

MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, MARCH 16, 1904

Number 1069

IF YOU HAVE MONEY

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

Martin V. Barker
Battle Creek, Michigan

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

Correspondence Solicited.

NOBLE, MOSS & COMPANY
BANKERS

Union Trust Building, Detroit, Mich.

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

The William Connor Co.
WHOLESALE CLOTHING
MANUFACTURERS

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

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

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

**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withdrawn from sale with the exception of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.

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. MOORHEAD, Manager.

IMPORTANT FEATURES.

- Page.
2. Store's Mistake.
4. Around the State.
5. Grand Rapids Gossip.
8. Editorial.
9. Shade Trees.
14. Dry Goods.
15. Peculiarity of People.
16. The Best Mediums.
17. New Goods for Spring and Summer.
19. Fire Stories.
20. Window Trimming.
24. Woman's World.
26. Hardware.
28. Saint and Sinner.
30. Shoes.
32. Store Management.
34. Mistakes of Druggists.
36. Two Years' Work.
37. Hardware Price Current.
38. New York Market.
39. Setting a Standard.
40. Commercial Travelers.
42. Drugs—Chemicals.
43. Drug Price Current.
44. Grocery Price Current.
47. Special Price Current.

Fifty-Seven Out of One Hundred and One.

Grand Rapids, March 14—At the
last examination session of the Mich-
igan Board of Pharmacy, held at Ann
Arbor, there were sixty-seven candi-
dates for registered certificates and
thirty-four candidates for assistant
papers. The fortunate ones were as
follows:

Registered Pharmacists.

John O. Barnes, Copemish; Carl M.
Barry, Big Rapids; Chas. A. Boese,
Grand Rapids; Irwell Brody, Law-
ton; Joe C. Brown, Battle Creek;
Henry W. Chase, Muskegon; Morris
M. Cohen, Detroit; N. J. Crocker,
Gaylord; Claude B. Farrell, Howell;
John A. Gilray, Sault Ste. Marie; Wm.
J. Hebbard, Marquette; Lorne E.
Herrlich, Alpena; Leo D. Hickey,
Traverse City; Claude T. Hornber-
ger, Lansing; Claude C. Jones, Battle
Creek; Bert C. Kirkland, Battle
Creek; L. Robt. Landon, Detroit; Eu-
gene D. Luke, Elkhart; Frank B.
MacMullen, Bay City; John J. Mc-
Koighan, St. Charles; Edw. L. Mar-
coux, Muskegon; Wm. W. Morse,
Kalkaska; Frank M. Osborne, De-
troit; W. Rose Bulkinghorn, Big
Rapids; Harry C. Smith, Ypsilanti;
J. Claude Studley, Jackson; Clark
Treat, Port Huron; Albert Tilly, St.
Joseph; Robt. C. Tuttle, Rochester;
Clare E. Wilkinson, Saranac; Nathan
A. Yale, Deerfield; Joseph B. Zack-
heim, Detroit.

Assistant Pharmacists.

Chas. E. Brown, Lowell; H. A.

GAS

ELECTRIC LIGHT & TRACTION
BONDS

EDWARD M. DEANE & CO.
BANKERS

SECOND FLOOR, MICHIGAN TRUST BUILDING
GRAND RAPIDS, MICHIGAN

Carpenter, Detroit; Byron L. Curtis,
St. Louis; A. N. De Frenn, Grand
Rapids; Cornelius Dutmers, Grand
Rapids; Fred R. Fashbaugh, Belding;
Arthur B. Gaffar, Lansing; Chas. E.
Gould, Ithaca; Chas. R. Green, Ionia;
E. Arthur Johnson, Big Rapids; Per-
ry H. Lewis, Bangor; Jas. H. Mc-
Allister, Traverse City; A. M. Man-
ley, Vermontville; Louis V. Middle-
ton, Grand Rapids; Mark Mitshkun,
Detroit; Ralph G. Miller, Saginaw;
Marshall J. Morrish, Sault Ste. Marie;
Wm. Murphy, Harrison; Geo. Pa-
quin, Grand Marais; Ralph J. Parkill,
Port Huron; Bernardus Schulte,
Grand Rapids; Richard J. Teahan,
Yale; Alvin M. Smelker, Freeport;
Louis W. Krueger, Adrian; Clarence
A. Pitcher, Marlette.

The next meeting will be held at
Star Island June 20, 21 and 22.

John D. Muir, Sec'y.

The war in the Far East goes along
with the Japanese steadily on the
aggressive. While their most effec-
tive blows thus far have been struck
by the navy, it may be expected that
they will soon execute some success-
ful land movements. While the Rus-
sians have been in actual occupancy
of Manchuria for some time past, it
is not believed that they are pre-
pared to resist a strong Japanese in-
vasion. Difficulties in the transpor-
tation of troops and supplies hamper
the Russians to an extent that is
regarded as crippling their power.
Although Japan may sweep Russia
from the seas and drive her out of
Korea and Manchuria, it is true that
the war will then have been only
begun, provided Russia persists in
asserting its claims and proceeds to
assemble its vast forces to maintain
them. There has been an intimation
that Russia would be willing to sub-
mit its controversy with Japan to ar-
bitration. This idea may have been
put forward to excite sympathy in be-
half of Russia. It is hardly a serious
suggestion. Russia had a chance to
arbitrate but obviously wanted no
arbitration. The efforts of Japan to
effect a settlement by diplomatic ne-
gotiations were received with indif-
ference. They were practically ig-
nored. The war is on and it is likely
to continue for an indefinite period.
While neither nation may be able to
conquer the other, neither will quit
until the other cries for peace. The
opportunity for arbitration may come
when territorial conditions are to be
settled.

Bethel—The Bronson-Kalamazoo
Portland Cement Co. has been or-
ganized to engage in the manufacture
of cement and the drilling for oil.
The authorized capital stock is \$900,-
000. The members of the company
are gentlemen from Akron, Ohio, and
the stock is all held by J. F. Town-
send with the exception of two shares.

Manufacturing Matters.

Holland—Hayes & Clark succeed
Jacob Flieman in the wagonmaking
business.

Sidney—Pettit & Woods, of Stan-
ton, will start a cheese factory here
this spring.

Lake Odessa—A. J. DeVoe, of
Ionia, has begun the manufacture of
cigars at this place.

Detroit—The plant of the Economy
Stoye & Manufacturing Co. has been
removed to Cleveland, Ohio.

Detroit—The Detroit Timber &
Lumber Co. has increased its capital
stock from \$140,000 to \$500,000, all of
which is subscribed for.

Bay City—The Michigan Chemical
Co.'s distillery has finished its run
in beet sugar molasses, out of which
alcohol is made, and suspended op-
erations for the season.

Kalamazoo—The Kalamazoo Sta-
tionery Co. has been organized here
with a capital stock of \$50,000, to
manufacture tablets and paperettes.
The new company will use Kalama-
zoo-made papers almost exclusively.
An envelope manufactory will proba-
bly be added soon with a largely in-
creased capitalization.

Jesse C. Watson, the veteran trav-
eling salesman, died at his late resi-
dence on South Union street last Fri-
day morning as the result of a com-
plication of several diseases. At the
time of death he had been confined
to his bed about ten days with a bro-
ken leg, which he sustained by slipping
on the street while on his way home
one evening. He was getting along
as well as could be expected until the
night before he died, when he began
having sinking spells at intervals dur-
ing the night until death occurred.
A post-mortem examination was held
Saturday, but the report of the cor-
oner will not be made public until later
in the week. The funeral was held
at the family residence Monday after-
noon, the interment being in Oakhill
cemetery. Deceased was a man of ex-
cellent character and enjoyed the re-
spect and friendship of every one
who knew him.

The final decision of Mr. Lewis H.
Withey, in declining to act as a di-
rector in the Michigan State Tele-
phone Co., which is a re-organization
of the Bell corporation, will meet
with the hearty approval of Grand
Rapids people in particular and
Western Michigan people in general,
because it is a tribute which Mr.
Withey pays to public sentiment,
which appears to be wholly one-
sided on this question. As the Bell
re-organization has distributed a
large amount of stock among its
henchmen, it will readily be seen that
this action on Mr. Withey's part in-
volves a financial sacrifice which
makes his action all the more com-
mendable.

STORE'S MISTAKE.

Her Conscience Wouldn't Let Her Keep the Money.

Written for the Tradesman.

When I was in the grammar school, in the town in which I passed my childhood, it chanced to be my fortune—I regarded it then as my misfortune—to be chained to a girl considerably older than myself for two years; that is, she was my seatmate during all that long, dreary time, and the feeling with which I came to regard her was as if I were actually chained to her.

She used to make me so nervous. Her very name sounded as if it came straight from out of a Sunday School book—Ideal Mac Laren! I remember looking up in the dictionary the exact meaning of her given name, and when I read that "Ideal" meant, "a model of excellence," I hated the girl all the more.

In appearance everything about her belied her cognomen. Growing faster than her years would warrant she had come up as ungainly as a young gosling. Somehow, the very way she walked made you think of one of those little bipeds after it has lost its yellow downy prettiness. She had come to be a "crack-stepper," or rather a non-crack-stepper. She had allowed herself to get into that soul-harrowing habit and went around continually trying to avoid stepping on a crack. "'Twas sure to bring bad luck," she said, and crossed herself conscientiously and vigorously. She had various other tricks along this line that made her an object of curiosity to those around her.

How well do I remember how Ideal looked the winters of those two years that I endured her. The first year saw her triggered out in a dress of hideous brick red. She wore it right straight along, without once changing the thing, from the time when school began in the fall until late in the spring. Incidentally—I might say accidentally—I learned that the dress had been one of her mother's. Originally light in tone, it had been dyed before being made over for Ideal, and was about as becoming to her as sea-green to a vinegar-visaged cantankerous old maid. The other eye-sore of a dress was a livid purple; and if there is one color on all the face of the earth that I detest, it is that same kingly hue. The history of this garment, also, came to my ears: She had been allowed to select the cloth her own self, but, as it happened, the time of day was a little too late to distinguish distinctly as to shades and colors, and the lights were not yet turned on, so it came about that whereas the girl had intended choosing a deep plum color, she found, the next day, when too late to remedy the matter, that she had purchased a brilliant purple. She, too, abhorred the color, so that it was even worse for herself to live through than for those around her.

But I could have forgiven her her clothes if it hadn't been a fact that Ideal was painfully, horribly good! Her goodness was of the true-blue brand—there was no make-believe about it. No angel myself, of course my conduct, by contrast, was all the more heinous. I would whisper; she

never. I sometimes indulged in the luxury of throwing paper-wads; she never. I carved, very laboriously, be it said, and wickedly, my name on the inside of my desk cover; she never. I sent valentines to the boys; she never. In short, if there was any delectable little piece of diviltry going around, I was one of the naughty ones concerned in it, while she, the pink of propriety, was one of the "very elect" as to righteousness. And I detested her for it with as deep-seated a hatred as ever stirred the unregenerate heart of "M'liss" toward "that white-faced thing," Clytie Morpher!

* * *

Ideal was always one of the close-mouthed kind and it wasn't until several years after our high school days had ended that the history of this meritorious girl was told to me; and afterwards, when circumstances again threw us together, I came to have for her a deep regard and to admire and respect her greatly.

The memory of her goodness at school had ever stayed by me and when, one time, a group of us were discussing certain store happenings, the knowledge came to me with a distinct shock that Ideal had, after all, a very human side to her character. I had always, myself, had an intense love of right dealing as to money matters—from my earliest recollections up—and that Ideal could even have been tempted to do anything wrong along this line appeared to me incomprehensible.

She, it seems, had always, during her school-going years, been obliged to practice the very closest, the very pinchingest economy. That was why she had to wear so long the brick-colored and the purple dresses. That was why her shoes were always patched, her gloves mended until there was nothing left of them to mend. That was why her lunches were always of the cheapest sort, whereas we had imagined that her mother's being stingy with her was the reason.

* * *

She and the widowed mother lived alone in the half of a tiny rented house at the farther end of a miserable little "Court." Their rooms were meanly furnished and it was plain to be seen that Want stalked around there unceremoniously. They had a dinky little farm in the country, which they rented out "on shares," and this "on shares" was actually all that stood between them and the poorhouse!

It made my heart ache when I heard the recital of the early struggles of this worthy pair and I won't say that I didn't feel considerable contrition for my former misjudgment of them.

* * *

"When I took the examination and got an appointment to teach, the fall following my graduation from the high school," said Ideal, reminiscently, "I had still to count my pennies, and it was not until the next fall that I allowed myself to buy anything in the way of clothing for myself. I had needed things, but must not have them—my mother was

so much worse off than I in this regard.

"At the beginning of my second year of self-support, I determined that I could no longer do without replenishing my wardrobe—to a reasonable extent, at least. I needed many things, but decided only on a new dress. The other garments, if came they at all, must come later.

"What should my dress be? It was a most momentous question. I debated it long and carefully. I was—am—very fond of gray, and gray it should be.

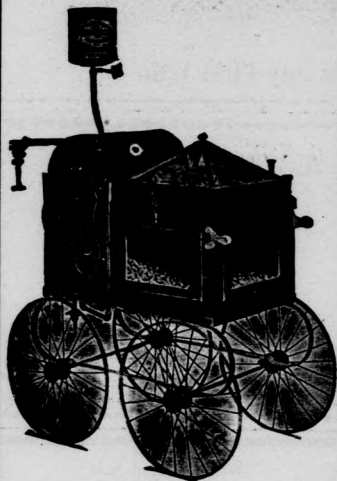
"How long it was since I had had a dress 'with trimmings!' I couldn't remember when I had had a dress that wasn't trimmed with mere folds or ruffles of the goods. Now I would have something entirely different!

"So I selected the fancy braid and the buttons for my new raiment with the utmost care. Weren't they to last for years and years to come? And the linings—they must be chosen with equal forethought.

"Now, I am well fixed for the future. I saved and saved for years and finally bought our present comfortable home in a pleasant locality. My mother and I are well clothed, and have been for several years, and I have a tidy little sum laid by for the proverbial rainy day that comes into most lives. I am blessed with abounding health and have much to be thankful for. If I want pretty clothes now, I am perfectly able to buy them.

"But shall I ever forget, when I purchased that first dress out of my early hard earnings, the struggle I

Little Gem Peanut Roaster



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

Catalogue mailed free describes steam, spring and hand power Peanut and Coffee Roasters, power and hand rotary Corn Poppers, Roasters and Poppers Combined from \$8.75 to \$200. Most complete line on the market. Also Crystal Flake (the celebrated Ice Cream Improver, 1/4 lb. sample and recipe free), Flavoring Extracts, power and hand Ice Cream Freezers, Ice Cream Cabinets, Ice Breakers, Porcelain, Iron and Steel Cans, Tubs, Ice Cream Dishes, Ice Shavers, Milk Shakers, etc., etc.

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

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.

had with myself—yes, the fight—to return to the dealer the mistake of \$2 in my favor which had been made in my bill!

"The whole thing is as fresh in my mind as if transpiring but yesterday. I did not, with all my school-teaching, discover the error until a week later. I speciously argued to myself that so long a time had elapsed that it could not possibly have been noticed.

"But the money is the dealers,' said Conscience.

"'Twas their mistake, not mine,' quoth I.

"That makes no difference, the money is theirs,' insisted Conscience.

"If they haven't found the mistake out by this time, 'tisn't at all likely they ever will,' I argued. 'They'll never be the wiser.'

"Well, we had it back and forth for a long time, my Conscience and I, and I finally made up my mind that he would give me no rest, night or day, the remainder of my natural life, did I not obey his commands.

"So I took my bill and the precious \$2 down to the store in question, brought back home with me the one and left with the merchants the other, and ever since have been able to sleep o' nights." Jennie Alcott.

Fourth Anniversary of Cadillac Council.

Detroit, March 14—The fifth annual meeting of Cadillac Council, United Commercial Travelers, was held at Golden hall Saturday evening, with the largest attendance in the history of the Council. Seven of the enemy were captured and led over the mountains, and the following officers were elected and installed:

Senior Counselor—J. W. Dean.

Past Senior Counselor—R. S. Loughhead.

Junior Counselor—John B. Kelley.

Sec.-Treas.—J. W. Schram.

Conductor—C. C. Starkweather.

Page—Chester Pedder.

Sentinel—Grant Rouse.

Executive Board (two years)—J. G. Gervies, F. E. Wicking; (one year) John McLean, Sam B. Rosenfield.

Council Physician—R. L. Kennedy, re-elected.

The Council closed to attend a banquet gotten up by the ladies of Cadillac Council, and if ever the boys were surprised it was when entering the banquet room. The walls were literally covered with bunting, both national and associational. On bunting from the center of the room hung our beautiful Council flag, and at the head of each table hung a crescent with large letters. The members of Cadillac Council and friends to the number of about one hundred sat down to a beautifully decorated table covered with carnations, the colors of the order. Around the tables stood twenty of the best women on earth ready to serve the delicacies prepared for the evening by their own hands. After satisfying the inner man thoroughly, the toasts were responded to as follows:

Introduction of Toastmaster—P. T. Walsh.

"All work and no play makes Jack a dull boy"—Jno. McLean.

Song—By Mr. Wm. H. Baier (classical).

The Ideal U. C. T (Tearful Tragedy)—J. W. Schram.

Song—By J. W. Dean (Heavy Tragedy).

Recitation—By A. G. Mac Eachron (A Bloodless Tragedy).

"Resolved—That fire is more destructive than water"—To be debated by all members present.

Dialogue—By M. Howarn and R. S. Loughhead (Tragedy, War and Peace).

All the boys seemed cocked and primed for a good time and each one was prepared to respond in proper shape to the toast given him, especially the response by A. G. Mac Eachron to the toast, "Where are my shoes to-night?" The boys have been having some flings at Brother Mac Eachron since our annual Grand Council meeting last May when his shoes were stolen while he was rooting for Detroit against Saginaw. I enclose you Mr. Mac Eachron's recitation—his own composition—entitled, Where Are My Shoes To-night?

By the way, Brother Mac Eachron is a candidate for Sentinel at the next Grand Council meeting in Jackson in May.

Cadillac Council is in good shape and has lately taken its second wind and gathered into its ranks about twenty of the brightest young men who travel in Michigan. Success is sure to follow, for the boys all say we will be at the top notch by another year, and I guess we can do it. J. W. Schram, Sec'y.

Death of H. C. McFarlan, the Central Lake Merchant.

Central Lake, March 14—Henry Clay McFarlan, a prominent merchant and President of the village, died on Friday, March 11, at his home in this place, of dropsy and heart disease.

Mr. McFarlan was born at Livonia, Wayne county, Mich., May 25, 1848, where he made his residence for about twenty years.

At the age of 16 he enlisted as a drummer boy and served his country as such for the space of about one year in the early part of the war of the rebellion. Returning to his home he re-enlisted as a private in Co. D, 6th Michigan Heavy Artillery, in which he remained until the close of the war, when he engaged in the occupation of sailor on the Great Lakes, which he followed continuously until 1873, when he located in DeWitt, Clinton county, where he remained two years in a business venture with his brother.

In 1875 he went to Manton, where he followed mercantile pursuits for a period of seventeen years. In the early part of 1892 he went to Albuquerque, N. M., in the hopes of recruiting his already impaired health, and there met and married, in October, 1893, Mrs. Euphemia Kohn, who survives him.

After remaining in New Mexico about a year, and his health then permitting, he came to Central Lake, where he immediately went into the mercantile business.

In 1895 a fire completely wiped out his store and its contents, leaving him with hardly a dollar, but in spite of this disaster he rebuilt and continued the business which he had

established, and conducted it with marked ability and success until shortly after the first of the present year, when failing health compelled him to retire.

On the 11th of February last fire again visited his establishment, completely destroying store and stock, and although unable to leave the house, and realizing that he was practically at death's door, he went on formulating plans for another building, to take the place of the one just destroyed. Those who know him best believe that had the Grim Destroyer withheld the fatal stroke for a few more weeks Mr. McFarlan would have carried out his ideas.

Funeral services were held last Sunday under Masonic auspices and the body was taken to Watertown, Wis., for interment.

Geo. L. Thurston.

High Leaping Russian Dogs.

Perhaps the most vigorous and agile dogs in the world are Russian wolfhounds. Built something like a greyhound, but with more muscular limbs and shaggy coats, they are capable of feats of agility truly astonishing.

In Barnum & Bailey's show there are six of these hounds, which have been trained to leap over and through barriers of great height. Two have acquired such proficiency that one leaps through a square hole scarcely large enough to permit the passage of his body. This hole is cut through the barrier, about twelve feet from the bottom.

A black and white hound, however,

surpasses this performance by leaping entirely over a 15-foot barrier, clearing it in some instances by at least a yard. The performance is directed by a woman, whose word "Go" the hounds obey with the alacrity of foot racers at the start of a 100-yard dash. A thick mat is spread on the ground just beyond the barrier, and the dogs are allowed to see and smell it before the first order to leap. Without this assurance of safety they could not be induced to leap—so, at least, the trainers say. The start is a run of about fifty feet, and the leap is made from a short incline covered with soft material to afford a footing for the dogs. There appears to be no spring in this device, which is from eighteen inches to two feet in height at the highest part.

No man knows the sound of his own voice. He hears himself through two channels—the outer ear and the eustachian tube. He hears his friend through the ear only. Hence, he would rather listen to himself than to his friend. Try your voice in a gramophone. At first you will not recognize it. But you will immediately identify that of your friend.

A hen whose history was known and recorded died in Middletown, N. Y., the other day at the age of 17 years. This hen died a natural death. She was allowed to live as long as she would, just to see how long she would live. The case will be cited to show the possibility that some very old hens may be masqueraded as very young chickens.

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



If You Are One

of the few not using or who have not seen the

Brilliant
Gasoline Gas Lamps

write for our catalogue which tells you all about them. Over 125,000 in daily use, and expense averages

Less Than 15c a Month



The Brilliant Gas Lamp Co.

42 State Street, CHICAGO, ILL.



Movements of Merchants.

Wayland—J. Hardey, of Yale, will shortly open a new shoe store here.

Tecumseh—J. B. King has purchased the grocery stock of R. S. Moore.

Middleville—Walton & Culver continue the bakery business of Chas. S. Walton.

Eaton Rapids—J. W. Vaughan has purchased the harness stock of Hall & Darling.

Fergus—F. M. Dodge has purchased the general merchandise stock of O. L. Pratt.

Nashville—Elmer McKinnis has purchased the grocery stock of A. A. Whiteman.

Big Rapids—Fred I. Lander has purchased the grocery stock of Tenney & Zeller.

Wakelee—H. W. McKee has purchased the general merchandise stock of Wm. J. Akerly.

Vassar—Chas. N. Brett, dealer in stoves, has taken a partner under the style of Brett & Beach.

Flint—C. L. Bartlett & Co. have sold their drug and grocery stock to Zimmerman & Ottaway.

Eaton Rapids—The Rochester Clothing Co. will open a new clothing store about April 15.

