience; good references. Address Claude R. Amick, Oregon, Ind. 258

Pharmacist, Registered, Wants Position—Experience; good references. P. O. Box 411, Manton, Mich. 226

AUCTIONEERS AND TRADERS

W. A. Anning, New Method Salesman—I make a specialty of Closing-Out and Reduction sales that will turn your stock into cash and show a profit. Also rid your stock of all stickers. Wide-awake to every detail of the business. Every sale a success. Best references from merchants for whom I have conducted sales. Write to-day. Address Aurora, Illinois. 227

H. C. Ferry & Co., the hustling auctioneers. Stocks closed out or reduced anywhere in the United States. New methods, original ideas, long experience, hundreds of merchants to refer to. We have never failed to please. Write for terms, particulars and dates. 1414-16 Wabash ave., Chicago. (Reference, Dun's Mercantile Agency.) 872

MISCELLANEOUS.

Wanted—A registered pharmacist. Steady employment. Married man preferred. Address W. D., Carrier 10, Grand Rapids. 251

Wanted—Energetic young married man who can push a general merchandise millinery and fancy goods business in a good town in Central Michigan. Splendid opening for right man. Bond required. Address A. B. C., care Michigan Tradesman. 250

Attention Clerks—Free. Send your name and address for us to register, stating line. It may mean fine position or salary increased. Address Clerk Register, Lock Box 151, Wabash, Ind. 249

Wanted—A good all-round tinner. Steady job for the right man. Phone No. 50, Brattin & Perkins, Nashville, Mich. 235

A Position Is Open—Do you know where it is? We do. We have openings for high-grade men of all kinds—executive, technical, clerical—paying from \$1,000 to \$10,000 a year. High-grade exclusively. Write for plan and booklet. Hapgoods (Inc.), Suite 511, 309 Broadway, New York. 37

Merchants Wanting Experienced Clerks—Of all kinds apply to the Globe Employment & Agency Co., Cadillac, Mich. 217

Wanted—Meat cutter. Give references and experience. Address Haak Lumber Co., Haakwood, Mich. 215

Wanted—Experienced young man to take care of soda fountain and work in drug store; permanent position to right person. Reburn's Drug Store, Kalamazoo, Mich. 212

Spring Opening Souvenirs

Unique, popular, inexpensive yet productive of big results. Send for particulars.

W. E. CUMMINGS & CO.

458-460 State St., Chicago, Ill