Fostoria—J. M. Smith, furniture dealer and undertaker, has sold out to F. C. Tompkins & Co.

Juniata—John Daugherty, dealer in general merchandise, has sold his stock to George Campbell.

St. Louis—Geo. Cummings, of North Bethany, has purchased the grocery stock of S. P. Sharp.

Battle Creek—The James N. Riley Co., clothiers, has decreased its capital stock from \$16,000 to \$10,000.

Overisel—Dykhouse & Etterbeek are succeeded in the hardware and implement business by H. D. Poelaker.

Nunica—Geo. W. Gould has sold his drug and jewelry stock to E. A. Brown, possession to be given April 1.

Cadillac—William F. Bradford, of Sherman, has succeeded Carlson & Larson in the Gotha temple meat market.

St. Johns—P. C. & S. J. Elwell have opened a racket store at this place under the style of the New York Racket Store.

Gera—Mossner & Bishop have engaged in the general merchandise business, having purchased the stock of John Rummel.

Stanton—Ralph Bentley has purchased the meat market of J. L. Weaver and will continue the business at the old stand.

Sand Lake—N. N. Pringle, dealer in hardware, harnesses and implements, has taken a partner under the style of Moody & Pringle.

Battle Creek—Francis J. Murphy and Maurice A. Byrne have opened a grocery store at 24 South Hefferson avenue. Mr. Murphy was a member of the clerking staff of Whalen & Taylor, and Mr. Byrne is from Mitchell, S. D.

Lake Odessa—J. W. Wright, of Dellwood, has leased a store building and will occupy same about June 1 with a stock of bazaar goods.

Charlotte—The hardware firm of Barber & Spencer has been dissolved, Mr. Barber retiring and Mr. Spencer taking possession as sole owner.

Lyons—John P. Hauck has purchased a half interest in the Pewamo Hardware Co. of L. F. Lobdell, the new style being Waigle & Hauck.

Marion—Ernest J. Parr is now sole proprietor of the Central drug store, having purchased the interest of Mr. DePeel in the drug business of Parr & DePeel.

Custer—J. C. Bregg & Son, dealers in groceries and meats, have added a line of boots and shoes. An enlargement of the store is planned for the near future.

Oakley—W. H. Judson has exchanged his property here, including his entire livery outfit, to John Cook, of Owosso, for a stock of dry goods, boots and shoes.

Millington—H. B. Henderson has taken his son, Ralph, in partnership with him in the drug business. The new firm will be known as H. B. Henderson & Son.

Ovid—Miss Gertrude Searls, of Elsie, has engaged in the millinery business in the building formerly occupied by the millinery stock of Mrs. Anne Huntley.

Cedar Springs—Miss Katherine Johnson, of Frankfort, has purchased the millinery stock of L. E. Haring and has opened millinery parlors in the building adjoining.

Vermontville—Seroll Powers has taken a partner in his implement business in the person of his brother-in-law, Harley Andrews. The new style is Powers & Andrews.

Coleman—C. E. Bradshaw has sold his drug stock to H. B. Henderson and Clare H. Henderson, who will continue the business under the style of H. B. Henderson & Son.

Battle Creek—Griffin & Son, wood and coal merchants at 221 West Main street, have purchased the general merchandise stock of Taylor & Son and will continue both businesses.

Mt. Pleasant—James Herse has purchased the interest of R. A. Leffingwell in the agricultural business of Herse & Leffingwell and will continue the business in his own name.

East Jordan—Geo. Otis and W. J. Smith have formed a copartnership under the style of the East Jordan Harness Co. and engaged in the sale of harness, horse goods and vehicles.

West Bay City—Gilkey & Johnston, grocers at 100 State street, have dissolved partnership, H. W. Johnston retiring. P. B. Gilkey will continue the business in his own name.

Sutton's Bay—Jack Litney has sold his interest in the agricultural implement business of Litney & Walters to his partner, who will continue the business at the same location.

Alto—Clarence Konkle, of J. Konkle & Son, dealers in general merchandise, has accepted a position on the road and the business will be continued under the style of J. Konkle.

Hudson—John Brush and Dr. H. H. Clement have purchased the John

McNulty stock of groceries and will continue the business at the old stand, under the firm name of Brush & Clement.

Marshall—C. B. Powers has purchased the A. W. Hoffman meat market. George Kuechle, who has been employed at the same market for the past thirty-six years, will act as head butcher.

Levering—Garrison & Harris, whose store building and dry goods stock were recently destroyed by fire, suffered a loss of \$8,000, with \$2,000 insurance on stock and \$500 insurance on building.

Bedford—A. J. Parrott has purchased the interest of his partner, Sherman Zimmerman, in the general merchandise business of Parrott & Zimmerman and will continue the business in his own name.

Muskegon—Wm. D. Hardy & Co. have purchased at auction sale of the Hackley National Bank the crockery and chinaware stock formerly owned by J. O. Jeannot & Co. and will remove same to their store.

Adrian—Miss J. Allan has sold her millinery stock at 18 East Maumee street to Misses Hartman and Collisi, of Chicago. Miss Allan retires from business on account of the poor health of her father, who resides in Canada.

Falmouth—Albert Buning has purchased the general stock and store building of Veen & Co., located at Prosper, three miles east of this place, and will continue the business as a branch of his Falmouth establishment.

Adrian—Charles Wilbee and D. S. McComb, of Ogden, have purchased the store building and property at 59 Broad street and, after remodeling and enlarging the building, will occupy same with a stock of general merchandise.

Detroit—A new millinery house has been established here under the style of the Murphy-Osborne Co. The authorized capital stock is \$5,000, of which \$2,500 is paid in and \$2,500 in property. The members of the company are Julia L. Murphy, 249 shares; L. M. Osborne, 250 shares, and F. W. Murphy, 1 share.

Muskegon—Julius Rosenthal, clothing merchant of this place, has filed a voluntary petition in bankruptcy. The liabilities are estimated at \$15,302.99. Several suits have been instituted against the firm by outside

creditors, but no steps have been taken by creditors at this place. The latter hold claims as follows: H. N. Hovey, \$433.36; Hackley National Bank, \$800; Rosen Bros., \$850; Sol. Rosenthal, \$937.47; Morning News Co., \$60.35; Max Lange, \$101.50, and Muskegon Chronicle, \$9.

Bay City—The Thorne Electric Co. has been formed to engage in the general electric supply and construction business. The authorized capital stock is \$2,500, all of which is subscribed and paid in. The stockholders and the amounts of their holdings are as follows: J. J. Thorne, 110 shares; John Weadock, 110 shares, and J. C. Weadock, 29 shares.

Saginaw—A new company has been organized for the purpose of dealing in letters patent, selling patent articles and buying territory. The authorized capital stock is \$5,000, of which \$500 is paid in and \$2,500 in property. The shareholders are T. W. Whitney, St. Louis, 150 shares; Fred Taylor, Mt. Pleasant, 150 shares; E. S. Stone, Saginaw, 100 shares, and J. B. Kirby, Saginaw, 100 shares.

Wakefield—M. A. Kahn has disposed of his interest in the clothing, dry goods and shoe business at this place and Bessemer, which have been conducted for some years under the firm name of Kahn & Skud. N. E. Skud and Mr. Goldman, who managed the Bessemer store, have, with a third gentleman, purchased the interest of Mr. Kahn and both stores will hereafter be conducted under the style of Skud, Goldman & Co.

Commercial Credit Co., Ltd.

Widdicombs 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.

Spring Opening Souvenirs

Unique, popular, inexpensive yet productive of big results. Send for particulars.

W. E. CUMMINGS & CO.

458-460 State St.,

Chicago, Ill

EGGS

Brand New Proposition

Money in It for Every Egg Shipper

Write or wire for full particulars.

Harrison Bros. Co.

9 So. Market St., BOSTON

Reference—Michigan Tradesman.



The Grocery Market.

Sugar—The refiners advanced their prices 5 points on Monday, and still higher prices are predicted. Refiners are now shipping 2 and 5 pound cotton bags in 100 pound bags only. The American Sugar Refining Co. is now shipping promptly. All the other refiners are said to be oversold a week to ten days. There is an improvement in freight conditions. Delayed shipments are being rushed to destination and new orders are arriving in good time.

Tea—It would be impossible for the jobbers to replace their stocks at anything like the prices they paid for them, but most of them that have enough tea to see them through until the new crop comes will not advance prices on the present crop. Others will probably be compelled to advance as they will have to go into the market for supplies and will have to pay higher figures for them.

Coffee—The option market has fluctuated from day to day, but within narrow lines, and the actual market is unchanged, No. 7's ruling at exactly the same price quoted last week. Milds are firm and unchanged. Mocha and Java are unchanged, but firm at the recent advance.

Canned Goods—The demand is increasing, both for fruits and vegetables. Tomatoes continue to attract attention, interest being divided between spots and futures. Some large sales have been made in the latter. With increasing demand the market has hardened. The demand for standard early June peas at low prices continues and it is reported that a considerable business has been done. Corn is rather quiet, but offerings of both spots and futures are high. Interest in salmon has decidedly increased. Pinks have sharply advanced on the coast, owing to the large and unexpected demand from the Orient, which has developed during the past week or ten days. On the coast, after sales variously estimated at 65,000 to 95,000 cases to the Japanese government, the market has advanced and is reported to be very firm at that. Medium red and cohoes are very closely cleaned up and buyers are giving more attention to red Alaskas, but as yet no important transactions in the latter have occurred and there has been no further change in prices. American sardines are in more demand, and with stocks in first hands believed to be light, the market has a firm tone.

Dried Fruits—Prunes are selling fairly well at unchanged prices. The coast holders are rather strong in their ideas and refuse to shade. Peaches are selling slowly and are still below the coast parity. Currants are slow and weak at a decline of about 1/4c. Seeded raisins are slow and dull and the price is unchanged. Loose raisins are in slight demand at unchanged prices. Apricots are selling well at unchanged prices.

Rice—The fact that rice is likely

to be affected by the war has turned the attention of the public to it somewhat and has stimulated consumption. It is said that there has been an increased consumption in all parts of the country this year and the handlers are well pleased as they feel that rice has not formerly had the attention that its merits as a food deserves.

Provisions—Compound lard is unchanged. All grades of hams are unchanged and in fair demand. Bacon is unchanged and the demand is improving from day to day. Barrel pork is unchanged and the demand improved. Beef is unchanged and fairly active.

Fish—All grades of mackerel are rather weak and in light demand. Cod, hake and haddock are in the strong, scarce position they have been in for some time. New haddock is quoted at 7c, which is considerably above the spot price for old goods, where any can be found. Sardines are unchanged and in light demand. Salmon is strong, but in small demand for home consumption. There have been some good-sized orders both from Japan and Russia during the week. Red Alaska salmon is firm, with an advance threatened.

Hides, Pelts, Tallow, Furs and Wool.

The hide market seems to be some firmer at the sendoff this week. All sales reported, however, are at the old prices, with dealers holding off on new offers for higher values, which are not so far obtained. There is no increase of stocks and country lots are small and in poor condition. It is a continuous quarrel to buy or sell.

The tallow market is dead. The opportunity to make sales does not come. No buyers are in the market at any price. Soapers stocks are nominal, without any transactions. The sharp advance of two weeks ago is lost and prices indicate a sag below for want of buyers.

Pelts are in good demand and in light offering. Pullers are looking for supplies to keep them running.

The fur market is nil. Offerings are light and there is no demand for the few. Prices are continually cut, while the poor quality shows more vividly.

Wools are strong. As the new clip approaches buyers begin to see high values. Some early clips have been marketed at a price that will not give a profit on to-day's market. Western or State buyers seem determined to set the pace, while it is extremely doubtful if the Eastern buyers will follow. Margins are apt to be cut close the coming season.

Wm. T. Hess.

The Tradesman understands that A. G. Hodenpyl has been in Rochester, N. Y., for several days negotiating for the purchase of the gas and electric light companies of this city, with a view to consolidating them under the auspices of King, Hodenpyl & Co., of New York, and Clark & Co., of Philadelphia. This is one of the largest propositions Mr. Hodenpyl has yet undertaken, but those who know him—as every Grand Rapids man does—realize that no proposition is too large for him to assimilate and exploit.

The Produce Market.

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

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

Bermuda Onions—\$2.75 per crate.

Butter—Factory creamery is steady at 24c for choice and 25c for fancy. Receipts of dairy grades are spasmodic. Local dealers hold the price at 12c for packing stock, 15c for choice and 18c for fancy. Renovated is steady at 17@18c.

Cabbage—Scarce at 4c per lb.

Beets—50c per bu.

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

Eggs—The market is strong on the basis of 18@19c, but a few warm days are likely to send the price down to the vicinity of 15@16c.

Game—Live pigeons, 75c@\$1 per doz. Drawn rabbits, \$1@1.50 per doz.

Grape Fruit—\$3.50 per box of 68 to 80 assorted.

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@3.25 per box.

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

Onions—Strong at \$1.25 per bu.

Oranges—California Navels, \$2.35 for extra choice and \$2.50 for extra fancy; California Seedlings, \$2@2.25.

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

Pieplant—10c per lb. for hot house.

Pineapples—Floridas fetch \$4.50 per crate for 30s.

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.

Spanish Onions—\$1.75 per crate.

Strawberries—Florida, 40@45c per quart.

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

Tomatoes—\$3 per 6 basket crate.

Last Tuesday afternoon there was held in the rooms of the Board of Trade a very interesting and important meeting, having for its object the discussion of various phases of the good roads problem. The meeting was the monthly gathering of the Grand River Valley Horticultural Society. The program was arranged by a joint committee of that Society and the Good Roads Committee of the Board of Trade. The Committee on Public Improvement of the Board of Trade considered the good roads problem of sufficient importance to select a sub committee, charged with the duty of doing anything and everything it can in the development of a public interest in the solution of the good roads problem. This committee consists of Charles W. Garfield, W. T. McGurrian and Wil-

liam H. Gilbert. This afternoon discussion was the first movement of that committee in the prosecution of its work. The hope of the committee in this agitation is to create a public sentiment so strong in Kent county as to command favorable action on the part of the Board of Supervisors in the interests of a definite plan of road improvement in this county, the lack of which has subjected us to the most serious and appropriate criticism. The expectation of this Board of Trade committee is to take up the agitation in connection with other organizations, as well as the Horticultural Society, and gradually bring before the public in this way the practical advantages of a system of road improvement and maintenance which is founded upon good business principles. The old pathmaster method and the working out of the tax upon the road belongs to generations which have passed away. The importance of good roads, as a factor in the development of both country and city, is gradually becoming etched upon the public mind, and it is a keen satisfaction to have the Board of Trade take up this subject in connection with the other important ones it is pushing. Aside from the articles published in this and last week's issue of the Tradesman, which were read at the meeting referred to, there were other valuable addresses by Sluman S. Bailey, the pioneer of good roads agitation in Kent county, on the Importance of Good Roads; and a brief talk by George E. Rowe on the Ideal in Road Building; a paper by Superintendent of City Parks Cukierski on the Beauty of the Road in its Landscape Details. All of these addresses were appropriate to the general discussion and the interest manifested by the Society, as a whole, was prophetic of good results.

Walter J. Harrison, President of the Harrison Bros. Co., large and responsible handlers of butter and eggs on the Boston market, is making a tour of Michigan for the first time for the purpose of establishing desirable connections for his house. Mr. Harrison predicts that April packed storage eggs will be worth 17@17 1/2c on the seaboard. He says there have been no storage eggs in Boston since Jan. 1, since which time dealers have been compelled to rely on supplies of fresh from Kentucky, Tennessee and Missouri. He predicts that butter will rule lower than last season, because new and old stock will come together. He says that many Boston dealers lost as much on butter as they made on eggs, so that they begin the season of 1904 with a clean sheet.

TOO LATE TO CLASSIFY.

BUSINESS CHANCES.

A Snap—Will sell at once fine stock general merchandise, \$7,000 or better; best store in live town in Southern Michigan; good trade; might exchange for No. 1 \$4,000 farm and cash or reduce stock. Box 45, Bronson, Mich. 283

For Sale—A good clean staple stock of dry goods, clothing and shoes for 55 cents on the dollar; invoices \$15,000; no trades considered. C. E. Goodrich, 1-3 River St., Aurora, Ill. 289

For Sale, Real Bargain—Well-selected stock drugs, invoicing \$2,409, 10 per cent. off; two-story frame building, value \$3,000, for \$2,500; easy terms; together with above or separate. Reason for selling, retiring from business. Address Werner VonWalthausen, 1345 Johnson St., Bay City, Mich. 285

Iniquity of Attempting To Play Hog Generally.

Suppose that during one of the busiest days of this season, when everybody in the store is trying to make a big column of sales, a woman comes in at just the time when you are struggling hard to surpass some other clerk and asks you to show her embroidery silks. Of all pesky things that are called for during a busy day those miserable embroidery silks are the worst, for it takes a woman so long to select what she thinks she wants and there is no very big check possible to come out of it, if she buys a considerable quantity—the chances being against a very large quantity being selected. But, suppose that should happen to you, would you get a sour countenance and be short and crusty in your talk, or would you attempt to turn the customer over to some other clerk who might be an easy mark for the work you don't like to do?

The first trick would be the worse of the two and would work harm for both the store and yourself; the second trick is not infrequent in practice, and sometimes works fairly well, provided the customer is willing. If you get crusty, you are a plain fool; if you shirk you may also be a fool. The prosperity of the store doesn't depend from your shoulders because of the sales sheet you are running up to-day, and it is more sensible to be beaten by someone else than to beat yourself.

Did you ever feel foolish, after turning a customer over to a younger or easier mark clerk, to note that the customer bought the most troublesome and least expensive articles first and left the more important purchases to the last? I have seen that occur more than once, and have known the other clerk to obtain a check larger than the aggregate of three or four obtained by the shirker during the same period. In stores where the clerks are expected to wait upon the customers anywhere in the house the clerk who attempts to pick customers and tries to shove the worst off on his mates will get beaten every time.

In a store that I knew, employing six clerks, two of whom were young women, the most popular one of the lot was the girl who was willing to do anything that came to her hands to do. She could as readily weigh out crackers or count the farmer's eggs as she could match a piece of silk for the best woman in town. It was not often that she was called upon to work out of certain lines, but she understood that she was there to wait upon customers and get from them all that was possible in the money line. She cared not what the demand was, she would fill it if she could handle the stuff. It was that spirit of good business entirely without false notions and false sentiments that made her the best clerk in town and made her columns rise every day very close to those of the so-called head clerk, who was favored by the house and given the best of opportunities.

The woman who comes to you and asks for embroidery silks, or safety pins, or a fine comb, may have a list

worth twenty-five dollars, for all you know, but because it is not arranged with dress goods or table linens at the head, you have not the least reason for thinking her trade is not going to amount to anything. The best thing you can do is to find out a few things before you attempt to shove the work to someone else who may or may not be as sharp as you.

We once had a customer who invariably bought one spool of cotton to begin with, and almost as invariably left five dollars or more with us before she got through with the day's purchases. It became a by-word of the clerks that Miss Randall was coming in the door after a spool of number 50 thread, but not one of them ever thought of passing Miss Randall over to someone else to wait upon. She had a big household under her charge and the trade in the course of a year was very great. Despite that fact, it was a common trick of two of the clerks who were always rivals for first place on the sales sheet, to attempt to shove apparently small-pursed customers off on those who were willing to take them or who dared not refuse or protest.

Not every customer who comes to you and asks for a small article is going to buy any great amount of goods, but if you have the wonderful foresight to pick out the customers who will from those who won't, you have no business clerking in a general store—you are too brilliant for your present position and the great arms of the outside world are waiting to clasp you firmly for some more wonderful and influential place that will pay you a little more per week. If you possess that surprising and surpassing sort of ability, do not waste your time in a small store; it is not your proper place.

Every store you know about or ever heard of has a way of being glad to accept all trade that will come to it, no matter how small and no matter what may be the apparent purchasing power of the customers as they enter the door. That being so, why should you, a clerk in a store, attempt to pick from that satisfying trade those customers you think you want and those you think you do not want? The woman, or the man, or the child, who buys ten cents' worth from you to-day and requires twenty minutes of your time to select it, may be the very one who next week, or next month, will be ready to spend ten dollars with you in an equally short period.

A small boy who was selling papers after school hours in a bustling business town earned enough to buy a few luxuries for himself and went to a big store for the purpose. He had never bought before without parents to assist him and he was consequently very slow and indecisive. The clerk who waited upon him became impatient and the boy finally took something he did not really like simply because he thought he had to hurry and get out of the way. That boy never went to that store again and always disliked the clerk thereafter. He is now a considerable property owner and has a large family to provide for, but the family never purchases anything at that store because of the dislike which the father

bears for the place. Foolish in him, do you say? Do not be too sure about that, for it is really very much more natural than foolish.

The small boys and girls that come to you have the possibility of the same sort of influence before them. The man and the woman who have errands worth a dime this morning have every chance of errands worth a hundred times that to-morrow morning. The goods you sell to anyone to-day can easily be made the forerunners of goods to be sold to

the same customers to-morrow, and you can never know how much the trade of the morrow is going to be worth from any one of those customers.

You may be accorded the right and the privilege of waiting upon certain people who are acquaintances and who may prefer your services, but outside of that any right you may think you possess to pick your customers is not a right but a usurpation and a damage to the store. Not only are the attempts to select cus-



The La VERDO Cigar

Contains the best Havana brought to this country. It is perfect in quality and workmanship, and fulfills every requirement of a gentleman's smoke.

2 for 25 cents
10 cents straight
3 for 25 cents
according to size

Couldn't be better if you paid a dollar.

The Verdon Cigar Co.
Manufacturers
Kalamazoo, Michigan

We will make a customer of you if you will kindly give us the opportunity to show you through our building and our stock; to explain to you the perfect system we use in buying, storing, caring for, handling and shipping goods. Go and look over others and compare with ours. It will not take you one minute to decide where to buy. You can see it at a glance; if you're blind you can smell it. You can not make a mistake if you try.

Come and see us and we will do our best to make it pleasant for you.

Judson Grocer Co.
Grand Rapids, Mich.

tomers and shift the apparently poor ones to other clerks liable to cause dissatisfaction with the customers, but also to raise general rows within the store force and make trouble fly generally. A sour lot of clerks, a part of which sourness may have been caused by your foxy behavior, are poor business getters and business holders, and the store that has such clerks is losing every day the trade that might come to it and stay if there were pleasanter faces and words in the presence of customers.

How largely this applies to you personally, you can best determine, but it is well if you will not think it is all meant for the other fellow and that its application is not for your case or your conduct. It may be admissible to think the other clerks are greater offenders than yourself, but that does not clear your skirts of the contact with attempts to shirk and slide from under wherever possible. Just take as much of this home to yourself as you think belongs to you, and then add a little more for satisfying weight.

Having settled this into your mind, suppose we think a little about the selling of the spring and summer goods as a result of such reforms as suggested. You think you would like to get hold of all the customers who want to buy from the new stuff. That is very natural, but you know very well you can not do it. You have to run the risk of sales, along with the other clerks in the store. Don't you think your easiest way and the way that will probably bring you more sales than you could otherwise get will be to take your customers as they come and not forget once that every woman is a possible new dress goods customer and will at least be interested in seeing the goods? Just tell her that you have some new things you want her to look at, for if you ask her whether she would care to see the new goods she may feel that she is gobbling your time instead of accepting an invitation of yours to use it.

Every one you can persuade to take a look at anything new and interesting is not only going to remember it for herself but she is going to remember it for her friends and tell them where she saw it and who showed it to her. She may buy a paper pattern or two yards of five cent domestic this morning, but that doesn't represent her complete bank account by any means, and if you take pains to show her, to invite her to look and make her feel that she is really being sought as a customer, she is going to surely come back after more goods, whether or not they be the goods you showed.

The hog is an animal fitted best for the pen and the butcher's table, and should have no place behind the counters of good stores. The hog is never satisfied, and although in time he may take everything in sight he is so built that he grabs the largest and finest first and lets the other fellow take what he doesn't want. Don't run the risk of being classed with the hog!—Drygoodsman.

How One Merchant Managed To Succeed.

In a prize competition inaugurated

by the American Artisan a merchant submits some views that are worthy of the careful consideration of every one who expects to succeed in business. As it touches the management of an ordinarily fair-sized store, the contribution is all the more applicable to the average conditions prevailing in the more important cities and towns, and hence his experience will all the better serve the interests of the average business man. Among other things this merchant says:

"About three years ago I took charge of a small business that invoiced about \$2,000, and my practical experience during the past three years and the results up to the present are what I shall try to give.

"Having a very limited capital to work with, I made it a rule to buy in limited quantities and not overstock on any one line, but to keep an assortment of good, salable and staple goods and carry a greater variety. To do this requires close and prompt attention to your want list and catalogues. I keep a want book and give it prompt attention. I do not buy from every drummer that comes into my store, as a good many of them can testify. I make it a rule to treat all traveling men politely, however. I have regular houses that I buy from most of the time, but I find an occasional change is beneficial to both parties. It enables me to keep better posted in prices, by comparison, and at the same time lets the wholesale man know that he does not own me. I have found it time well spent to study prices and discounts and keep myself posted, so that I can buy at right prices. 'Goods well bought are half sold' is as true now as it ever was, if not more so.

"As a general rule I discount my bills, and find it a great saving in several different ways. First, it makes me a considerable sum of money in a year's time, which is no small thing, and secondly, it saves any amount of annoyance and anxiety and worry, and, thirdly, it gives me a feeling of satisfaction to know that my goods are paid for. When I get them in the store and mark them up I add a per cent. to cover freights, house rent, insurance and clerk hire and so on. I do a cash business, that is, I sell on thirty days' time to prompt-paying customers, and those that are not prompt I sell to for spot cash. I try to be prompt in making my collections on the first of each month; in fact, I find that promptness is very essential in every detail of the business. By being prompt in attending to all the different departments of my business I am spared a world of unnecessary trouble, besides having the satisfaction of having performed my duty. I am constantly busy in my store. I have very little idle time.

"I make it a point to keep my stock properly arranged, so it will show up to good advantage and make a display of all seasonable goods by keeping them in front. I find it a great convenience and saving of time to keep all goods of the same class and purpose as near together as possible. I have a place for every class and when a customer calls for a certain thing I know just where to get

it, without having to hunt for it. I study the wants of my trade and keep such goods as they have to have, and keep goods that the general trade do not handle, and advertise them. I have competition on all sides that I have to meet, but the variety and unlimited number of different things carried in stock enable me to sell a great many things at a profit and thus meet competition."

Fred J. Root, New York correspondent of the Tradesman, writes as follows: "Capt. Belknap's war sketches certainly ought to be republished in pamphlet form. Can you not arrange to have them so printed? They are more interesting than a classical history of the events."

Japan will accept the services of no volunteers from other countries to aid it in the war. Its government will even make no exception for a regiment of American rough riders, who would like very much to gallop against a regiment of Russian Cossacks.

ATTENTION, JOBBERS!

We are agents for importers and shippers of oranges and lemons, breaking up cars and selling to JOBBERS ONLY. Best fruit at inside prices.

H. B. MOORE & CO., Grand Rapids

Iron and Steel, Carriage and Wagon Hardware, Blacksmith Supplies

We would be pleased to receive your order for these goods.

Sherwood Hall Co., Limited
Grand Rapids, Mich.

WE WILL START YOU

in the

DRY GOODS BUSINESS

for

\$133.00

Write for particulars.

LYON BROTHERS,

Madison, Market and Monroe Streets
CHICAGO, ILL.

COUPON BOOKS

Are the simplest, safest, cheapest and best method of putting your business on a cash basis. ♣ ♣ ♣
Four kinds of coupon are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application. ♣ ♣ ♣ ♣ ♣

TRADESMAN
COMPANY
GRAND RAPIDS, MICH.



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by
TRADESMAN COMPANY
Grand Rapids

Subscription Price

One dollar per year, payable in advance.
No subscription accepted unless accom-
panied by a signed order for the paper.
Without specific instructions to the con-
trary, all subscriptions are continued in-
definitely. Orders to discontinue must be
accompanied by payment to date.
Sample copies, 5 cents apiece.
Extra copies of current issues, 5 cents;
of issues a month or more old, 10c; of
issues a year or more old, \$1.

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

WEDNESDAY • • MARCH 16, 1904

AMERICAN DIPLOMACY.

Russia is manifesting a great deal of surprise at what she calls the position of the United States. Years ago when a dark cloud hung low and threatening over our future did not the Russian fleet sail into New York harbor and by its very presence give comfort to this country and a hint of warning to those who were against us? She showed herself no fair weather friend; is that what this country is? There was no law, written or unwritten, calling for an expression of sympathy towards this country then. We were alone, the center of the political wolves of Europe which were determined to tear us limb from limb. Her timely sympathy, timely expressed, put a stop to that and the threatened catastrophe was averted. She does not regret the step taken; but now that circumstances are reversed there is no friendly American fleet seen at anchor in the Russian ports, proclaiming with its flaunting colors to those same ravenous wolves the friendly greeting of the eagle to the bear. Is this the policy of the American nation? Is it thus that republican gratitude shows itself?

So far as Europe was concerned there was no cause for concern. Centuries of European diplomacy made it possible to calculate to a dot the prevention of the enlistment of an outside power in this war with Japan. Now, however, the United States, a factor heretofore unheeded, must be taken into account and that factor, an important one, was proving to be a very uncertain one in the every way perplexing problem. Off there in the Western hemisphere, occupied with its own interests, it was supposed to mind its own unpretending business; but that was before the battle of Manila. Now circumstances had changed. The goody-goody nation in spite of its Sunday school nonsense about the Golden Rule had assumed an attitude and a tone unprecedented. It presumed—not indeed to dictate, but to say its say without faltering and with a determination strongly suggestive that it was perfectly conscious of “butting in” and perfectly willing to have its conduct so considered. It talked strangely about strange things. It had queer notions about “an open door.” It expressed too curtly for diplomatic

language a lot of tommy rot about the “Monroe doctrine.” It was constantly harping the twanging string of the “integrity of China” and now it was suggesting with the force of a command that the belligerents should confine their trouble to certain prescribed limits—all to be looked upon as the idle wind were it not for the appalling fact that the American navy is a substantial fact and that the American marine knows how to hit his target.

It is submitted that the troubles perplexing Russia are due not so much to flaws in American diplomacy as to a Russian failure to understand what American diplomacy really is. It is the old idea before presented in these columns and rests squarely on a difference of standard, that which always has existed and probably always will exist between a monarchy and a republic. Antagonists by nature they are hostile from necessity. “Might makes right” is the legend on Monarchy's coat of arms. “Live and let live” glorifies the shield of the republic. “Diplomacy is the art of evasion,” says the king. “Truth is the bed rock of all diplomacy,” says the American diplomat; and the two principles with the national life behind them stand face to face. “I follow in the footsteps of a long line of precedent,” says the one. “Truth and honest dealing call for no precedent,” says the other. “The past controls the present,” insists the first; but “the present is the future's past,” asserts the second—and the world knows as Russia knows and as monarchy knows that henceforth the old principle is to be reversed and “Right makes Might” is to be the basis of international law.

Russia, so trained, understands neither the principle nor the condition, and confesses herself nonplussed at the attitude of the United States. This country recalls with affectionate remembrance the old-time coming of the Russian squadron at a time when of all times she needed just that support, but while she admits all that with loving gratitude she can not swerve an iota from the moral law that governs her in her relations with the other nations of the earth. She can not forget that she had to put her foot in the open door to keep it open. She remembers the October date when the Russian force did not leave Manchuria according to promise and she knows, as the world knows, that for years Russia has prided herself upon the effectiveness of her peculiar tricky diplomacy to accomplish her purposes—a diplomacy, be it stated, wholly antagonistic to what is beginning to be known and acknowledged as American diplomacy and which with the American spirit behind it is going to be and is getting to be the diplomacy which is to govern the world.

The Mexican Railroad has erected a monument, with suitable inscription, marking the point where the globe is crossed by the Tropic of Cancer. The monument is of wood, 12 feet high and 24 feet long. On the top there are two arms pointing out the two zones. It is situated on desert ground a few miles south of Catoree.

EUROPEAN COMPLICATIONS.

When the war in the Far East first started there existed in all the capitals of Europe a serious apprehension that further complications might arise growing out of the existing struggle. It was realized that with France the ally of Russia, and England the ally of Japan, circumstances might easily develop which would involve both these countries. Then, again, there was Germany with important interests in China, which were likely to be affected more or less by the turn events might take. The mere possibility of such a clash was naturally sufficient to create much uneasiness.

Fortunately, as commonly happens in such cases, the dreaded complications have become more and more improbable with the passage of time, until now there is a general belief that no new complications are likely to occur until the end of the war, when the work of patching up a peace protocol begins. When that time comes, however, very careful management will be required to obviate serious misunderstandings.

While every indication now points to escape from fresh complications, the fact must not be lost sight of that the respective positions of France and England continue delicate. An alliance exists between Russia and France, the precise nature of which has never been disclosed. It is generally admitted, however, that France is compelled to come to Russia's assistance if more than a single power attacks her. It is believed, although the fact is not established, that the adherence of China to Japan and her active participation in the war against Russia is not one of the contingencies that would demand French intervention. The English alliance with Japan is more explicit, but also provides that Great Britain shall come to the aid of her ally if that ally be attacked by more than one power.

There seems to be no doubt at all that both Great Britain and France are earnestly desirous of escaping entanglement in the Far Eastern war, and it is probable also that Russia would prefer to be permitted to settle her difficulty with Japan without further complications, as the bringing of the immense British fleet into the balance against her would more than offset any advantage that might result from French help. It is, therefore, safe to assume that Russia will do nothing to cause further complications. Japan, on the other hand, would have everything to gain by drawing in Great Britain, and nothing absolutely to lose.

While, then, the present outlook is against the development of fresh complications as a result of the Far Eastern war, it would be well not to count too much on the future. It is not within human nature to expect that France, or even Germany, would view with complacency the humiliation of Russia, because the destruction of Russian influence in the Far East would not only greatly increase the power of Japan, but would also vastly improve the prestige and power of Great Britain, all of which would be quite as much at the expense of France and Germany as of Russia.

On the other hand, Great Britain

could not stand idly by and see Japan crushed, because that crushing would mean the Russianizing of the whole of the Far East, which would not only destroy British trade in that quarter, but would seriously menace Great Britain's immensely valuable Indian Empire. Such considerations would be certain to create a strong feeling in England in favor of taking Japan's part, should indications point to the defeat of that little power. For the present everything looks favorable for Japan, hence public sentiment in England is pacific and complications appear remote.

GENERAL TRADE REVIEW.

The dulness preceding the decision in the Northern Securities case reduced trading in Wall Street to a lower point than at any corresponding spring season in many years. That this was the cause of the dulness is to be inferred from the fact that the announcement is followed by a decided rally in trading, with a material advance in leading prices. As war operations become more deliberate the foreign situation ceases to exert any material adverse influence, and there is enough in the domestic outlook to warrant the revival which seems setting in. Thus a large portion of the country to-day, notably the South and Southwest, is in a more prosperous condition than ever in its history. The long continued high price of cotton has brought large returns to the growers, and this is being utilized in improving transportation and pushing other industries to an extent never before known in the region.

Indeed, taking the country over, there are a healthier tone and a greater degree of activity than could be expected so soon after so decided a reaction in stock values. Iron and steel make a better showing than for many months past, consumption having overtaken demand, and a considerable new business being placed at better prices. Coming from so many and varied sources puts it beyond a peradventure that these industries are destined to another season of wholesome activity.

After the reaction in grains there is developing a strong legitimate trade at prices that are still high enough. In textiles there is the least satisfaction on account of the disturbing effects of the abnormally high prices of raw materials. Mills fortunate enough to secure cotton early in the season are running at a fine profit, but with present cost above 14 cents there is nothing to be made. Woolen mills also are complaining of the difficulty of getting material at remunerative rates. Boot and shoe shipments are larger than for same week last year, but the outlook for future business is not so good. The leading industry in general manufacture seems to be automobiles. It is no longer possible to get early delivery in most of the leading factories of the country.

It is said that the value of cut roses annually sold in this country amounts to about \$6,000,000. Of course they are nearly all raised in hot houses. The roses grown outdoors in this climate are not a very profitable crop.

SHADE TREES.

Legal Protection of Those Standing Upon Highways.*

I have been asked to present some information as to statutes and rules of law governing the rights of the public and of the adjoining owners as to trees planted, preserved or growing in and along the sides of the public highways of this State. I regret exceedingly that my time to follow up so interesting a subject has been too limited, so that what I have to say will have to be presented in brief and somewhat crude form.

The simpler part of the examination, of course, is to find, examine and present the statutory regulations bearing on the subject, but as to that other and more comprehensive source of law, known as the common law, invoked, explained and applied by the courts, it requires a more careful and complete examination to arrive at the principles and rules that will be applied in any given case.

We hardly realize how small a proportion of the law governing the rights and duties of the people is to be found in the statutory legislation. The principles of common right and justice between the citizens and the public and between one person and another are discovered and applied by courts whenever circumstances and cases arise in which decisions must be made and rules laid down, the theory being that the law has always been in force awaiting the new case or circumstance requiring its application, so the rules of the common law or common right are in a sense evolved and developed just as new conditions arise. I think we will find something of this to have developed or grown up around the question now under discussion.

First, then, I will try to call your attention to the statutory regulations in regard to shade trees on the highways. The title to the fee in the land of a public highway is vested in the owner of the adjoining property; that is, the center line of the highway is the property line of the owner. The land occupied by the highway belongs to the owner precisely as does his field, except that the public has an easement or right of way over it, giving to the public the right to use it for all the ordinary purposes of a public highway, not only for traveling by pedestrians, teams and vehicles of all sorts, but it has been held by the courts that the public authorities may grant to street railways, telegraph and telephone companies franchises or rights to construct and operate such railways and telephone lines thereon, so that the owner of the adjoining property has no right to complain or ask for damages for such additional use, so that in the public highway there is a common interest, use and ownership between the public and the adjoining owner to be enjoyed by both, provided neither shall interfere with the right of the other, and on this common ground, between the owner on one side and the public on the other, have grown

up the questions as to the ownership, control and rights in shade trees planted or growing by nature on this ground.

It seems to me in reading the statutes and decisions on the subject that the whole subject of the value of shade trees for the comfort of travelers, for the additional beauty to the landscape as presented to the eye of the traveler and the enhanced attractiveness and beauty of the adjoining premises by reason of beautiful shade trees, has been a growth and development possibly not originally contemplated or appreciated or guarded by the courts or statutes, that is, what would be considered valuable along that line, and would be appreciated by the residents and travelers through the highly cultivated and valuable farming districts all about this city to-day, possibly

along the dusty highway in the heat of a midsummer day from the grateful shade of the overhanging trees may be quite as valuable and appreciated as thoroughly by himself and his team as some slight improvement in the grade or material of the roadway.

Something of this character must have been in the mind of the Legislature when it enacted statutes like the following: Compiled Laws 1897, Section 4163. "Shade trees shall be planted along both sides of the public highway at the uniform distance as near as may be of sixty feet apart. The township board may direct as to the distance of the trees from each other and from the outer line of the highway." Contemplating at the date the law was enacted that all highways should be planted with shade trees and further providing

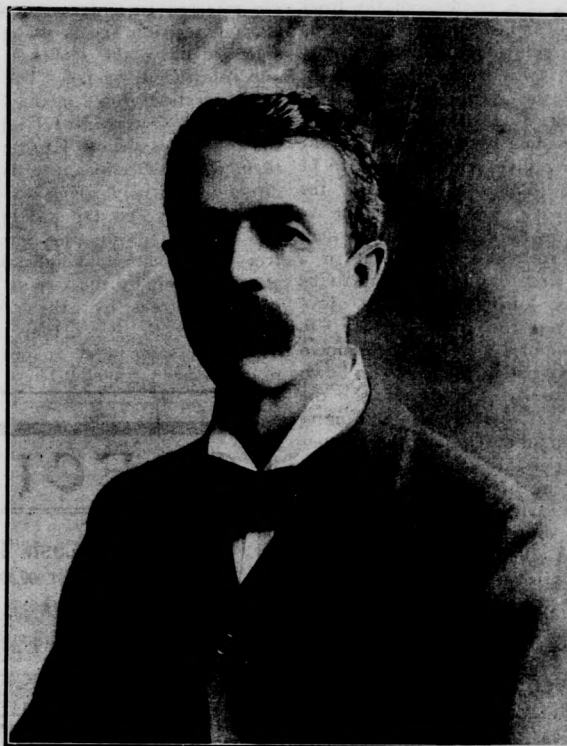
with shade trees. Sections 4164 and 4165.

That I understand to be the statutory requirements in force at the present time and the observation of which would in a few years provide shade trees along every public highway of the State, even had none been planted before, and then, in order that such shade trees—in which the public would acquire an interest by the remission of taxes to apply on the cost of planting—also preserve shade trees of every kind, those artificially planted and cared for as well as others—should be preserved and permitted to grow along the roadside, we find at Section 4159 a statutory provision that any person who shall wilfully injure or destroy any tree or shrub planted along the margin of the highway or purposely left there for shade or ornament or who shall hitch any horse to such tree by means of which the same shall suffer injury, or who shall even by negligence or carelessness break down, destroy or injure any tree or shrub not his own standing for use or ornament in any highway, shall be liable to an action for damages up to \$25 for each offense, to be recovered by suit, either for the benefit of the owner or tenant of the land in front of which the tree stood, or at the suit of the overseer of the road district for the benefit of the road fund according as the complaint may first be made by one or the other. That I understand to be the statutory protection or safeguard thrown around the shade trees on our public highways.

You will discover, in thinking of that piece of legislation for a moment, the joint or common interest of the public and of the owner of the adjoining land in such trees and shrubs. The suit for damages may be begun by either one and the prize or benefit of the greater vigilance or greater interest in the subject is given to the one who shall first begin the suit and claim the damages.

I do not know who drafted that section or just what its original history is. Mr. Garfield writes me that in 1881 he was instrumental in having enacted a law on that subject. I presume this is the one and possibly he will be able to explain to you more clearly than I just one peculiarity that puzzles me a little in it. The section starts out with the broad provision that "any person who shall wilfully destroy a shrub or tree or injure by hitching a horse thereto," which would include a stranger, any common vandal who might chop or burn or mutilate the tree wilfully, and would include as well the owner of the adjoining land from injuring shrubs or trees even although growing in front of his premises in the highway, which as we have seen belonged to him subject to the rights of the public.

Apparently, the theory of the law is that when the tree has become valuable to the public for shade or ornament even the owner of the ground upon which it stands in the highway has no longer the right to deprive the public of its benefit by its wilful destruction. A following provision holding a person liable for carelessness or negligence resulting



James R. Wylie, President National City Bank.

forty years ago would not have been given the same consideration by the residents or the travelers on those highways.

We are considering the subject from the view-point of to-day. If there has come into it an aesthetic quality I am not prepared to say that it would not be as tangible and might be so recognized by the courts as was the muddy road along the center of those highways over which the farmer drew his loads of produce forty years ago.

I think the evolution will be very easily traced in the legislation on the subject. The decisions of the courts, whenever questions have arisen or shall arise, will indicate no less a development and recognition of progress along every line of beauty and attractiveness as well as utility. The comfort that comes to the traveler

that all trees then growing upon the sides of the highway and all trees that should thereafter be planted there or standing more than sixty feet apart shall be preserved and shall not be injured or removed unless by the direction of the Commissioner of Highways and with the consent of the owner of the adjoining land, unless such trees shall interfere with travel, etc., and further providing that any person carrying out the spirit of that legislation by planting shade trees along the highway in front of his property should be entitled to a credit of twenty-five cents apiece for each suitable tree so planted, and further making it the duty of the Commissioner to require that at least fifty trees a year be so planted in each district until every highway in the township is supplied

*Paper read at meeting of Grand River Valley Horticultural Society by James R. Wylie, President National City Bank.

in injury to a tree or shrub, however, is qualified by the insertion of the phrase "not his own," apparently intended to exclude the owner of the premises from this liability. There is that distinction made between the wilful destruction of the tree in the highway even by the owner and an injury resulting from carelessness not wilful.

I have read with much interest the various court decisions involving questions in regard to injury and destruction of shade trees on public streets and highways, but in no case so far as I have found has any question ever arisen under this statute where the owner of the adjoining premises has been complained of for the wilful destruction of shade trees along his premises.

It has been brought to my attention, however, that just such a state of facts as this has arisen along some of the beautifully shaded highways of the township of Paris. Since this program has been published in the newspapers, mentioning that I had been assigned to speak on this topic, I have received two letters from residents of the nearby townships citing cases where the owners of the farms have assumed that they had the right, by virtue of such ownership, to cut down and destroy and convert to their own use beautiful trees growing along the front of their places in the highway.

The more I think of it the more convinced I am that back of the statute which I have quoted have developed and grown up a public sentiment and appreciation of the value and right of the public in the preservation of such trees, both for shade and ornament, that will insist on the enforcement of the plain statutory provisions evidently enacted in recognition of that sentiment and that right.

I am not sure but the broad, flexible and comprehensive rules of the common law would be clear enough when presented in a court of competent jurisdiction in the light of the present development of the country, of the taste and needs of the people, to protect the beautiful trees of our country roadside from the vandalism—I may almost call it such—of the utilitarian owners of the adjoining farms who would otherwise cut down trees that have required half a century to grow and convert the same into firewood or fence posts, leaving the highways stripped and bare of shade and ornamental foliage.

It is said that much of our statutory law is but declaratory of what the rules of the common law would be when elucidated and enforced by the courts. I am inclined to think that this statute is one of that character. It is said that every one is bound to know the law. This class of legislation is placed upon the statute books as an assistance in this direction, so that the owners of the farms—perhaps who have had nothing to do with the planting and care of the trees which they now so ruthlessly destroy—may know that their ownership in such trees is qualified and, until the consent of the authorities representing the public, the Com-

missioner and Overseer of Highways or of the Township Board is obtained, the wilful woodman, although he be the owner, must spare that tree.

On the other hand it should be observed that the right of the owner of the adjoining property who may have planted and tended with care and expense shade trees which may have grown with many years into beauty along his premises has a right and interest in them which even the public authorities can not ignore. The guardianship of the trees along the public highways is a joint one, that of the public authorities and that of the owner of the premises. The control of each is qualified and jealously guarded by that of the other.

An interesting case illustrating this arose in Wayne county back in the seventies where the Highway Commissioner in the township of Springwells, as he testified—acting on the suggestion of a resident of the town that some sixteen trees growing along the side of an avenue seventy feet wide, two of the trees in the middle of the avenue with the traveled roadway on either side and the others standing within ten feet of the fence along the avenue, "ought to be cut down, that they were not the thing to have in the street, that we were not living in the country where we have to make woods out of a highway and that they ought to be cut away"—did straightway proceed to sell the trees for \$16 to some woodman who cut them down and appropriated them to his own use. Naturally, the owner of the premises was dissatisfied. The more he thought about it and the oftener he inspected the stumps the more disturbed he became. In fact, he reached a state of mind that required action of some kind and, fortunately for us and other citizens of the State, instead of hunting up the Commissioner or the wood chopper and slugging him, he adopted the orderly course of commencing suit for damages against both of them and so the controversy progressed through the courts until it reached the Supreme Court of Michigan and gave us in the clear terse words of Judge Cooley the law of this State bearing on such a state of facts. The title of the case is Clark vs. Dasso, 24th Michigan, at Page 85.

The Commissioner undertook to justify his act under the statute, which authorized the Board of Highway Commissioners to remove shade and ornamental trees or shrubs whenever they obstructed the highway. Judge Cooley holds that the statute was no justification, for the reason that the Commissioner did not act under it or in accordance therewith, but he says

While we might leave this case here the danger that similar wrongs may be committed in other cases seems to justify further remark. The policy of our laws, as is clearly indicated by the statute, "favors the planting and preservation of shade trees in the public streets where they do not constitute actual obstructions." Undoubtedly there must be some officer clothed with authority to protect the highways against excessive planting or the improper location of trees and the Commissioner of Highways is a very suitable officer to be intrusted with this authority in the townships, but where he is authorized to order the removal of shade trees it is a great mistake to assume that he may exercise his power in a wanton or reckless manner with impunity. Certain principles

must always govern the action of these officers if they are to keep within the protection of the law. In the first place the policy of the law is to be considered, which would be wholly defeated if no one had better protection for his shade trees than the whim or caprice of successive Commissioners, any one of whom might destroy in an hour all that had been accomplished in many years. Then, again, it is to be remembered that the trees are the property of the adjacent owner, who can not wilfully be deprived of any species of property in the summary way which was adopted in this case. The suggestion which set the Commissioner in motion and led to the destruction of the trees came from a person who evidently had no sympathy with the purpose of the statute and who desired the trees cut down because of the very shade for which the statute encourages their planting and preservation. And why trees within ten feet of the margin of a seventy foot avenue should be cut down as an obstruction is certainly not explained to our satisfaction on this record, etc.

This is the leading case in Michigan clearly setting forth and defining the rules and principles which govern both the public in its control of public highways and also that of the rights and interests of the adjoining owner in shade trees in the public highways.

The particular section of the statute referred to and commented on in that decision seems to have been superseded by the one first quoted and referred to by me. The control and discretion vested in the Commissioner and Overseer of Highways in the townships would, I presume, vest them with sufficient authority to give directions in any given case as to the necessity, so far as the public was concerned, for the removal of trees, the location and distance that should be left by the cutting and removal of trees by the adjoining owner and to direct their removal where the same were an obstruction to necessary travel. There would

The "Segment"



One-Hand
Corn
and
Bean
Planter

The handsomest,
lightest, most accurate,
strongest, best

balanced, cheapest and most up-to-date Corn and Bean Planter on the market.

Goes to the farmer at ONE DOLLAR.

Never cracks a kernel nor skips a hill.

It will also plant melon seeds with equal facility.

In lieu of cast parts sheet steel is used, as light as is consistent with the requisite strength.

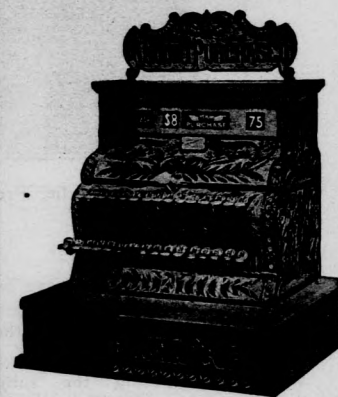
Do not forget that we also manufacture the EUREKA, PINGREE, DEWEY and SWAN Potato Planters.

All of the foregoing are sold by jobbers generally.

Greenville Planter Co.
Greenville, Mich.

SPECIAL OFFER

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



"What They Say"

Datona, Fla., Jan. 4, '04
Century Cash Register Co.,
Detroit, Mich.

Gentlemen:—

The Cash Register reached me in good condition Saturday. I put it up and began operating it at once, and so far have found it very satisfactory.

In consideration of the price I find it much ahead of the \$350.00 — that I operated for three (3) years while manager of the Ponce de Leon Pharmacy, at St. Augustine, Fla.

I called in one of my competitors, Mr. Haukins, doing business under the style name Atwood's Pharmacy, and explained the machine to him. He was so much pleased with my Register that he remarked as he left the store that he would buy one at once.

I believe that I can sell several Registers here without any trouble.

Yours truly
E. L. BURDINE, Druggist.

Mr. Burdine says it is ahead of the \$350.00 machine that he operated. We believe it is impossible to make a better machine than our No. 2, 1904 Model. Nearly every mail brings us letters similar to the above.

Every machine sent on 7 days' trial
and guaranteed for 5 years. . . .

SPECIAL OFFER—We have a plan for advertising and introducing our machine to the trade, which we are extending to responsible merchants for a short time, which will put you in possession of this high-grade, up-to-date 20th Century Cash Register for very little money and on very easy terms. Please write for full particulars.

Century Cash Register Co. Detroit, Michigan
U. S. A.
656-658-660-662-664-666-668-670-672 and 674 Humboldt Avenue

need to be a consultation with these proper highway officers on the part of the farm or property owner before he would have the right to cut and remove shade trees now growing, whether naturally or planted, along the sides and within the highways, the officers representing the public, guarding the convenience, comfort and pleasure of the traveling public on the one side and the private owner protecting the beauty and attractiveness of his premises against the unnecessary or capricious action of the public officers in unnecessarily destroying shade and ornamental trees and shrubs.

The terms and operation of the statute amount to this: In case of unnecessary destruction of trees by the highway authorities the private owner would have the right to make the complaint and would be inclined to do so. In case the private owner destroyed and removed trees along the front of his premises in the highway beyond what the policy and rules of the law require and permit to grow along the highways, the Overseer of Highways would have the right and it would be his duty to make the complaint and enforce the penalty of the law against the private owner. This, as I understand it, is the condition of the law, statutory and common, in regard to shade trees along the highways of Michigan.

There is one other subject that has been brought to my attention in connection with this, and that is what rights or remedies the farm owners and people living in the country have against telephone companies for the mutilation and destruction of shade trees growing along the highways by the servants of telephone companies in setting poles and stringing wires for the use of such companies.

The law, as I find it and understand it, seems to have been and at present to be something like this: In 1883 the Legislature passed an act authorizing the organization of telephone, etc., companies and gave them the power to construct and maintain lines of wire or other material along the streets and highways of this State with all necessary erections and fixtures therefor. While this law was in force in this broad and general form a case arose in Berrien county, reported in 123d Michigan at page 51, where the plaintiff brought suit against a telephone company for cutting and trimming trees in the highway adjacent to his place. In deciding the case, Judge Hooker says in effect that the erection of the telephone line along the highway does not create additional

servitude upon abutting lands and that, the right being given to erect poles and wire, the company would have the right to remove obstructions, etc., and that the poles must necessarily be set near the sides of the roadway and in line with the trees, and unless the poles should be so high as to clear all of them the wires must go through the trees, and the court held in that case that the company had the right to cut away the branches of the trees in order to string its wires, "being answerable for any unnecessary, improper or excessive cutting, that the company had the right to cut branches in a proper case and manner and for so doing there would be no liability to abutting proprietors, who have no right to obstruct this new but reasonable and public use of the highway." It appeared from the evidence in that case there was no such unnecessary, improper or excessive cutting.

If I had time within the compass of this paper I would like to tell you a bit of personal experience that I had with a telephone company constructing the line between here and Kalamazoo on the old plank road in front of the farm home where I was born and brought up.

We had a beautiful row of maples which were growing there when I was born, so you may reasonably infer that they were large trees. They were beautiful trees and we valued them very highly, so one day when I received word from our people living on the farm that the Bell telephone gang were mutilating those trees and would not listen to reason or delay until I could be consulted, like the party at Springwells, I was disturbed in my mind and at once went to the scene of desolation and looked over the situation. The trees were growing on the farm side of the road fence, but the gang had gouged out of the whole row of trees a clear space, in some cases twenty feet from where they intended to string the wires. It looked as if a cyclone or something of that sort had torn the roadside right off the whole row of trees and I found, on enquiry, that we were not much worse off than the residents along the entire line from Grand Rapids to Kalamazoo.

I began at once a long range bombardment by correspondence with the authorities at Detroit. I presume that they were able to gather from the tone and terms of my letters that I was agitated and inclined to be belligerent. They sent a special emissary to see me and I some way conceived that the law would be about as this case laid it down and I

insisted that although they might have a right to string wires, yet their destruction of the trees was wanton, unnecessary and entirely beyond the requirements of the line. The case did not get into the courts, but I take pleasure in recalling and telling you that a substantial sum of the corporation's funds was turned over to me.

I presume that this sort of thing going on along the highways of the State brought about an amendment of that law in 1899 which inserted the proviso that "the same shall not injuriously interfere with other public uses of highways," etc., "or injure any trees located along the line of such streets or highways." Since that was inserted in the law I have no doubt that telephone companies have been more reasonable and considerate in exercising the right to cut away branches of shade trees in stringing their wires as I have not found any case that has found its way into the courts so as to be reported showing any cause for legal complaint on that score.

I do not understand, however, from this proviso in the law that telephone companies would not yet have the right, where necessary, to cut away branches that obstruct their placing wires in the streets, but it certainly would put the burden upon them of showing that it was necessary, that they could not avoid the reasonable trimming of the branches by the use of taller poles or different locations, so that farmers living along the line of any proposed construction of telephone lines need have no hesitation in standing by their trees and insisting that their rights shall be protected against anything unreasonable or unnecessary in the way of trimming or cutting by construction gangs of telephone companies.

I suppose that about the same reasonable rule would be applied to the construction work of suburban electric roads. They have been held to be like telephone poles and wires, no additional burden on the public highway, so where a proper franchise or right has been given by the public authorities the same reasonable rule would be applied as to the necessary grading, cutting of trees and shrubs, etc., in the construction and operation of such road. The right of the adjoining owner would have to be respected and protected within and in accordance with the principles that we have been discussing as applied to other cases.

People ruled by the mood of gloom attract to them gloomy things.

A man can not go where temptation can not find him.



Forest City Paint has helped to make other dealers successful, and can do the same for you.
Moses Cleveland
of ye
Forest City Paint & Varnish Co.

A Business Bringer

of the first order, one that's easy to sell, and that will increase any dealer's profits materially in a short time. That's

Forest City Paint

It's as good a paint as can be made. It's guaranteed to be absolutely uniform in color and quality, to work easy under the brush, to cover and protect thoroughly, and last.

Combined with our liberal local advertising, which we furnish free to our agents, it makes a profit-making side-line that no wide-awake dealer can afford to ignore.

Our Paint Proposition explains all. It's well worth sending for whether you expect to sell paint or not. A postal will bring it.

The Forest City Paint & Varnish Co.

Kirtland St.
Cleveland, Ohio

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

No Longer Puts a Fifth Lump in the Coffee.

Written for the Tradesman.

The room bore every evidence of the well-to-do. The table, set for two, was not only abundant and appetizing but it was served with all the care and daintiness that indicate the capable housewife at her best. The linen was spotless, the glass glittered and the silver shone. As the mistress, Mrs. Brinsmade, said afterwards, there was a strong similarity between her and the shining coffee urn behind which she sat and benignly contemplated Mr. Jack Brinsmade on the opposite side of the table. They were both—she and the coffee urn—outwardly calm and unruffled and both were boiling within. They both had done their level best to have the breakfast hour a foreshadowing of what the rest of the day ought to be and both had met with utter failure.

The lord and master was determined not to be suited that morning. There was something wrong about the omelet. It looked queer and tasted funny. The rolls seemed a trifle heavy; what was the matter with Mary? Somehow or other the cakes didn't have that peculiar brown which they must have to be eatable, and he'd give more for some of that maple syrup that he used to help make back in Vermont thirty years ago than he would for a hoghead of such stuff as that, and he looked savagely at the silver jug holding the despised article.

"Will you have your cup refilled?"

"N-o, I guess not. Somehow it doesn't taste much like the old home coffee. That was good stuff we had at the Brightwoods' last night. Coffee at night when a fellow knows he has no business drinking it always tastes better than at any other time. When I praised her coffee Mrs. Brightwoods said she always makes the coffee herself and follows an old recipe she has had in her family from away-back. You'd better make an early call, Eliza, and see if you can't worry it out of her. I believe it would do me good to drink that kind of coffee regularly.

"Somehow I haven't been feeling very well lately. I wonder if it isn't the old spring complaint that we all used to have about this time every year? There was a lot of the old home medicines we young ones had to tackle about the time the sun crossed the line. One of 'em was 'pikery,' or some such name. I remember it was the all-fired bitter stuff that ever went into my mouth. I hated it then as I did a good many of the things that I had to take and do; but I guess after all mother was right. I don't believe we change with the years as much as we think we do. If the truth were known I'm hungering after some of that much-needed, good old-fashioned medicine that doubled me up every time I took a dose of it. I believe I'll change my mind and have some more coffee. You don't suppose, do you, that the coffee we had last night is a better grade than what we are using? If 'tis, find out and I'll order some. I can smell it and taste it now!"

For some reason or other Jack Brinsmade's soliloquy called forth no

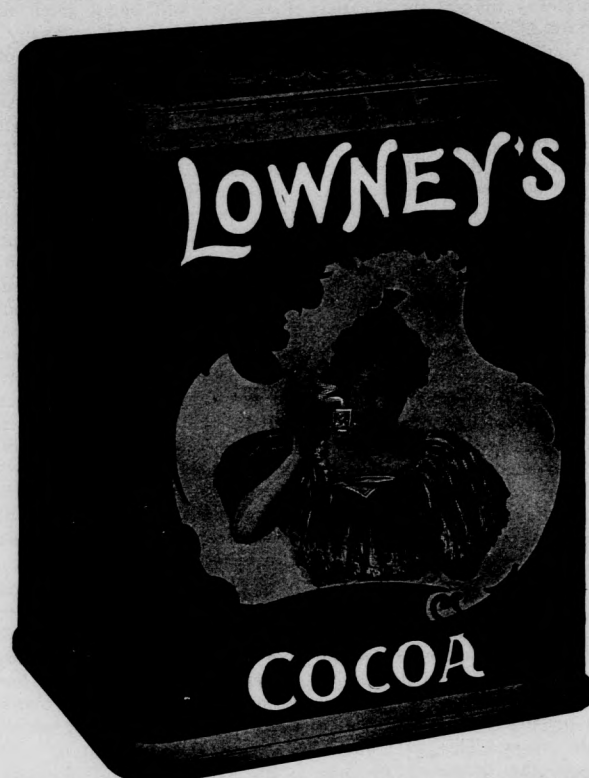
response. He had been indulging in them frequently of late and that may account for his not noticing the silence of Mrs. Jack on this occasion. She, good woman, as she had said, was outwardly serene. If there was a woman among their acquaintance whom she heartily detested it was this same Mrs. Brightwoods, with her airs and her ancestry, which she was constantly boastfully parading, and her old recipes that "my great grandmother used when she entertained General Lafayette at dinner." More than that she and Jack managed always to wander off together whenever they met—the designing creature.

So, like the well-polished urn, she was bright without and hot within, and while Jack was showing an appreciation of the coffee not at all in harmony with the sentiments he had just expressed she, the worthy daughter and the worthy housekeeper of a long and distinguished line of worthy daughters and worthy housekeepers, was indulging in thoughts and sentiments which the time and the occasion demanded.

So this was her reward for her early rising and her going down into the kitchen and having a quarrel with Mary for the sake of giving her Jack a breakfast that was fit for a king! She happened to know something about Mr. Jack's home cooking and in all of that loving mother's long and useful life the despised omelet before his royal highness was a delight she could never attain unto. The rolls had never been surpassed at any table he had ever sat down to. Not a woman she knew could make better cakes or bake more delicately browned ones than those at that moment on the table before them, and the eyes of the good but outraged woman lost something of their gentleness when she recalled the slight given to the maple syrup that she had herself ordered from the Vermont sugar grove where Jack was born and brought up.

All this was nothing, however, to the slur upon the coffee. The Brightwoods article was "good stuff" indeed with the good left out and no more to be compared with the cup he was at that moment relishing than mud could be compared with amber. The secret of the "stuff" was out at last: the woman made it herself! It bore every evidence of the fact. It was too strong and so was she. It was not boiled enough and—neither was she. With her own eyes she saw the creature with a kittenish look in her eyes put a fifth lump into Jack's cup and so oversweeten it—that was the trouble with the whole entertainment—it was oversweetened; and the idea of her coralling Jack into a corner and telling him all that rant about the recipe that came over from the continent with William the Conqueror! Heavens! and she a New England Winthrop asking that Brightwoods woman to tell her how to make coffee!

By that time the second cup was finished and by that time, too, a conclusion had been reached behind the coffee urn: The spring of the year was at hand and the time had



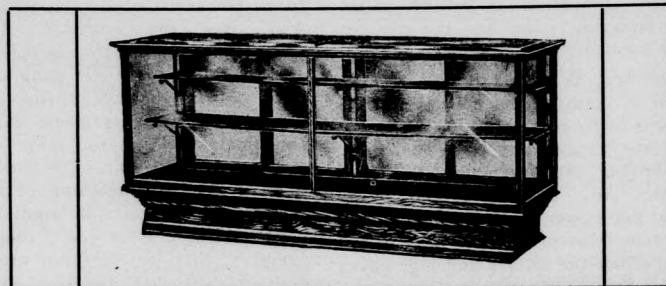
Received
Highest Award

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.



Show Cases like this
all ready to ship



High-Grade Work Only
Get our Catalogue and prices

Grand Rapids Fixtures Co.

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

New York Office, 724 Broadway
Boston Office, 125 Summer St.

come for "the young ones"—there are some people who never grow old!—"to tackle" some good old-fashioned medicine; and he should have it—ay, he should have it!—"pikery and motherwort and catnip and dandelion root all washed down by copious cups of the Brightwoods coffee until he cried for mercy." She'd teach him! "Good old-fashioned home medicine," that was exactly what he needed and he should have it. Treatment should begin at once.

"Better take your lunch and dinner down town to-day, Jack. Mary wants to do a little housecleaning and I want her to begin early this year. I was going to do the cooking myself, but I've made such a wretched failure of it this morning that I've decided not to go on with it. Besides—"

"Did you get this breakfast?"

"Every blessed eatable there is on the table I cooked, except the syrup and that came from that Shrewsbury grove you're always talking about; but, somehow, things never do taste good in the spring of the year. I'm going to look out for that though. You need some 'pikery,' as you call it. I'll get some, or something that tastes just as bad, and I have some old-fashioned recipes that have been handed down for generations and you're going to have all the 'yarb' tea you can drink. You see your blood needs cleansing. I think generally you're all out of order. I'm going to do just as your mother used to do. I'll take care of the breakfast during housecleaning and you must get your other meals down town. Mary's slow and it'll take her just about three weeks to get through. By that time with some good, vigorous treatment—I'll see that it's all of that—you'll be a different man. You are right. You need some good old-fashioned medicine and you need some good old-fashioned treatment and you're going to have both. Lucky it's Lent. For the first time in years you're going to church with me on Easter morning without urging and you're going to make an Easter offering that means something."

He did just that.

She began operations immediately after breakfast. Out came the books of recipes and an hour later there was a very determined woman giving an extended order over the 'phone. The next morning Jack, on rising, took a tablespoonful of old-fashioned sulphur and molasses. He had an old-fashioned breakfast of fried pork and "done over" potatoes, both of which he hated; but he had a glorious cup of coffee, all the better, Eliza said, because she took care to order it from the Brightwoods' grocer. She dropped into the cup a fifth lump of loaf sugar with Mrs. Brightwoods' most attractive manner. Somehow it didn't taste as the other did, but something in Eliza's face made him conclude he'd better not say so. When he left the house he had to drink copiously of motherwort tea, and when he came home at night he was presented with another old-fashioned decoction "good and bitter." On going to bed he

swallowed under protest a dose of "salts and senna" and he found on getting up the next morning that it was to be sulphur and molasses and picra every other morning until there was a change for the better.

The Brightwoods' coffee with its fine aroma, extravagantly praised by the woman behind the urn, had become the regular thing—always now with the fifth lump!—and it always suggested Mrs. Brightwoods, who was pleasantly discussed and always from the best point of view. As certain as the picra and the motherwort and the sulphur and molasses and the rest of the good old-fashioned medicine before breakfast did they have Mrs. Brightwoods over the coffee until poor Jack Brinsmade began to long for Easter morning and so for the end of the medicine and the treatment he had, as it were, prescribed for himself. The culmination came, however, a week before the glorious morning when Mrs. Jack in daintily polishing off Mrs. Brightwoods ended by saying, "Now, Jack, to do just the right thing, we'll have the Brightwoods over here just as soon as we can after Lent," when Jack burst out with, "For heaven's sake, Eliza, don't! I never want to look at her again as long as I live. She and her coffee and the pikery and the sulphur and molasses are all of a piece and I don't want any more of them!"

The Brightwoods and the Brinsmades attend the same gatherings, but Mrs. Brightwoods no longer puts a fifth lump in Jack Brinsmade's coffee.

R. M. Streeter.

Parisian Chain Purses.

From Paris comes the information that chain purses are of all sizes from the diminutive one suspended to a gold bangle to the capacious receptacle which may do duty as a bag also. The mountings are most richly

chased, stones being used now and again, but very sparingly, and more for the bags than the purses, which have sometimes a fringe of colored stone drops on the lower edge. Many of the cases of the necessities are, like the men's cigarette cases, severely plain of aspect, if one can apply the term to anything gilt, even when its brilliance is tempered by frosting. Ingraining to resemble the surface of morocco leather is in high favor. When a decoration is adopted it is usually limited to a band of small diamonds around the edge of the cover or ruled diagonally across it. Small cigarette cases intended for feminine use are those most often embellished in this way. They are furnished with a chain that they may be carried suspended from the wrist, as are the necessities. These contain a perfect arsenal of useful objects—powder box, housewife, pinrack, vinaigrette and small mirror, while some have a receptacle in the lid for cigarettes and matches.

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.

Straub Bros. & Amiotte

Traverse City, Michigan

Manufacturers of

The Famous Full Cream Caramel, Favorite Chocolate Molasses Chips and the *Violetta* chocolate, Queen of "Bitter Sweet."

Daily increase of sales on these goods indicates to us that they suit the taste—and it's the Taste that Tells.

IT WILL BE YOUR BEST CUSTOMERS,

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

HAND SAPOLIO

Always supply it and you
will keep their good will.

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

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

DRY GOODS

Weekly Market Review of the Principal Staples.

Dress Goods—While the dress goods samples have been on the market for some little time, further developments seem slow. Buyers appear to be afraid to commit themselves to any extent, and they are waiting for further developments in regard to fashions, as on these seem to hinge all matters of this kind. The jobbers report that there is a continued and brisk demand for spring goods, which has improved daily with the approach of Eastertide and will continue for some time to come. The garment manufacturers have placed a fair number of orders for fall lines, although not up to the extent of a year ago, it is stated. The trend of the demand from all directions has been for plain goods or very neat effects in fancies. Worsteds have seen a little better business than woolen fabrics, although not enough to enable it to be said that it is altogether a worsted season or likely to be.

Cloakings—The cloaking end of the business is developing slowly. Many lines are on the market, but greater caution than ever is being exercised by the buyers; they simply can not tell what to buy until they have made a preliminary test of the market. There are some orders coming to hand daily, but they are for the smoother-faced goods, the demand for rough fancy fabrics appears to be smaller than usual. Among the best selling lines, or at least those that excite the most interest, are the rainproof fabrics, and fully as much is expected of them as of anything in the men's wear market.

Rain Cloths—In both cloakings and overcoatings for fall there seems to be a unanimity of opinion in regard to the safety of purchasing rainproof fabrics. This is a line on which development has progressed rapidly during the past few years, and it seems as if there was almost absolute safety in the purchasing of such lines. Particularly is this true of lines that are advertised and have attained a reputation, and while others may be just as good, the value of a known trademark is never better exemplified than here. The smoother-faced, closely woven fabrics sell best very naturally, but rougher fancy goods are also selling fairly well. The development of the latter as a rainproof fabric has been of a comparatively recent date, because it has been thought impossible to make them stand satisfactorily during the ordeal of a shower; naturally they are not as proof as the closer-woven fabrics, but the average business man does not expect to stand out in a heavy downfall without any protection except a coat, and the rough fancy fabric gives protection enough, as a rule, against any ordinary shower, and with the addition of an umbrella covering the shoulders, is quite

satisfactory in a heavier rain, and many men prefer the rougher-surfaced goods when they can get them.

Hosiery—A very fair trade is reported in the various hosiery lines, although it now looks as if the bulk of the large orders had been received, and a period of inactivity is likely to be experienced. The number of retailers in the market at the present time is not very large, and a large proportion of these have about concluded their initial buying for the coming season. The selection of goods has been no easy matter, by reason of the large variety shown in the way of patterns and new effects, particularly in men's half hose for summer wear.

Underwear—The market for spring underwear has thus far assumed reasonably liberal proportions, as far as the jobber is concerned. The situation has of late assumed a more settled appearance with the realization that high prices are to be looked for in cotton underwear lines for a long time to come.

Carpets—There is very little change reported in the general market on carpets. Some mills on three-quarter goods continue active and claim to have enough orders booked at the early part of the season to last them up to the close, while others are not so fortunate and are depending on a fair duplicate business to help them out. Ingrain carpets have been the most uncertain of any line this season, especially cotton grades. Some of the largest manufacturers of this line of goods report that the jobbers gave good big orders last September and October, and that some duplicates came in after January 1. The manufacturers are not making up stock goods, confining themselves closely to actual orders. One effect of the advance early in February has been to cause the buyers to accept all the initial orders, and thus far no cancellations have been reported. The manufacturers who covered with cotton yarn early in the season have not lost any money where they have been able to obtain full deliveries of yarn. The one who delayed ordering to cover for future requirements has had to stand the brunt this season, and if he comes out whole, he will be fortunate, as the prices at which duplicate orders will be taken are not considered enough to cover the price of yarn to-day. Jobbers and retailers are slow in ordering duplicates this season, and some manufacturers look for a light business for the balance of this season.

Art Squares—The best makes of this line have run well this season on all wool and cotton chain grades, and some mills report that they have a fair amount of business on their books unfinished. It is a little early to expect many duplicates.

Smyrna Rugs—The demand remains fair. There are no goods in stock and mills are slow in making deliveries. Matsuma rugs have been withdrawn from the market because of the inability of manufacturers to make this line at a price that will command a fair sale, as consumers will not pay the advanced price that would be necessary. The large carpet sizes, 9x12 feet, command a fair sale in regular lines.



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.

MUSLIN UNDERWEAR

Our line of Muslin Underwear is now ready for your inspection



Corset Covers,
Drawers,
Night Robes,
Skirts.

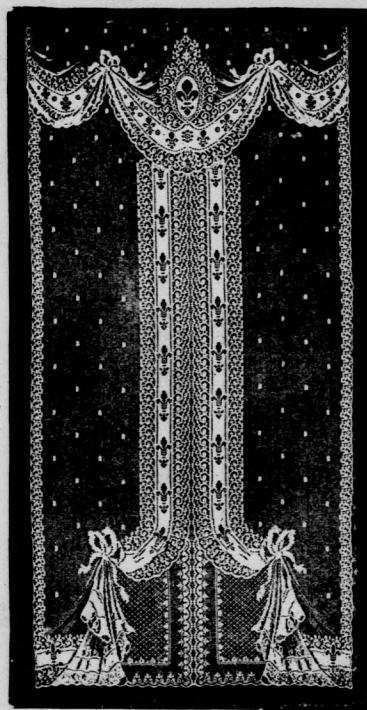
Lace and Embroidery trimmed, to retail at all prices. If you do not already carry these goods, try a small line for your own satisfaction. You will find that it pays.

Ask our agents to show you their line.

P. Steketee & Sons

Wholesale Dry Goods Grand Rapids, Mich.

\$1.70 Per Pair



for Lace Curtains as illustrated. We have others at 65, 75, 85, 1.00, 1.25, 1.50, 2.00, 2.25, 3.00, 4.50 and \$5.00 per pair. Now is the time to place your order.



Grand Rapids Dry Goods Co.

GRAND RAPIDS, MICH.
Exclusively Wholesale

PECULIARITY OF PEOPLE.

Tendency to Buy Goods Away from Home.

Written for the Tradesman.

All business men know that to a more or less extent the average human being likes to buy things away from home. The saying that distance lends enchantment to the view is as true to-day as ever. It is this trait in human nature which makes it possible for the mail order houses of the country to do such an enormous business. It is said that one of the largest houses of this class, doing business in Chicago, started some years ago with a capital of not far from \$50. To-day the estimated annual business of the concern is \$30,000,000. Such could not be the case were it not for the fact that all over the country these gentlemen have found people who think they can save money by turning their backs on their home merchants and trading with firms at a distance.

Perhaps there is no town in the country which illustrates this fact more thoroughly than Sault Ste. Marie. Here, however, it is not the custom to send money to distant points so much as it is to buy goods in Canada and for the Canadians to buy goods on this side of the border. Until recently many of the leading society women of the city made a practice of going to the Canadian side of the river to buy their dress goods. They claimed they could save money by so doing and many of them boasted of their ability to slip by the customs officials without being stopped and examined. Of late, however, the vigilance of the officials has had a tendency to put a stop to much of this practice. Several prominent people have been detected and hauled over the coals, so that the practice has lost its popularity.

The Canadians are afflicted with the mania as much as their brethren on this side of the border. I know of one gentleman living in the Canadian Soo who will not buy Canadian cheese. He says it is much harder than the cheese he gets over here, and so he makes it a point to visit the American Soo once every week for the express purpose of laying in a seven-day supply.

It is this very trait in the character of the people which makes the business men of this side of the river look forward to the opening of the big steel plant of the Consolidated Lake Superior Co. with a feeling of great expectancy. They know that when the plant starts hundreds of people will buy goods on the American side, simply because they think they can get better merchandise over here. It is estimated that when the plant starts and is in full operation fully 1,500 men will be employed. The new blast furnace of the institution has never been operated. This in itself will employ a large number of men to add to the force of hundreds who will toil in the plant proper. As three shifts will be worked daily it will be seen that such an enormous institution can not well be operated without employing a small army of skilled laborers, all of whom will draw good pay and spend money freely.

A majority of the men who work in the steel plant will come from the

United States. They do not like the Canadian goods, consequently they will not spend any more money over there than is necessary. This was the case when the plant was in operation before. At that time the various business houses on this side of the river reaped a rich harvest from that source alone; but were they to come to the American Soo to work, it is more than likely that many of them would do as the old residents of the place do, cross the river and buy goods in the Canadian stores.

In this part of the State the merchants do not seem to have so much trouble with mail order competition as do the stores located in the older sections of the State. The mail order houses ship goods into the Upper Peninsula, it is true, but the territory adjacent to Lake Superior has not reached the stage when the people buy goods away from home as they do where the rural route brings the farmer in close touch with the outside world.

Perhaps the lack of rural delivery has much to do with this. Very few of the towns have been given free delivery to the outlying districts as yet, although it will undoubtedly come about within a short time, as the matter is being talked quite freely. When such conditions exist it is likely the mail order houses will get a larger slice of the money circulating in the northern counties.

Some merchants deplore the fact that the people go to Canada to trade, but observation tends to prove that the trading away from home is about evenly balanced between the two towns, so that neither of them is losing anything in this manner at the present time.

It is, however, an interesting proposition to study. People must be possessed of a very strong desire to go away from home to trade when they will run the risk of being discovered by the customs officials when carrying goods from one country to the other. Business men say there is not much difference between Canadian and American prices, especially in medium priced goods. There are some things of an expensive nature which can be purchased for less money in Canada than in the United States, but persons buying that class of goods are generally abundantly able to spend their money freely; in other words, they are not obliged to skimp, as is the average person who patronize the mail order institutions.

There is nothing very attractive about shopping in Canada, unless it be the fact that it is practically forbidden by Uncle Sam. The Canadian stores are not so modern as the American institutions and there is not the hustle among the merchants to be found over here. Of course, this rule can not be applied to every Canadian store, for there are some merchants who are as modern in their methods as those doing business in the United States, but they are the exception.

Perhaps the laws of the country have something to do with this. The contrast between the two Soos on Sunday is very great. A resident of Michigan is seldom greatly inconvenienced if he forgets to make a pur-

chase of something he wants on Saturday night, because he can go down town Sunday morning and find a store open somewhere. But this is not the case in Canada. Everything is shut tighter than a drum on Sunday. In summer the sightseer is sometimes greatly incommoded by the customs of the place. Even the candy and popcorn stands are forbidden to do business and it is hard work to get a cigar to smoke. It is but natural, therefore, for the people to cultivate a taste for spending considerable of their leisure time on the American side. While there they spend money, all of which helps balance up what has been taken to Canada during the week.

Shrewd business men all over the country have come to use this ten-

dency of the people to want things that come from a distance—to their own advantage. If it were not for this inclination among the people, few stores would advertise dresses from Paris and London, and the advertisement of the millinery store would be worded in a far different style than it is to-day. The women folks want something from Paris; in the country they want something from Chicago, while in the border towns they want something from Canada. Human nature seems to be the same wherever you find it. Distance lends enchantment and the wise merchant lays his plans accordingly. The world may change some day, but at the present time there are no indications pointing in that direction.

Raymond H. Merrill.

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.

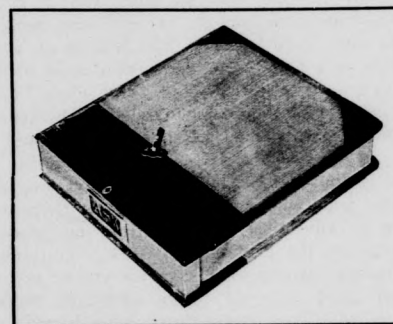
Corl, Knott & Co., Limited

20, 22, 24 and 26 N. Division St.
Grand Rapids, Mich.



THE COLUMBIA SCREW LOCK LEDGER

Its Simplicity Is Its Best Feature



A Few Reasons Why

It will fit any sheet on the market. The Locking Device depends in no way upon the posts. It will not scratch the desk. When locked the sheets are held as in a vise. Let us tell you all about it.

THE Edward Hine Co.

(SUCCESSORS TO BINDERY DEP'T G. R. LITHO. Co.)

8-16 Lyon Street, Grand Rapids, Mich.

THE BEST MEDIUMS.

Daily and Weekly Papers Offer Most Certain Results.

Written for the Tradesman.

There is no department of business life that presents phases more numerous than are found in the practice of advertising. It is, like the practice of medicine, more an art than a science and, like medicine, it has its great practitioners and its charlatans.

It is an art where beneficial results are obtainable only after exact diagnosis of multitudinous conditions and, no matter how truly and carefully and accurately each circumstance is considered in advance, failure is certain if there be a single fault in the selection of the time, the method and the form of the advertisement.

Each individual case must stand alone or fall, according to the perfect appreciation of the individual environment, as the beginning, and in accordance also, with the truly artistic application of the individually correct practice required.

Millions of dollars have been lost in the attempt to demonstrate, as an unalterable truth, that advertising is a mere catch-penny device that will win, if, only, one has courage and is willing to take chances.

There are great advertisers—a very few of them—as there are great builders of advertisements—a very few. They are natural friends and co-workers, the one sustaining the other in turn and each one reaping rich rewards. And it is "easy money" for those so fortunate.

A man may be an equally great advertiser, if his monthly expenditure is but \$100 a month, as is the one who spends a thousand dollars a week. It is merely a matter of percentage as to results.

Results are what justify expenditures for advertising and they are as available to the man who buys ten inches each week in his village weekly as they are to the one who buys a page a day in some great metropolitan paper, a page each week in some great weekly or a page each month in each of two or three great magazines. That is, provided he is entitled to be called a great advertiser.

Why this is true is apparent, or, if not apparent to any man who contemplates becoming an advertiser, he will be wise to study out the proposition for himself before signing any contract for space.

First of all, know what you have to advertise. Then know where and when you want to advertise what you have. Then formulate your plan for learning, with reasonable accuracy, as to the results of your advertising. With these three factors well established, you are prepared to take up the matter of how to advertise and the first step along this line is to decide as to how much money you desire to put into the investment. Having decided this you will find yourself up against the key-stone of successful advertising: Circulation.

And what a multitude of details confront you. It is not a matter alone of a certain thousands of copies of this, that or the other publication.

Where does your medium circulate and when? Does it reach the territory you expect to reach? Does it reach the class of people who will require your goods? Are you certain that the season is right? Are the industrial, the financial and the climatic conditions favorable and soon and so on through perhaps a score of considerations individual only to your especial business.

It is not easy, this art of advertising, and it may not be learned "hands down." And because of these and other reasons it is that the average advertiser is confronted almost to bewilderment by scores of propositions seemingly good and honest and profitable that are absolutely worthless. Because of this imperfectly understood art the charlatan thrives; and for the same reason the local weekly, your city's daily or the journal best known to you, individually, as the representative of the business in which you are engaged, are, as a rule, the safest and most certain mediums for the advertiser who seeks results in specific territory.

Chas. S. Hathaway.

Beating His Union.

As a tired Chicago mechanic reached home the other night at supper-time, he had a half-resigned, half-disgusted look on his face as he drew a roll of bank bills from his pocket and tossed it over to his wife.

"Better go shopping," he said. "Get some of those things which we thought we couldn't afford."

"Where did you get the money?" she asked.

"I drew it from the savings bank," he replied. "There's no use trying to save anything now."

"Why not?" she enquired.

"I've joined the union," he explained.

"Joined the union!" she cried.

"Yes; had to do it, so we'll have to spend this money in a hurry, if we don't want to get the worst of it."

"Why?" she persisted.

"Oh, I'll be on strikes of one kind or another most of the time now," he said, "and when I'm not striking I'll be paying strike benefits. The money is bound to go, and I want to be in a position to get as much out of the union as any one. If I have money in the bank there will be no strike benefit for me when I'm ordered to quit work. 'You don't need it,' they'll say, 'for you've got money. We can only afford to make payments to those who haven't any.' You see, there's a penalty put on thrift and a premium on shiftlessness. The man who saves has to pay himself for time lost at the order of the union, and the man who doesn't save gets the help. In a year from now our money will be gone anyhow, so we might as well spend it while we can get some personal advantage out of it, and then come in on even terms with the others for the strike benefits. It's the fellow who hasn't anything and never expects to have anything who gets the advantage. Take the money, Maggie, before it gets beyond reach. You helped save it, and the union will only help us spend it, if you don't do it first."

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.

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; Citz. 1957

Glimpses of New Goods for Spring and Summer.

It is when man leaves constraint and conventionality behind him that a dash of color creeps into his dress, for the smell of the fields and the breath of the woods tempt one to relax hard-and-fast rules. Golf squares in 28 inch printed India and detached designs on various grounds, tan madder and myrtle rumchundas and navy, garnet, scarlet and blue, together with extract and two-color treatments, harmonize well with green fields. Nor must we overlook the perennial Scotch tartans in the colors of the various clans. English piccadilly outing handkerchiefs with sewn borders and in hemstitched effects deserve mention, too.

Seemingly the fad for colored handkerchiefs has not exhausted itself but will live throughout the spring and summer. Quite new are bold plaids in rose, helio, cardinal and blue. These are for the man who relishes pronounced effects. The new champagne, nankin, Havane and bluette shades, already noted, bear dainty Jacquard designs in self and white and have white corded borders. Mixtures in brown and white, bordeaux and white, cadet and white, and champagne and white are too bewitchingly pretty for description. All these goods retail for from \$1 upward, in both plain linen and silk and linen, the first named for the best trade.

Hitherto fine Jacquard bath robes have been offered largely in light effects, but a leading house has imported some truly sumptuous dark combinations, retailing at from \$12 to \$15 each. The idea was suggested by bath mats and the colors and mixtures are cadet, tobacco brown, blue, black and white, helio with black and white, emerald with black and white, bistre with black and white and grey. Bistre is a pinkish grey shade. Notwithstanding their great cost, these goods find a ready sale; and, as in every other branch of men's wear, the demand for novelty is constant and insistent and must be catered to by dealers.

Novelties sure to commend themselves to men with a taste for the elegant in dress are suspenders of white pique for wear with evening clothes. These are very soft and pliable and match the white pique waistcoats. They are made up 1½ inches wide with gilt trimmings, gilt slides and white kid ends. Nothing could be more fitting to accompany the most patrician garb that a gentleman can assume, and they add the last needed touch of refinement to the whole. It is characteristic of the truly well dressed that they like to devote as much attention to the unseen as to the seen details of dress and to feel that both are correct.

Pearl moire waistcoats, for wear with the evening jacket, and white moire, for wear with the swallowtail, are for those who fancy them. The plain pique and duck hold their place, however, and launder better than the fancy fabrics which must be dry cleaned. There is a tendency to over-elaborateness in waistcoatings, which has led to the introduction of some effects contrary to good taste. The new white figured

grounds brought out by the custom tailors for spring selling are very rich. The shades range from milk white to cream color and the figures stand out sharply. Also there are new figured black waistcoats that look a bit too funereal.

The monogram shirt is an outing garment brought forth by one of the smart haberdashers. It is made of silk and linen, has one broad pleat in the center, four pearl buttons, a monogram flap pocket and fold cuffs. The color is solid grey of a dark tone. This shirt is exceedingly trim-looking and, with a moderately high fold collar and full tie, loosely knotted, has distinction about it, something that can be truthfully said of but few summer shirts. The monogram is usually put upon the sleeve just above the left cuff. It is the mark of the upper class shirt and gives a needed touch of individuality to one's belongings.

Over-slippers made of stockinette cloth are used to wear over patent leather boots, and prevent them from getting soiled on muddy days. They are very cheap, 25 cents a pair, and may be discarded after one wearing. In going to a function after sundown, that demands evening clothes and patent leather boots, these over-slippers are very handy articles. They are cut roomy and may be slipped on easily.—Haberdasher.

Buying and Selling.

A retailer makes the point that too many merchants put in too much time in buying and too little thought on the selling end of the business.

That is true.

Another retailer says that too many merchants buy goods as if it were an unpleasant duty to be gotten rid of as soon as possible, instead of giving it the thought it deserves.

That is also true.

Now where is the happy medium?

To be found only in the merchant of experience.

After years of experimenting the merchant of experience learns to distribute his time and attention equably.

He knows there are certain lines which he can buy with little trouble. There are others on which he must shop. When he goes to market it is to secure the right patterns and items from a wide variety.

In the meantime he is giving a great deal of attention to getting rid of the goods. He knows that no matter how well he buys the goods must be sold.

Goods well bought are half sold. So says the old trade adage. It is not true. Goods can be ever so well bought, but if the merchant is not hustling and advertising on the selling end they will be a long ways from half sold.

The new merchant, the man who has never been in the business, has no special ideas on either buying or selling.

As he progresses he begins to give more attention to the buying. It is the more important feature of the business to him.

He tips over on that end, as it were.

As he becomes a better merchant

he begins to even up and bring the selling end to its proper position.

Like the boy in the middle of the balancing plank, he is a well trained merchant who can keep the two ends balanced properly, but it finally comes in the evolution of the business man.

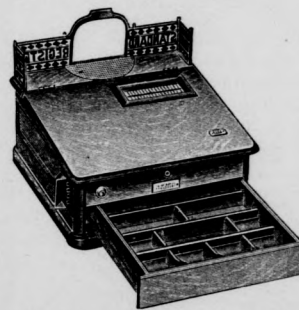
Only study and thought will bring it.—Commercial Bulletin.

Truth is immortal. The sword can not pierce it; fire can not consume it; prisons can not incarcerate it; famine can not starve it.

Trouble has many imitators, and sometimes it is hard to distinguish them from the original. Beware of imitation.

THIS IS IT

An accurate record of your daily transactions given by the



Standard Cash Register Co.

4 Factory St.,

Wabash, Ind.

Made on Honor

and

Sold on Merit

Buy Direct from the Maker



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

Ellsworth & Thayer Mfg. Co.

MILWAUKEE, WIS.

B. B. DOWNARD, General Salesman

1904 --- Spring Season --- 1904

Our Garments Are Made To Sell

Our trade-mark is a guarantee that our garments fit, wear, and please the purchaser and the seller.

A postal will bring samples prepaid by express, or any other information desired.

A Complete Spring Line Ready For Inspection

If desired, we advertise direct to consumer and create a demand for our clothing which will need the duplication of your order to supply.

Wile Bros. & Weill

Makers of Pan American Guaranteed Clothing

Buffalo, N. Y.

How Readily a Retail Business Can Be Built Up.

There is so much need for "talking points" in men's apparel these days that the merchant who introduces the greatest number imparts to his stock a distinctiveness that is business-building. By "talking points" we mean those little niceties in dress so much sought after by dressy young men, who appreciate the little things which distinguish smart clothes from the conservative cut.

Merchants who know the value of the young men's trade recognize more and more the necessity for giving them something entirely different from what is called for by the conservative dresser. With the latter the conventional models of the season serve every purpose. The young man must have something different. It is the young man who talks about his clothes; he takes individual pride in that which he wears and will talk it up to his friends and associates. Merchants recognize this as good advertising. If a man can attract young men to his store and hold their patronage, he is pretty sure to gain the good will and custom of the well dressed man who simply goes in for what is becoming, without any preference for those little details which the young fellow is particular about.

Recognizing the importance that selling points add to a garment, a large house, a newcomer to the metropolis, at the very inception of its career sought for the patronage of a large clientele of smartly dressed young men. To gain recognition the firm made clothing different from the conservative styles sold by other leading clothiers. Nothing freakish was brought out, but there were an individuality and distinctiveness given to their apparel for boys, youths and young men, which, during the past year, won for this store a measure of success which proves how right were the plans which have been carried out. The firm's desire was to have their clothing, although ready-to-wear, different in many essentials from the best makes of ready-made, and this they succeeded in doing by including in their designs many little wrinkles of style usually obtainable only in the best custom-made—ideas which carried out the wearer's own wishes.

For instance, they have upward of fifteen different models of single-breasted sack coats, six styles of double-breasted sack coats and as many different shapes in trousers and vests in harmony therewith. Every coat has a hand-felled collar and open shoulders. The shoulder linings are hand-felled, as, also, are the sleeve linings at the cuff. The garments are thoroughly stayed throughout. These details, although costing more than machine-made clothing, make a garment retain its shape and it will generally give better satisfaction to the wearer—service, in fact, equal to the custom-made.

Some of the smart coats have a two-inch opening at the sleeve, with two buttons and buttonholes. The coats have two five-inch vents in the back, whereas most of the new styles brought out have but a single vent.

There are different gradations of collar and lapel widths and lengths.

Another somewhat attractive feature is that in fancy suits the buttons match the fabric, there being some detail of pattern or color in the cloth reproduced in the button. Where the pattern is not shown in the button there is a bit of color in harmony; that is, if the fabric has a dash of color there is a spot of the same color in the button. These are features which require careful matching and manufacturing, but they pay for the effort expended. The trousers have flaps on the back pockets which button, belt loops, and are equipped with the "Hand-E-Catch" for sustaining the drawers. The latter auxiliary is recognized as one of the strongest selling points introduced this season, and is said to be sufficient in itself to influence a sale.

The choice of several styles of trousers is offered, varying from the peg-top to the shaped leg.

Another feature is the lining of the suit throughout with black linings, including the lining of the vest and the linings of the trousers. It is argued in behalf of black linings that they do not show the soil of steady wear, and, therefore, always look neat. The youth's desire for a suit and coat in which there is a silk lining is supplied in the cheviot having an all-silk serge lining, the suit retailing at \$15.

These points are given to illustrate how readily the retail clothing business can be built up by giving the people merchandise that is right at its right value, even although it costs a little more to make it right. Improved wearing apparel meets the demands of the times for better grades of merchandise. It is the instilling of so much character in the ready-made that is sounding the death knell of the made-to-order. That such things are appreciated by the public is proven beyond peradventure by the excellent business which can be built up on the best ideas, when they are introduced in the clothing business. —Apparel Gazette.

Do Your Best.

Study the men older than yourself—and study especially the failures.

Realize that the greatest failure may be hidden behind the greatest apparent success.

The man who makes a great fortune and becomes a self indulgent pleasure-seeker is a miserable failure.

The man who has great power and uses it to the disadvantage of the people, building himself up on the failure of others, ranks simply with the successful hyenas—those that have the most powerful jaws.

Work to make yourself independent of other men—strive to secure a certain reasonable amount of money.

But remember that, to be really worth while in the world, a man must do something of use to others.

Don't be like the cow that doesn't give milk, the hen that won't lay eggs, the field that yields no crop.

Be of use to others, try to add something to the sum of human knowledge, influence those with whom you come in contact for good. All of these things every man can do in a greater or less degree.

Every man can do his best. Aim high, be determined to put to the best use the health, the mental abil-

ity, all the advantages that your parents have given you—make up your mind to achieve reasonable personal success, but, above all things, to make your life of real use to others. —New York Journal.

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

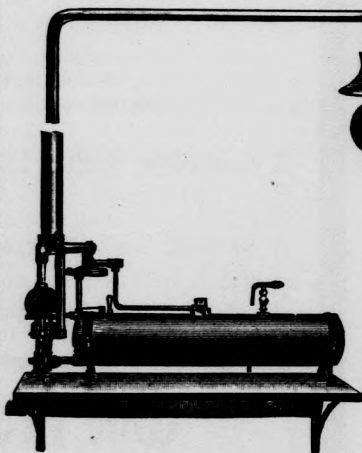
Those New Brown Overalls and Coats are Sun and Perspiration Proof

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.



Agents Wanted

Everywhere in Michigan to sell the famous

F. P. Lighting System

I want good reliable men who are hustlers, and to such men I can make a proposition that will net them from \$20 to \$50 per week. All my agents who are of the kind on the market. 40,000 in use now—1,000 being sold every month. Get one plant in a town and the rest sell themselves. This is no fly-by-night scheme, but a steady, established business. If you are a good man and want to make good money, let me hear from you.

H. W. LANG, Ft. Wayne, Indiana, Michigan State Agent

FIRE STORIES.

Odd Incidents Coming To Light from Baltimore.

Odd incidents of the big fire are coming to light. Here are some of them:

William Musser, a farmer on the Belair road about seven miles beyond the eastern limits of the city, brought to town the other day 160 pounds of Sumatra leaf tobacco and is \$42 richer by reason of the fire. To R. Cuzoni, the cigarmaker to whom he sold the tobacco, he explained that it had been blown over his farm, together with cinders, on the Sunday evening of the fire. The tobacco came from a big warehouse in this city which was burned. In the main it was but slightly injured.

Like all old cities, the business portion of Baltimore, especially the warehouses near the harbor, was overrun with rats. Police officers and firemen who were on duty in the lower district say that at times on Sunday and Monday the rodents would pour out of buildings in regiments and go galloping toward the river. Since the fire not a rat has been seen in the burned district nor immediately adjacent. It is also estimated that more than a thousand cats lost their lives in the burning warehouses.

It is estimated that about \$10,000 in paper money was destroyed during the rush of flame. Several incidents of finding the charred remains of bank notes have been made known at the sub-treasury.

The most peculiar one made Capt. William Ross, of the oyster puny, Mary Ross, the richer by \$100. The Mary, when the fire began to come down Pratt street, was towed out into the stream and her sails were hoisted.

Seven miles below the city Capt. Ross found on the deck of his craft a black piece of paper. It almost crumbled at the touch of his hand.

Noticing that it was a \$100 note, he carefully lifted it with a case knife and kept it flat in a book. The genuineness of the note was so apparent at the office of Sub-Treasurer Dryden that it was redeemed.

The office cat of the United Electric Railway Company, which had offices on the tenth floor of the Continental Trust building, has been found wandering about the gutted structure. The building, or at least the woodwork in it, burned like a torch. The flames destroyed every desk, every door, every inflammable article in the whole great structure.

Where Peggy hid to escape is a profound mystery. It is certain that she was locked in the office on Saturday night and that the room was not opened on Sunday. Peggy can give a splendid imitation of how a singed cat looks, and appears to have lost some of her spirit.

More than a thousand steel safes went down in the ruins, and now that they are being opened, many surprises are discovered.

Felix R. Sullivan, of 25 South Water street, was overjoyed to see his big strongbox come up out of the ruins apparently unhurt save for the paint. The combination lock yielded to his manipulation as easily as ever.

When he swung the door back, however, he found every scrap of paper within it reduced to ashes. Even the bit of brussels carpet on the floor of the safe was but charred wool.

A big safe belonging to the largest firm of pawnbrokers in Baltimore appeared intact when brought out of the ruins. It contained 324 gold and silver watches, 200 diamond and other rings and a lot of miscellaneous gold and silver ornaments.

Except for less than a score of pieces, the watches, rings and ornaments had all melted and run together in one big lump on the floor of the safe. The inside of the heavy doors was not even scorched, and yet every wooden drawer in the safe was in ashes.

Several safes which were opened before they had cooled exploded the moment air reached the interior, and set everything within on fire.

G. E. Learey, of Rock Hall, Md., twenty-five miles from Baltimore, has sent there a bill of lading picked up on his farm and made out by the Old Bay Line the day before the fire. Its edges were slightly burned. This indicates the velocity of the wind during the fire.

L. G. Mathews, of the insurance firm of H. L. Spear & Co., remembered during the fire that in the firm's safe along with valuable papers were several boxes of parlor matches. He made a desperate effort to reach the strongbox, but failed. When the safe was opened not a match had been ignited by the tremendous heat, and everything was intact.

Thomas R. Jenifer, who lives at Towson, seven miles from the city, found in his front yard on the Tuesday after the fire a charred portion of a Testament, and carefully enclosed therein, and uninjured, a portion of Ingersoll's lecture on Voltaire.

A scorched postal card of the Third National Bank was found by N. N. Keune at Bear Creek, Md., about thirty miles from the city in a straight line.

That some men are marked for ill luck is shown by the misfortune of S. T. Rodberg, a Baltimore street jeweler. Some years ago he was robbed of diamonds valued at several thousand dollars. His safe has just been opened, and the \$49,000 worth of diamonds and jewelry it contained are found to be ruined.

The gold had all melted and run together. The stones are, he says, of little, if any, value now. In the same safe a white silk handkerchief was found whole and unsoiled.—New York Sun.

Modern Methods.

Once on a time we bought supplies,
As butter, sugar, bread and tea,
But now we buy a coupon prize
With necessities added free.
An organ or a toilet set,
Some plated ware, an opal ring—
Just save the wrappers that you get
And you may draw 'most anything.
It doesn't matter what you buy,
From canned sardines to chewing gum.
A brand of huckleberry pie
Will offer you a premium;
A phonograph will go with soap,
A cuckoo clock with Schweitzer cheese,
With all your groceries you hope
To get some 'presents' such as these.
The purchase of a cheap cigar
May mean a European tour,
A diamond and ruby star
Or auto, if it happens your
Own star is of the lucky kind.
Each coupon will some treasure bring.
Just save those coupons and you'll find
That you may draw 'most anything.

New Oldsmobiles

For 1904

Olds Touring Runabout, \$750.00

With long wheel base, side springs and large tires, which insure an easy and comfortable riding machine.

This car is fitted with the new improved Olds 5x6 motor, conservatively rated at 6 h. p.

New Oldsmobile Touring Car, \$950.00

This car has the same general lines and appearance as the one above, but is a little larger all around, has a 5½x6 motor developing 10 or more h. p., but rated only at 8 h. p. Without the rear seats or tonneau body the price is \$850.00.

Oldsmobile Curved Dash Runabout, \$650.00

This famous little machine is greatly improved for 1904. It will have 5x6 motor instead of 4½x6 heretofore used; 3-inch tires in place of 2½ inch, and other nice improvements—the price still remaining at \$650.00.



Oldsmobile Delivery Wagon, \$850.00

For laundries, cigar stores, grocers, confectioners and others the Oldsmobile Delivery is a great proposition. It will carry about 500 lbs. and is built for fast work, slow work, rough work, every day in the week.

Oldsmobiles are built by the Olds Motor Works, and are the result of over 20 years experience in gasoline engine building. 20,000 Oldsmobiles are in use throughout the world—more than any other 3 makes of autos.

Catalogue on request. Correspondence solicited with all interested parties. Can take care of a few more good agents in unoccupied territory.

ADAMS & HART

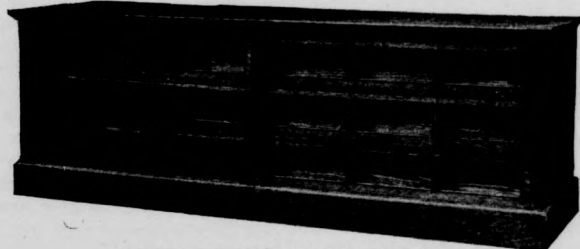
12 and 14 W. Bridge St.

Grand Rapids, Michigan

DISPLAY COUNTERS

4, 8, 12 and 16 feet long.

Drawer back of each glass 6¾x13¾x20½ inches.



28 Wide, 33 High. All kinds store fixtures.

GEO. S. SMITH FIXTURE CO., GRAND RAPIDS, MICH.

WINDOW TRIMMING

Different Displays Illustrated in Eight Local Stores.

"One swallow doesn't make a spring." No, but a whole lot of 'em make us know that a change is likely soon to come over the spirit of our dreams. One man standing on the street excites no special comment in the mind of the observer, but let fifty lords of creation stand in a bunch in any particular locality and at once the conviction takes firm hold of the onlooker that something must be "doing."

In both cases—that of the birds and the members of the stern sex—it's the numbers that count. 'Tis the big aggregation of things of one kind that attracts the attention.

It seemed as if every store on Monroe street illustrated last week the truth of the foregoing statement.

Beginning at the head of that street, as the week before, Corl, Knott & Co., Ltd., gave a hint of the balmy days to come by two windows devoted to specimens of spring headgear. I've seen only one distinctly spring hat on the streets this early, and she looked as if she ought to go in somewhere and warm herself. Her nose was fairly blue with cold. It takes a courageous heart, in more ways than one, to be "the first by whom the new is tried."

Peck Bros. had an exhibit behind their large bent glass front calculated to draw the attention of the suffering public who delight in taking patent medicines to Dr. Greene's Nervura. There were boxes upon boxes of the medicine—enough in that part of the store alone to give the assurance that the article would not soon give out. A placard on top of one of the boxes, so that he who ran might read, imparted the information that they were "One shipment of Dr. Greene's Nervura." I counted 65. Might have been 5½ doz.; or maybe one of 'em had got away.

In the window opposite were quantities of yellow sponges of the ordinary size. Hobnobbing with these (a matter of one suggesting the other, with the window dresser, probably) were many, many cakes of Armour's "Prairie Bouquet" toilet soap in the flamboyant colors of pink, green and two shades of yellow, also white, to retail at "2 for 5." Whether or not the soap was "any good," the brilliant hues ought to sell it if there's any luck in bright colors.

Coming along down on the same side of the street, the Miles Hardware Co. also carried out my idea. The average woman would pass by the east window to gaze with the desire of having for her very own some of those clean-looking cooking utensils, mostly turquoise blue enamel on the outside and white inside, labeled "The Stransky Steel Ware." I think that was it. Anyway the idea conveyed on another card stuck in my cranium—that it is "The Ware

that Wears." Every Eve's daughter could not but enjoy looking at these aids to success in the noble art called gastronomic, the art that is guaranteed by Mrs. Rorer to "transform a brute of a husband into a living lovable angel!"

To return to the east hardware window, which was filled with carpenters' tools of every description, both large and small, I think it is the duty of every girl to cultivate the facility—if Nature did not bestow it upon her—of handling with ease and precision all the tools in most common use. Why, I know one petite demoiselle who is so handy with the saw and hammer "an' sich" that she and her father together built a large shed for squab-raising purposes; and the latter asserted with pride that the daughter did more work on the building than he.

Detenthaler had one-half of his right hand window devoted to those usual spring delusions, "real maple syrup" and "real maple sugar." I presume—I have no reason to doubt it—that these were the "genywine" article, though. The other half of the flat window space was packed full of spring vegetables that made the mouth water. "Cukes," 20c apiece. "By and by when they drop to 5c per doz. they won't taste near so good," said the accommodating clerk who answered my volley of questions.

"Nick" trimmed the window," he went on to say; "his hind name is Van Buren. Window looks nice, doesn't it? The space is small, but it contains everything that's agoin' in the way of early spring vegetables."

He called my attention to a large card hanging over the eatables. On the side toward the store it read: "Look on the Other Side." When you obeyed its command, you saw the announcement: "Our Spring Opening in Green Goods."

And very toothsome those "green goods" looked.

"Yes, indeed, the strawberries 'taste of money,' but then one is not supposed to eat very many of them yet awhile. People buy them mostly for reception purposes or dinners, when just a few are served.

"A good many different localities are represented by these green goods. The Messina lemons are from Sicily. The strings of garlic, the 'cloves' of which are used in so many piquant sauces, in combination with other strong-tasting articles, also have their home in Italy. The large oranges are from California, also the short celery. The Murphies and the sweet potatoes (the latter kiln dried) are from down around Florida. The large onions are Bermudas. The pieplant is home grown, in hothouses. The string beans also 'taste of money'—25c per pound. These strawberries are the sweetest we have had so far. They are really nice for this season of the year. They are the third lot we've had. We only get a crate at a time—people aren't making shortcakes of 'em yet," my informant smiled.

The bon vivant certainly could find everything to his liking in these advance samples of spring delicacies.



Saving Pennies

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

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

Keep it Ever Before Them

They can make your business blossom like a rose.

A Dayton Moneyweight Scale

does this more effectually than anything else.

Ask Dept. "K" for 1903 Catalogue.

**The Computing Scale Company
Makers**

Dayton, Ohio

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



To tickle the palate there were also lettuce, two kinds, leaf and head, the latter resembling baby cabbages; real cabbage heads; little round radishes; little white "yung-uns;" cauliflower; parsley, the crisp curlycues of which always look so tempting one can with difficulty keep his fingers from swiping a snip, and many other relishing bits to refresh starving man.

Crossing the street, in the Charles E. Norton Co.'s one large window were beautiful rugs galore in the patterns and colorings of Oriental opulence. I did not examine them especially as to make—and could not have told if they were "the genuine" if I had, for it takes a very clever expert, in these days of so excellent imitations, to determine the real and the spurious. At any rate, so far as looks were concerned, he must be critical indeed who could not have been suited with a selection from the rugs displayed in their window by the firm in question the fore part of last week. I looked long—and longingly—at the central one of the many shown. It was exceedingly rich as to the colors employed and their arrangement—soft blue of a medium shade, cream and two or three shades of old rose, mingled with darker tones of other colors. It might have tipped the beam at \$10, it might have cost a thousand. At any rate, it was the innocent reason of one window gazer's breaking the Biblical Commandment which says, "Thou shalt not covet!"

Sandwiched in between the Norton Co.'s floor accessories and Treusch's bachelors' delights was a delicious windowful of Chocolate Menier in Zoa Teal's candy store. This enterprising young lady always presents an example of exquisite taste and great ingenuity in the arrangement of her toothsome condiments.

In the corner show window two stores riverward, namely, Treusch Bros., were choice articles of a deny nature—Turkish pipes of many varieties as to colors and other distinguishing characteristics of these pleasing additions to smokers' sanctums. "Monty" tells me that these pipes are "simply dreams!" However, when one sets out to purchase an elaborate one of this especial sort, the price he is obliged to pay for the indulgence of his fad is "no dream!"

These Turkish pipes are said to be very cozy, very "comfy," but I doubt it any one of the circle lounging around one of these magnificent creations of the pipe-maker's art gets any more solid comfort to the square inch than does Lew. Stuart, the managing editor of the Herald, out of his old black cob!

From Turkish pipes to lingerie may be a far cry, but I am not responsible for it, as ladies' muslin underwear was the next display to fortify the statement I made at the beginning—that a big lot of any one article is sure to impel the pedestrian to halt and "have a look."

That was the slogan of all the Midway novelty dealers at the Pan-American—"Have a look! Have a look! 'Twon't coscha anything. Have a look!" And, if they don't say it

in so many words, that's what every dealer, in every store the whole length of any street, says, in every exhibit he puts before the buying public—"Have a look!"

In times gone by it used to be considered very bad form for a lady or female child to even glance in a window in hurrying by, and as for actually stopping and gazing therein openly and aboveboard—My goodness! you were set down as having the manners of a boor.

But "things are changed since Hanner died," and nowadays the woman for whom the store window hath no charms is an anomaly—a freak, to put it mildly. She needs a commission to enquire into her sanity.

And the men are only a step behind the women in this regard. I remember, a few months ago, when the Boston Store had a fine picture of the Queen Quality shoe factory to adorn their exhibit of that particular wearable—why, I could scarcely get within hailing distance of the window for the many men who were interested in the picture. There was much in it to commend itself to the student of economic conditions; and the pleasant surroundings of the employes—there were men and girls both—somehow made you think of the many delightful pictures you had seen of the wonderful work accomplished along this line by the National Cash Register people of Dayton, Ohio.

But I am getting away from those dainty muslin undergarments that Friedman displayed for the dear ladies last week. Such fetching little lace-trimmed corset covers—regular little darlings, for little darlings! And then the other underwears to match the "love of a corset cover"—like "Monty's" Turkish pipes, they were all "simply dreams!"

A man, a husband, can never understand—can never be made to understand—how a woman can possibly spend so much of his—well, what he always calls his "hard-earned cash"—on the adornment of what you might designate as her "inner person."

But what can the poor girl of a wifey do? A "convent-made" corset cover—just the merest little wisp of finest linen lawn, "real Val." and a sprinkling of hand-embroidered posies—can be put down at a solid V, and that's a low estimate, too. The rest of the suit can be safely reckoned on to bring the harrowing figures up to at least \$25. Count in her flowered pink silk corset, with the quantities of furbelows now used to adorn that same—lace, satin ribbon chou, pink silk strings—and the least that "dream" can be got for will be in the neighborhood of \$20. And there you have an illigant \$50 bill all smashed to smithereens!

That's only Milady's underwear. When it comes to \$5 silk hosiery, \$5 walking shoes (to properly display same!), \$25 silk petticoats, a \$75 tailor-made street suit, hat, say \$20, gloves a couple or so more—when Milady beseeches her liege lord and master for the wherewithal to cover these few "actual necessities, dearie," is it any wonder she wails, and that Hubby groans and slams the door

and has forgotten to kiss her goodbye?

"I should think she might get her expenditures within reasonable limits," he mutters under his breath as he boards the car for downtown, and he gives his hat that extra yank over the eyes that "makes him look so like a fiend." Even if wifey has gone about her household duties, she knows just exactly how he is looking "by this time."

"He needn't be so mean about it!" she thinks tearfully, as she puts about, mentally concocting some nice new dish she will surprise him with at dinner in the evening, so as to mollify him a bit—"mellow him," one wife used to call it.

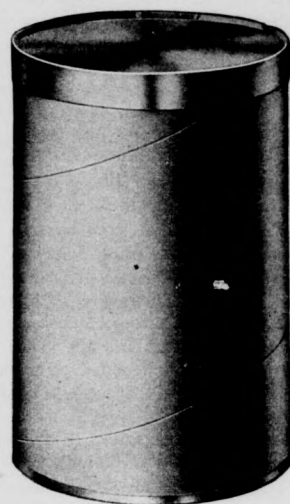
But I suppose till time shall be no more will this same rigmarole be enacted. Just so sure as storekeepers tempt Lovely Woman, just so sure will she have occasion to weep and gnash her teeth, and Hubby to make Rome howl, when he hands out his reluctant backsheesh to pay for the enchanting togs to deck the lady whom everybody—else—calls his "pretty little wifey!"

Character.

Here, while the tide of conquest rolls
Against the distant golden shore,
The starved and stunted human souls
Are with us more and more.
Vain is your Science, vain your Art,
Your triumphs and your glory vain
To feed the hunger of their heart
And famine of their brain.
Your savage deserts howling near,
Your wastes of ignorance, vice and shame—
Is there no room for victories here,
No field for deeds of fame?
Arise and conquer while ye can
The foe that in your midst resides,
And build within the mind of Man
The Empire that abides.
—William Watson.

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

If you use this 1 lb. coffee box



Gem Fibre Package Co.

Detroit, Michigan

Makers of

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

THE LIFE OF TRADE

Competition doesn't much trouble the grocer whose business is run along modern lines—the life of his trade is the superiority of the goods he sells.

Superiority means more than mere quality. The Salt that's ALL Salt is second to none in cleanliness and purity; but it is because it is just right for butter making that it is so universally popular—because it is dry and flaky; because it works easier and goes farther than any other salt on the market.

The Salt you sell is in the butter you buy—hence handling Diamond Crystal Salt is a good rule that works both ways: sell your trade better salt and you'll get in better butter, with better prices and better satisfied customers all 'round as a final result.

Perhaps our most popular package is the 1/4 bushel (14 lb.) sack which retails at 25 cents.

For further information address

Diamond Crystal Salt Company
St. Clair, Mich.

Stories Told Around the Stove in the Lasterville Store.

Devout companions—I call you devout companions, because you spend so much time on your knees. At least, you do if you try as hard to get fits as I do. It is easy to get fits and hard to get fits in a shoe store. Easy if you happen to press somebody's favorite corn, and hard the other way, unless you sell only Blank's Famous Form Fitting Footwear; then, of course, you know what the advertisement says.

When the Lasterville Shoe Club met in here on Laster's most recent night on we had a great time.

Everything is going along so smooth in town now that the old feud is all over and we're all closing up at seasonable hours without any compact or agreement, but "Laster's Night On" has become a fixture; only instead of recurring every fourth night, as of yore, it has been made the regular order of business for each Monday evening.

We selected Monday evening because, after Sunday's restfulness, Lasterville is not strictly wide open on the Lord's Day, no one is very crazy to go home early on Monday evening and yet there are very seldom social affairs or amusement events on that evening; but the evening is so much better for trade than any other evening of the week except Saturday that the bosses all come down for a little while, and being down hate to go home. There are no prayer meetings in Lasterville on Monday evening, which would naturally draw a good many shoe men away from the gatherings, and there you are with the list of reasons why Monday evening is scheduled as our regular meeting night.

It has settled into such a regular thing now that each evening the proprietors and clerks of a different store have charge of any little arrangements in the way of entertainment, but Laster insists that all the meetings shall be held in his store, although there is strong talk of renting a room that we can get in a block and fitting it up as a club room, but we haven't yet, and anyway that has nothing in common with the meeting I want to tell you about.

Everybody had had a turn at the entertainment except old Isensole, and last Monday night it was his turn. Ball and his partner had furnished about half a bushel of nuts and a lot of apples and some preserved cider, when it was his turn, and we all sat around with iron lasts on our laps and all the shoemakers' hammers, and cracked nuts while the stories were going on.

But this time it was Isensole's turn. In the afternoon one of his clerks slipped over here and looked at our stove and then he slipped down and looked at the furnace (we have a furnace and a small stove both in the store), but he shook his head and went away. "I guess he'll have to call on Rebecca this time," he said.

When the meeting opened, Isensole and only one of his clerks represented the store that someway

manages to sell shoes cheaper than any of the rest of us can.

We were having a jolly time and never a word being said about its being the old fellow's turn to provide something for the guests, when, about half past nine, the other clerk came in with a great market basket on his arm. It was covered up tight with paper and napkins and the little fellow looked as though he had hurried pretty hard.

He put it down on the counter, we all gathered around and old Isensole opened it up.

There was a little box with pepper and salt shakers and a plate of nice yellow butter, and all of the rest of the basket was a great big nest of smoking roast potatoes. Not baked, mind you, but roasted. Roasted in the ashes at that. All the potatoes were about the same size and smooth, nice big fellows—and say—the way the Lasterville Boot and Shoe Retailers' Club sailed into them around the stove was a caution. And then we all insisted that it was Isensole's turn to tell a story. He looked abashed, at first, as he stood there leaning against the "do-up" counter, nervously combing his long beard with his fingers, but finally he said: "Vell, shentlemens, I haf a goot many stories in my life already, but I don't tink of any vat you would care for. Efery time I eat a roasted potato I am reminded of just an incident, ven I vas a boy, and if you like I can tell you it."

Of course we all howled for it and the old man, without sitting down, told it. I won't try to give the dialect. He speaks pretty good United States anyway, and it's only his inflection and accents that make it different and I can't get those.

When I first came over to this country, after the war, my family did not come with me. I came with

another family and had the brave determination to shift for myself. I knocked about all over the country working at everything, until, finally, away down in Louisiana I joined with an older Hebrew who was selling from a pack around among the plantations. He carried notions of all sorts to sell to the negroes and poor whites, with a little cheap jewelry, and when I joined him it was to help him carry his packs and get a living.

On the strength of my helping him he added a pack of shoes, and that is where I got my hand in first in the American shoe trade.

What reminds me of this story is this roast potato. I never eat one but what I think of one time when we got some of these to eat and they tasted better than any meal I ever had before or since.

A good many times the planters objected to our going around among the negroes selling to them. It was right after the war, and the newly freed negroes were hard to handle

Save Worry, Trouble and Expense

and insure correct results in your office by calling to your assistance the services of an expert from our Auditing and Accounting Department.

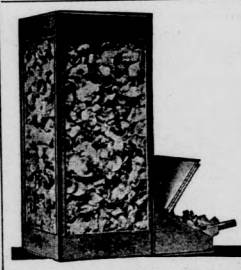
Your trial balance will then balance and cease to be a "Trial." Important and vital facts will then be given you to direct and guide your business. Stop the leaks! Write today for particulars.

The Michigan Trust Co.

Grand Rapids, Mich.
(Established 1889)

MEYER'S RED SEAL BRAND SARATOGA CHIPS

Have a standard reputation for their superior quality over others.



MEYER'S Improved Show Case

made of metal and takes up counter room of only 10 1/2 inches front and 19 inches deep. Size of glass, 10x20 inches. The glass is put in on slides so it can be taken out to be cleaned or new one put in. SCOOP with every case. Parties that will use this case will increase their sales many times. Securely packed, ready to ship anywhere.

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

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

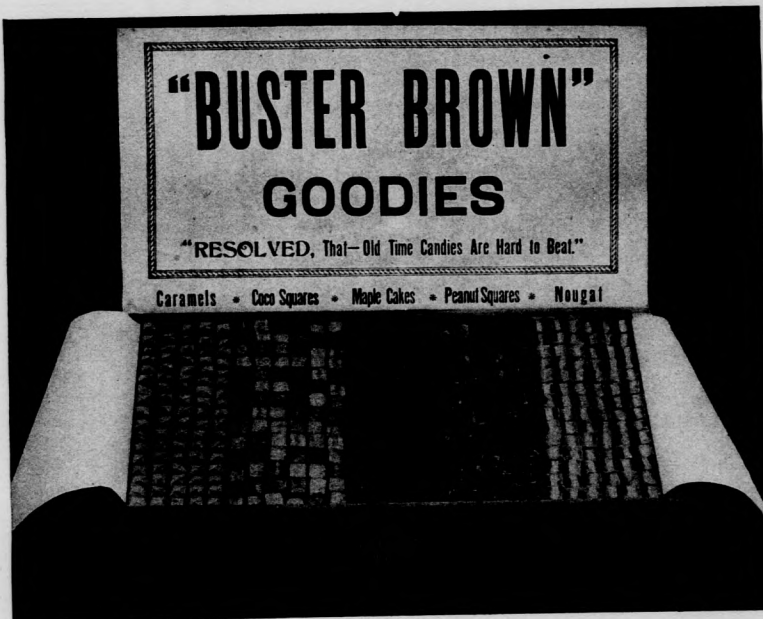
Manufacturer of
Meyer's Red Seal Luncheon Cheese
A Dainty Delicacy.

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

"BUSTER BROWN" GOODIES

"RESOLVED, That—Old Time Candies Are Hard to Beat"

Caramels • Coco Squares • Maple Cakes • Peanut Squares • Nougat



Just try a case.

PUTNAM FACTORY, GRAND RAPIDS, MICH.

anyway under the changed conditions. The planters, most of them, had plantation stores themselves, and they preferred to have the negroes buy there rather than of us wandering peddlers, partly because our prices were many times much lower than the store prices and partly because the planters liked to keep handling the wage money over and over.

The man I wandered with sometimes had a pretty hard time of it and many times we had to get along as best we could, saving every penny to pay for the goods which were trusted to us by a man in New Orleans who was kindly disposed toward us.

Late in the fall we got in pretty hard shape. We had not made enough to pay our expenses and things looked dark. We were tramping up through the Bayou La Fourche country among the sugar plantations and doing mighty poorly. The crop hadn't been marketed and money was mighty scarce, not only in the quarters, but in the big houses as well. Late one evening, about tuckered out and not having had anything much to eat all day, we dragged our way into the Colonel Gorpier place. That wasn't the name. I just made that one up, but it will do well enough. Colonel Gorpier had one of the biggest plantations up in the La Fourche country and he also had a villainous reputation. The war had left him with many debts, little money and a big entailed plantation. Still, he employed a lot of negroes and we expected to do a good business about the quarters.

But Colonel Gorpier himself got a sight of us before we had hardly got a chance to unsling our packs and he had us driven off the plantation like a couple of tramps with the smallpox. We were about famished, not having had anything to eat since early in the day, but he wouldn't let us stop a minute, fired us out and shut the gates. Just as we were being driven out my partner turned to where Colonel Gorpier was standing in the gateway, and he said: "Some day, I swear before God, I'll come back here the owner of this place and I'll turn you and all yours off from this plantation just as you have turned us away to-night."

Colonel Gorpier almost frothed at the mouth at that, he was so mad, but my Hebrew companion said no more and we stole away silently.

We trudged until near ten o'clock when a negro who had a little shack of his own and a patch to work along on the bayou, took us in and roasted some potatoes for us, in return for a little piece of brass breast-pin with a bit of colored glass in it, and although we only had salt on them, nothing I ever had before or since ever tasted so good.

Old Isensole paused and scooped the last bit of his smoking potato out of its crisp and brittle skin.

"But the other man," persisted Hi Ball, "did he ever make good his bluff?"

"Ten years ago he telegraphed me, and I went away down to New Orleans, just to go out there when he foreclosed the mortgage on the Gor-

pier plantation and bought it in for less than the face of the mortgage with interest. He is one of the richest sugar men in all the South now, and you would know the name if I told it to you. Little by little he has built his way up. But he never forgot his vow, and he bought up every claim against Gorpier, and wove nets about him until he had him in his power without Gorpier's knowing even who he was, and then he crushed him as he would a fly."

"And then, I suppose," persisted Hi, "he heaped coals of fire on his enemy's head and told him to keep right on living there, and gave him a new start and all that, didn't he?"

But old Isensole did not reply. He simply looked at Hi, commiseratingly, and shrugged his shoulders.—Ike N. Fitem in Boot and Shoe Recorder.

Sale of a Trade Mark.

By reason of a recent decision of the Commissioner of Patents wherein interference proceedings in connection with the registration of a trade mark were annulled, attention has again been called to the fact that a trade mark right can not be transferred as an abstract right. It can not be sold apart from the article upon which it is used, the reason being that such a transfer would be productive of fraud upon the public.

Covering this point, the United States Supreme Court has also ruled that as distinct property, separate from the article created by the original producer or manufacturer, a trade mark may not be the subject of sale. But when any trade mark is affixed to articles manufactured at a certain establishment and acquires a special reputation in connection with the place of manufacture, and that establishment is transferred either by contract or operation of law to others, the right to the use of a trade mark may be lawfully transferred with it. Its subsequent use by the person to whom the establishment is transferred is considered as only indicating that the goods to which it is affixed are manufactured at the same place and are of the same character as those to which the mark was attached by its original designer.

It is held by the Commissioner that where a party claims the right to trade mark registration by assignment from the owner of the trade mark, yet should that assignment not purport to transfer the business as well, then the applicant is not the owner and is not entitled to registration, as a trade mark can not be transferred without a transfer of the business.—American Soap Journal.

Oil of Wintergreen.

The artificial or synthetic oil of wintergreen may be used for any purpose for which the true oil is employed. Barring questions of purity, the two products are practically identical. The true oil consists almost entirely of methyl salicylate, whereas the artificial oil is composed of this chemical alone, made synthetically. It has been said that there is very little true oil on the market, most of that sold being the artificial oil in disguise.

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., 2-18-1904

H. Leonard & Sons
Grand Rapids Mich.
Gentlemen: In reply to your inquiry of 2-15-04 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



Misconceptions the School of Matrimony Will Combat.

Written for the Tradesman.

It is cheering news to learn that the State of Iowa is grappling with the divorce evil at the right end of the problem. In that enlightened commonwealth it is proposed to establish a school where young men and women, contemplating entering into the holy estate of wedlock, may take a course of instruction and receive a diploma for proficiency in knowing how to keep the domestic peace, and to this end a bill has been introduced into the Legislature asking that the Governor be empowered to appoint a "State Director of Marriage Reform Instruction."

This is the first practical plan that has yet been suggested for dealing with one of the great moral issues of our day. In married life an ounce of prevention is worth a pound of alimony, and the only way to keep people from getting divorces is to keep them from wanting them. Preachers may preach and moralists may moralize, but as long as the bond that holds a couple together is a galling yoke and not a silken tie, just so long will they break it. The real cause of too much divorce is too much and too indiscriminate marrying.

Any observer can tell you that most of the domestic misery in the world is the result of ignorance, and not of premeditated malice. When we tread upon the sensibilities of our husbands and wives, when we



Class in matrimony—stand up.

rasp their nerves and shock their tastes, we do not do it with a set purpose of aggravating them. We do it because we don't know any better. We haven't prepared ourselves for the role we are trying to play, and the chief reason that marriage is so often a failure is because it is universally thought that the ability to be a good husband or wife is the result of inspiration and not of intelligence—a sort of craft that any sort of a blundering amateur can pick up and dash off without study or apprenticeship.

It is this misconception that the School of Matrimony proposes to combat. It will raise marriage to the level of one of the learned professions, instead of a jack-leg trade that any idiot can practice, and thus will the first step be taken towards the abolition of divorce, and the ushering in of the domestic millenium. If you start two ships out to sail the seas, one of which is piloted by a skilled navigator, and the other by an ignorant land-lubber who has never seen salt water before, the dullest person alive can tell which vessel will go to pieces on the rocks.

Just what the curriculum in the School of Matrimony will embrace has not yet been made public, but the girls' course will undoubtedly begin with detailed instruction in how to cook and keep house. The first disillusion many—nay most—husbands get is from the bad house-keeping of their wives. It is unromantic, but it is a truth, that you can drown love in muddy coffee, and choke it to death on tough steak, and slay it beyond the power of resurrection on soggy biscuit. Be sure that it is at a bad breakfast table that the young husband first begins to suspect that he has made a mistake in his choice of a wife and has missed his affinity. "Exhibit A" in many a divorce case is a leaden roll.

There is no use in saying this is putting things on a low level. It is simply taking human nature as it is. Plain living and high thinking may be enough for a philosopher. Heroes in novels can live on sentiment alone, but in real life most of

us do not get much above our surroundings. We are never critical of those who make us comfortable, but there is precious little love that can survive an ill-kept home. The woman who understands the fine art of feeding us and making us comfortable does not have to sue for our love. She can command it.

This is not all, however. A good table and a clean hearth are much, but they are not all, and inasmuch as all women are fairly intelligent, it does seem as if the School of Matrimony might do missionary work in



Kindergarten class in domestic expenses.

teaching them a branch of character study that would enable them to deal with acumen with the peculiarities of the man they marry. Undoubtedly, if women gave as much time to studying their husbands as they do to trying to understand Ibsen the

YOU CAN'T FOOL A BEE



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

Karo

CORN SYRUP

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

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

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

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

CORN PRODUCTS CO., New York and Chicago.

world would be a cheerier place in which to live.

Then somebody ought to endow a chair of "Perpetual Fascination." Cupid is always painted with wings. That is to show how easily love can fly away from us. Women never grasp the significance of this. They think because a man loves them once he will continue to do so. It is a cheering thought, and they work it for all it is worth. Many a man who marries a girl because of her daintiness and charm, and amiability never sees that side of her character again. She wears her dowdy clothes for him, she saves her amiability for others, and her wit for strangers. I humbly maintain that the man who pays a woman's bills has a right to the best she can give, and I have never yet known a wife who persisted in regarding her husband as company who was worth fixing up for and entertaining, who had to complain of his defection from his own hearth stone.

A thorough and exhaustive course in the science of tact should also be included in the curriculum. Why can not wives be taught not to bump up against the angles in their husbands' disposition? Why can't they learn to avoid bringing up subjects on which they know beforehand they are going to disagree? Why can't wives be instructed how to rub the fur the right way instead of the wrong way? Of course, men are often pig-headed and unreasonable, but the art of the thing is not to treat a crank as if he were sane, and when you find you have stirred up an ugly temper to give away for the time being without a fight. The secret of great generalship is knowing when to attack and when to retreat.

The most important thing, though, that women can be taught is a respect for personal liberty, even for the liberty of husbands. The rock on which more domestic happiness is wrecked than any other is the theory that there must be a boss in every family. It makes the marriage tie the tie that binds and chafes, and the home a prison everybody wants to escape. There are women who marry men merely to reform them, and who think that a wife has a divine right to pick out her husband's friends, and neckties, and religion and food for him. It never occurs to them that by the time a man is old enough to marry he has decided on the scheme of life he likes best, and that a woman interferes with that at her peril. It is worth while for women to remember that there is no authentic account of anybody ever having really loved their jailor.

But, happily, for marriage is a double team that no one person can drive, the School of Matrimony is to be a co-educational institute, for there is just as much need of men learning how to make a happy home as there is of women. They, also, sin through ignorance. A man does not deliberately marry a woman to break her heart, and when he tramples all over the flowers in her soul it is just because he was so untaught he could not read the "keep off the grass" signs with which a woman's nature is hedged in.

Every man contemplating matrimony should begin in a kindergarten class in which it should be drilled into his mind that while you can run a courtship on hot air, it takes money to support a family. He should be taught to repeat "butcher bills, and grocery bills, and gas bills, and dry goods bills, and millinery bills, and doctor's bills" and all other bills and ills to which matrimony is heir, until he could say them backwards or forwards, or in his sleep. Then it would not come to him with such a shock of surprise when he found out that his wife could not work miracles, and that it was not cheaper for two to live than one, after all.

Men should also be grounded in the geography of a woman's character so that they will learn that the girl who is bounded on the north by



The woman who nags.

silliness, and on the south by ignorance, and on the east by extravagance, and on the west by selfishness and laziness, and whose chief characteristic is a volcanic temper in a constant state of eruption, is a no-man's land, from which a wise mariner will steer away. No man who is in love will believe it, but matrimony works no miracle in a woman. The latitude of her tongue, and the longitude of her patience never change. Walking to the altar never yet converted a butterfly into a useful household grub, or changed a snappish shrew into a meek Griselda.

Prospective husbands should also be taught that if flattery was useful before marriage, it is an absolute necessity afterwards. Most men after the wedding let up on compliments and chocolate creams as if marriage extracted a woman's sweet tooth. This is a mistake. It is strange, but a fact nevertheless, that words and not deeds count with a woman, and that as long as her husband will hold one of her hands, she is perfectly content to work the other one to the bone for him.

It would also add no little to domestic felicity if husbands could be taught when a hat is a confection and a bargain at \$50, when a skirt "sets" right, and when it is a subject for tears, and how to hook up a waist in the back without wilting their collars and using language in which no gentleman should indulge in the presence of a perfect lady. But, perhaps, this is asking too much.

There can be no absolute perfection in this world.

At any rate, the School of Matrimony has a great future before it, and the "State Director of Marriage Reform Instruction" is destined to be the solver of the divorce problem. May his tribe increase!

Dorothy Dix.

The Rarest Fruit Known.

The island of Jolo covers fully 320 square miles. It is of coral formation and offers a most excellent harbor to the West. In topography it is gently undulating and covered throughout its entire length by the rankest tropical vegetation, valuable teakwood being found extensively throughout the entire district. Nowhere in the world are more luscious fruits produced. Among those peculiar to this belt is the durian, which is about the size of a muskmelon. Its exterior presents somewhat the appearance of a chestnut burr, being prickly and tough; within the fruit is white and cheese-like, and owing to this peculiarity the American soldiers dubbed it "the vegetable limburger." The mangosteen is another of the rare fruits. It is the size of an average orange, chocolate colored, and has a very brittle skin. Inside four white sections contain a colorless liquid. This is the rarest fruit known, and the only one, so it is claimed, that Queen Victoria had never tasted, there being no way of preserving the fruit for a sufficient period after plucking to permit of shipping to any distance.



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



The House Partakes the Reputation of the Buyer.

I wonder if in any scientific institution the learned doctors have ever dissected the remains of one of our modern buyers. I do not mean the department store buyer, who buys for fifty-seven departments and really knows only three right down to the ground, nor do I refer to the syndicate buyer who does not have to sell the goods he purchases, but I have in mind that mysterious creature we find in every large jobbing house, who sits sphinx-like behind a great desk with hundreds of pigeon holes stuffed full of quotations; and buried beneath a great pile of catalogues from all over the world, this human encyclopaedia, who knows the cost, jobbing and retail price of every article he buys; its true value in actual use and how to use it. I wonder if this postmortem would not reveal the buyer's brain to be full of tacks and saws, hammers, guns and fish hooks. Many will say at once that his heart would be found missing, and ice water slowly coursing through his veins. But there is no use in guessing about his insides; surely his outside aspect is interesting enough.

I suppose he looks different to every man with whom he comes in contact. To the head of the house he is that highly expensive individual who keeps the bank balance continually on the ebb-tide, who always has the warehouses full to bursting in dull season, and no goods on the shelves when things are booming. He is that troublesome person who induces the respected senior to sign contracts on faith, from which agreements it requires six Philadelphia lawyers to extricate the house.

To the traveling force he is the one man who should be fired six days a week, because his competitive buyer in the rival house always, not once or twice, but always, has goods bought on a better basis. I fancy there is not one man on the road who could not buy goods better than this oracle who speaks to him principally through the medium of carbon copy instructions. Then, too, he always insists that the salesmen shall sell stuff and brands that their customers do not want. Why don't he buy the X. Y. Z. goods that Brown & Co. sell?

As viewed by his stenographer he is the kind and pleasant, sour and disagreeable man who talks to silly drummers all day and dictates his mail at 5:45 p. m.

In the eyes of the office boy he is a hard worked, underpaid, worn-up when a card is presented, who calls him into his office a dozen times a day and then says, "Well, what do you want?" To this little chap he is a personality to be feared, and admired.

Judged by the drummers who sell, or do not sell, he is at once a gentleman and a scholar, a boor and an

ignoramus, an able man or a presumptuous upstart, just as the case may be. And to his good wife he is the hard worked underpaid, worn-out person, who leaves home before daylight and returns in the evening too late to go to the theater; the highly prosperous man who can not afford to get her a muff while Mr. Jones, who buys for a much smaller house, presented his wife with a whole set of furs for Christmas.

Whatever he is not, the buyer certainly is the heavy man in this theatrical troupe. The traveling man may impersonate the advance agent—the senior of the firm may represent the manager, the cashier, the box office man, and the sundry clerks may chime in well as the chorus and under-studies, but certainly in this show the buyer is the "leading lady."

Act—V, by Booth or Jefferson never undertook such a task as one day's work of the modern buyer. Think of sitting all day long scheming and scheming, with interruptions every ten minutes from the line of drummers waiting for an audience; looking pleasant at this one you hate, because he has the goods you want, and scowling at the fellow you like because his house won't allow something. The buyer must be sad when he's merry, merry when he's sad, violent when he's meek, gentle when he wants to smash things; pleading poverty when he's trying to get dating, and swelling up with the conscious pride of a millionaire when he is striking for a larger cash discount.

If he could see these fellows all at once, but no, each one may have something of value to tell him and so he must see them all, and one at a time.

He is very like a parrot I once knew of, the property of the box office man in Adam Forepaugh's show. Her favorite perch was by her master's elbow during the great rush to buy tickets at each performance and she had learned to imitate perfectly the oft-repeated words of the ticket man, "One at a time, gentlemen, one at a time, please. Don't crush." Well, one day in a country town Polly was missing, and in great anxiety her master scoured the country searching vainly for his lost pet. While passing a corn field a familiar voice caught his ear; jumping the fence and entering the field he discovered poor little Polly lying upon her side, and terror darting from her eyes, completely surrounded by a flock of crows who had pecked every green feather from her poor little body, and there she lay yelling at the top of her lungs: "One at a time, gentlemen, one at a time, please. Don't crush."

And when these drummers are gone has the buyer a moment's rest? Oh, no, for then there is the same game to be played by correspondence: The bluffing of factories, the bulldozing of railroads and the jacking up of salesmen. Tragedy and comedy, comedy and tragedy all in the same hour and every hour.

At last the busy week is ended, and out of this chaos and confusion the buyer emerges on the bright Sabbath morning, for once himself. He settles himself comfortably in the corner of his pew and as he congratulates

When You Want Best Quality

ASK
FOR THE BRANDS

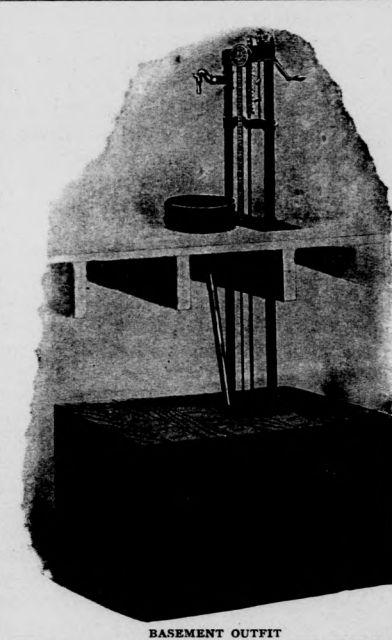
Crown and Fletcher Special



Fletcher Hardware Co.

Detroit, Michigan
Jobbers of Hardware

WASTE MEANS LOSS OF PROFITS



BASEMENT OUTFIT

That's why there's so little profit in handling Oil or Gasoline in the Old way.

STOP THE WASTE

Caused by evaporation and loss from leaky barrels and dirty "sloppy" measures by installing an improved

BOWSER
3 MEASURE
SELF
MEASURING
OIL TANK

IT'S THE NEW WAY

It pumps a Gallon, Half Gallon or Quart directly into the customer's can without use of measure or funnel.

No Waste of Oil. No Loss of Time or Labor.

No Dirty, Oil-Soaked Floors.

We shall be glad to explain more fully Ask for Catalogue "M"—It's free

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

himself that the lot of sausage stuffers he has just bought is the cheapest bargain on earth he is abruptly shocked by the awful words of the clergyman proclaiming that "Salvation is the cheapest thing in the world; we are giving it away right here for the asking, let us all sing heartily that beautiful hymn, 'Work, for the Night is Coming.'"

And thus the buyer appears to live and work, but if we really knew his inner life what a different being we should find. I very well remember in my early youth calling upon a house which I had been selling and was informed that Mr. J. was now buying my goods instead of Mr. S. Entering Mr. J.'s office I said, "Good morning, I have been fortunate enough to sell your predecessor quite a number of goods in the past and I do hope that I shall be able to interest you." He darted one glance at me and then yelled, "Predecessor! I have been the buyer of this house for twenty years; that man you have been selling was my assistant whom I fired last week and the goods you sold him last year are still on the shelves. Do you want to take them back?"

Fortunately I had followed one of the first rules of the amateur salesman and I had remained standing with my hand upon the door knob so that I was able to beat an orderly retreat. Subsequently, however, I succeeded in selling this man and learned to know him as a friend; a man of genial and happy disposition—he was simply a good actor. My close adherence on that first day to a little list of rules had saved me. This little code was as follows and may be of value to some budding salesman:

Leave the door open or stand with your hand on the knob until the buyer speaks.

If after coughing once, mentioning his name twice and your own three times, he does not look up, he's busy; call again.

If he stretches out his legs, thrusts both hands into his trousers' pockets and looks up at you, showing the whites of his eyes, look out for a claim.

If he greets you cheerily, asks you to sit down, and leans confidentially across his desk to converse with you, he has already bought, and is working you for price.

If you notice him clutching a paper weight, depart at once; sooner if possible.

But if he quickly glances at you with a hurried, Hello! and again buries his face in his papers, draw your chair up confidently; he has an order for you.

Holmes has said: "The human race is divided into two classes: those who go ahead and do something and those who sit and enquire." Now the poet had evidently not met a modern buyer, for he must be a man of action and at the same time be a regular cross-questioning attorney.

So, view him as we may, the buyer must be all in all a normal man; a truly testy and ungenerous nature is an ill-assorted companion of the calm judgment required to buy right. The requirements are great; the buyer is

the Secretary of State to every house, and he must be well skilled in the art of diplomacy, which is but a grand word for tact. The selling end of the business may do its part, but it is a fact that goods bought right are already half sold. Stock must be on hand, too, when wanted and not in excess of demands, or conflict arises at once with those in the office who figure interest and insurance. To properly adjust these conditions the faithful buyer must possess an insight into the future almost prophetic. He must know every wave in trade conditions; note every change of taste in styles with the practiced eye of a consumer, and know intuitively what will sell, and how many. Nor devoid of all sense of the artistic may he be, for surely the package and the label are well within the province of the buyer; and every one knows what a trusty though silent salesman the package is.

It certainly is a wise policy that many houses have adopted of permitting or insisting upon each buyer taking one short annual trip. The buyer sits in his office surrounded by books and papers, facts and figures; and fights at long range the battle of selling goods. One trip a year will largely brush the dust from his glasses and fit him better for his work, than any other one thing that he can do. With what force do his arguments play upon a balky factory if he can say, "I saw it with my own eyes."

Business men should give their buyers the broadest education possible, for do they not hold in the hollow of their hand the welfare of the concern they represent? Not only in a commercial sense, but in a broader moral sense the buyer is a prime factor, for the attitude of the buyer largely determines the impression which the house makes upon the commercial world. If he be unjust or tricky so seems the house; be he frank, just and truthful, the house will bear this reputation.

Chas. Z. Tryon.

Mean Man's Scheme.

There came a woman's scream from the inner office, and I sprang to my feet, not prompted to go to the rescue of a woman in danger, but really rejoicing because something had happened to break the apparently interminable thread of talk that that woman had been indulging in for 40 minutes, while I had been waiting to have ten words with the proprietor, who had had to listen to her.

The thread had been broken and the woman came from the private office at a speed that left no room for dignity, with her skirts tightly grasped by her hands and a flush of fright in her face. As she hurried by me she looked back as though she expected a tiger was following her.

When I entered the room that she had fled from I saw the proprietor pick up a diminutive white mouse from the corner and place him in a small wire cage, which he put under his desk out of sight. Then, recognizing me, he sat down and fairly roared with laughter.

"What is the matter?" I asked.

"Did you see her go?" he enquired.

"I should say that I did," I replied.

"I had to do it," he continued. "I thought she would never go and I had to do it in self-defense. It was absolutely necessary to get her mind off the matter that she was entertaining me with before there was any hope of relief, and I resorted to my last expedient, which has never failed me yet."

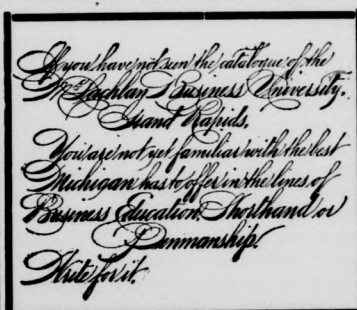
"It is my conception and I take great credit to myself for it. I have the cage so constructed that by a touch of my foot on a lever I can open its door and set my little tame white mouse at liberty. When the door opens he is sure to come out and run across the floor."

"You know the effect of the sight of a mouse on a woman, and you have just seen how finely my scheme works. Great, isn't it?"—New York Herald.

"Nell is making a bare living in New York."

"What does she do?"

"She's an artist's model."



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

Buckeye Paint & Varnish Co.

Paint, Color and Varnish Makers

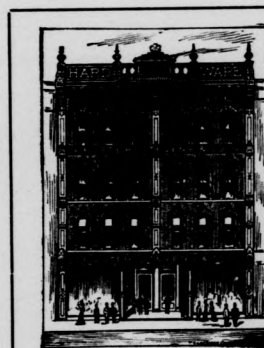
Mixed Paint, White Lead, Shingle Stains, Wood Fillers

Sole Manufacturers CRYSTAL-ROCK FINISH for Interior and Exterior Use

Corner 15th and Lucas Streets, Toledo Ohio

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

Foster, Stevens & Co.



Grand Rapids, Michigan

SAINT AND SINNER

Fought for Mastery in Old Sam's Makeup.

Not that he was so very old, but for his peculiar ways. Sam might have been 40 or thereabouts—the muster roll said 25—but Sam had a son in the same company who was registered as “twenty past.” Having been brought up in the lumber woods of Michigan, there was nothing missing in his physical makeup, but there was a slight hitch in his moral combination that caused many deviations from the straight and narrow path prescribed for mortals. The title “Handy Man” was his by right. He could shoe a horse or mule, repair a wagon, wash clothing, butcher cattle, cook a square meal out of almost anything, rob a hen roost undetected while the owner guarded it near by with dog and gun, talk horse, tell fishy stories, and during the absence of the chaplain preach a funeral sermon. He could and would do heroic work at the slightest look of an officer he liked, and he would shirk any duty, no matter how light, when it was imposed by an officer not in his good graces.

If there were any forms of “cuss words” that he did not know or practice daily, they must have been in Latin or Greek, or otherwise unworthy of his attention. Starting out in military life with the rank of private, he was, in spite of countless obstacles, able to hold his rank until the close of the war. He never missed a battle participated in by his regiment. At Chickamauga, surrounded by a score of the enemy, he clubbed

his rifle and fought his way out, risking death rather than capture.

In the matter of drawing rations he was the very impersonation of enterprise. Five fingered requisitions were always in order, and to his mind justifiable. The endurance and energy so often displayed in the chase after shoats and roasting ears would have reformed this wicked world if they had been used in the pursuit of truth. With the courage to stand up against a hundred foes, he yet lacked the courage to keep his hands off the blankets and camp equipage of other regiments. He always had frying pans to sell and coffee pots to give away. He scented distilleries from afar and always had something in his canteen unless he himself was full. If he escaped anything, or anything escaped him during the war it was religion, and there was devilment enough in him when the war ended to break the windows of a meeting house. The nearest he came to getting religion in the army was when he charmed the chaplain in a horse trade at Chattanooga—but that is another story.

The army about the last of June was floundering through the rain and mud in Middle Tennessee. Occasionally there was an hour during the daytime when it did not rain, then the sun came out blistering hot, and the boys were parboiled from head to foot in the steam. Our regiment being in advance one day came upon the citizens of a small town rather unexpectedly. A thrifty housekeeper, taking advantage of

the shining hour, was hanging her washing out to dry. I wish I could adequately tell my readers of the part the women in the South played in the war. Theirs was a peculiarly hard lot. The fact that every man capable of bearing arms went into the army and stayed there gave to every woman in the South a personal interest in every battle, but this woman of whom I write seemed to waver in her allegiance, and tempted fate by hanging out flags of truce. Artemus Ward said, just after the war, “You may reconstruct the men of the South with your laws and things, but how are you going to reconstruct the women?” Sam’s eye—his sentimental eye—wandered over the picket fence, which kept the garden spot from straying animals. The woman at the clothes line was not particularly tempting, but as Sam stood gazing upon her, she took one by one from out the laundry basket articles of apparel, the like unseen since he left the State the year before. Dainty garments white as arctic snows. Who cares to explain the thoughts that came to the men so long from home as they watched the simple scene? A few gave but a hasty glance as they hurried along the village street. Not so with Sam. He tarried by the fence. He was lost in thoughts of “Home, Sweet Home,” and blue eyed maidens of the Wolverine State. Sam would that he were a clothespin perched astraddle of that line tightly clasping the delightful airy nothings flapping in the winds of the summer day. ’Tis said that “love is

the secret of the world,” the cup we drain and still desire to drink.

The regiment passed on, the tramp of warriors grew distant, leaving “Old Sam” and his wandering thoughts behind. With one long lingering look at the feminine drapery dangling from the line, he turned his face to the north and moved away for Michigan. Back to the rear, mile after mile, through ranks of marching men, in and out among the trains of army wagons he went. He passed the rear guard by a story well told of property left in camp the night before. A few hardtack crackers, a piece of bacon and a handful of coffee kept company in his haversack, scarcely more than one day’s rations. A pocket knife and plug of tobacco were tucked away in his inside pocket. He also carried a Colt’s rifle and 40 rounds of caliber 54 in his cartridge box.

In mysterious ways known only to those of the human race endowed with unlimited courage and cheek, through the six hundred miles of highways, patrolled by provost guards and garrisons of troops, through towns and cities, crossing rivers and bridges guarded at both ends and in the middle, the soldier safely made his way. Railroad travel in that country was uncertain, unsate and slow. Dining with guards at river crossings, lunching with citizens in wayside cabins, borrowing articles along the way to keep his outfit good, “Old Sam” finally reached Louisville. Swallowing a square meal at the depot lunch counter, he told the waiters to “chalk it down



A customer leaving your store must have done one of five things:

1. Bought something for cash.
2. Bought something on credit.
3. Paid money on account.
4. Collected money from you.
5. Had a coin or bill changed as an accommodation.

A National Cash Register takes care of all these things with positively no chances for mistakes.

Our 1904 models are particularly well adapted to the grocery trade because great improvements have been made in the methods of taking care of cash and credit sales.

393 styles and sizes. Prices, \$25 to \$650.

If you want to know how a 1904 “National” will help you to make money and advertise your business, send in the attached coupon. It will put you under no obligation to buy.

N.C.R.
Co.
Dayton, O.
Please have
one of your
agents call when
next in my vicinity.
I want to know more
about your 1904 models.
Saw your ad in
MICHIGAN TRADESMAN.

National
Cash Register Co.
Dayton, Ohio

Name _____
Address _____

on the wall" until he got his bounty, then hastily boarding a north bound train he secured a seat in the first-class coach. After trials innumerable and vexations seemingly without end he found himself, as the shadows of night descended, in Toledo, the end of the route.

He was hungry, tired and travel worn. "A soldier from the front." "Yes, God bless you, come in. We will get you a supper. There's nothing too good for a soldier from the front," and Old Sam was soon feasting at the best table in the city. The next morning Sam clambered down from the top of a freight car in the city of Detroit. With gun at right shoulder shift he sought a public fountain and made his toilet, then proceeded to The Exchange, the best hotel in the city, where his simple statement, "a soldier from the front," procured for him the best breakfast to be had. In the west bound coach Old Sam was soon speeding onward. "Where you going?" enquired the conductor. "On duty, secret service," replied Sam, looking the captain of the train squarely in the eye. The sight of the Colt's rifle, every chamber of the cylinder full, and capped, was ticket enough, and the shadows of night caught up with Sam as he descended from the car at Grand Rapids. "It's a mighty nice town," soliloquized Sam, "but I don't care to stand guard over it to-night," and he turned his back upon it and tramped away to the north, where nestled his cabin on the Little Muskegon. The rays of the morning sun glistened on the bright barrel of his rifle as he stepped upon his own threshold. As the days passed by, "I guess the Johnnies have got Old Sam," said the captain of the company, and "I wonder what they will do with him," said the boys. They did not know that Sam was pulling the weeds in his garden, hoeing out potatoes and otherwise helping the good wife to make a crop.

One evening as the sun was settling down behind the forests in the west Old Sam picked up a newspaper to look for war news. "By thunder, mother," he ejaculated, "old Rosy is catching up with Bragg. There will be a fight. Joe's there, and Tom and Jim and the other boys and some of them's going to get hurt sure as you're born, and Old Sam's here, mother. Pick me up some grub to put in my haversack." And Old Sam began to set out his war traps. "Better wait until morning, Sam," counseled mother; "no use going to-night." "They can't fight, mother, until Old Sam's there, and 'tain't fair to keep them waiting."

The canteen was filled with water from the well, the blanket yoked about the shoulders, the haversack filled, the mother kissed good-by, and Old Sam disappeared down the road with the sighing of the summer winds through the great pine forests, and the man in the moon for company. The next morning he stepped upon the platform at the station a few minutes before train time. "Where's your pass?" asked a well dressed, sleek looking individual. "My pass?" said Sam; "here 'tis," slapping his rifle affectionately. "It

can give a Johnnie a pass word he can hear six hundred yards away."

"Yes, but I am looking after deserters; I am a provost marshal." "That's your biz, is it? Well, neighbor, do you see the top of that sand hill?" pointing to the bluff half a mile away. "Well, you git up thar just as fast as you can git." The flashing eyes of the old soldier, the bright muzzle of the rifle under his nose with Sam's thumb pressing the hammer convinced the man hunter to go to the top of the bluff, which he did with Sam's parting words, "This ere gun is my countersign and it will get me to the front or somebody will get shot full of holes," ringing in his ears.

Ten days later Old Sam, ragged, dusty and barefooted, joined his company in the mountains on the road to Chickamauga, stepped into his place in the ranks as easily as if he had but returned from an hour's goose chase. The rattling fire of the skirmishers, the booming of the cannon away toward Crawfish Springs were plain signs of the coming conflict. "Hello, Dad!" shouted Joe, "where you been so long? Thought the Johnnies had your hide on the fence, sure." "No, Joe, your old daddy's just been home for a spell helping mam to pull the weeds out the corn and taters."

Everybody shook hands with Old Sam. The captain, glad to see him alive, asked few questions, and the days of desperate battles that followed washed away all errors of the past.

A new set of double entry books were opened in which Old Sam figured both as saint and sinner on many pages. That was years ago, but a few months ago the busy throngs upon the streets passed by without comment the old soldier, grizzled and gray, clothed in the garb of the "Home." Then one day the comrades planted him on the hillside under the oaks, the great oaks twisted, torn and bent by the storm of years, "the old soldiers of the forest." And the reverend gentleman said: "Old Sam's gone. For once his foot has slipped and he has fallen from our midst." Others said: "No great loss anyway," when he was mustered out. How soon we forget all that is good in man. How easy it is for men who were invisible in war to find flaws in the lives of the old soldiers. Saint and sinner, it is true, fought for mastery in Old Sam's mortal body, a sort of nip-and-tuck battle with victories about evenly divided; but the loyalty and patriotism displayed and sufferings endured for his country have earned for him a camp in the better world, where the grass is ever green and the waters cool and sparkling.

Charles E. Belknap.

Variation in Price of Shoe Horns.

There are shoe horns to be had for nothing, these being given to the purchasers of shoes; and then there are shoe horns that cost \$100 apiece or more, says an exchange. The shoe horn is made in these days in very great variety and of fine materials, including celluloid, steel, fine woods, silver, tortoise shell, ivory and gold. Celluloid shoe horns are made in

different sizes and in all colors. They cost as low as 10 cents.

It is the shoe horn in its simplest form that is given away to the purchasers of shoes, and then there are finer horns of steel, nickel plated and handsomely finished, that sell for 50 cents, 75 cents, or it might be \$1. Some of these have a buttonhook at the end of the handle.

Shoe horns in fine woods are made of ebony and of snakewood. Either can be bought for 75 cents.

Ivory shoe horns come in probably fifty or more varieties. There are some a foot in length, which might prove very convenient for a man of generous girth, who didn't want to bend too low. There are horns of stained ivory, horns with carved handles, and horns perfectly plain and simple in design. You can buy one for as little as \$3, or from that up to \$14.

There are tortoise shell shoe horns that sell for more than the finest one of ivory. One of amber would cost \$25.

There are silver horns in a score of patterns as to the handles, and in a greater number of varieties, counting styles of finish. Thus there is a silver shoe horn with a Louis XVI. handle, and one with a handle in marquise style; another with a handle in renaissance, one with a George III. handle, and so on; and in these silver shoe horns new styles are added from time to time in an endeavor to furnish variety and fresher novelty. Silver shoe horns are sold at all sorts of prices, ranging from \$4.50 to \$22.

Then there are gold shoe horns that may cost \$100 or more, one of good size, but perfectly plain and simple in design and finish, of bright yellow gold with a polished finish, selling for \$105.



They Save Time

Trouble

Cash

Get our Latest Prices

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



BELLS
for School, Church
and Fire Alarm
founded at
Northville, Mich.
by
American
Bell & Foundry Co.
are known as
"Bowlden" Bells.

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



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.



Some Prison-Made Shoes.

The so-called "convict made" shoe can not be correctly termed as such in any but a very few cases, for it is seldom that a good many branches of the work have not been done by common shoe factory workers. So it is pretty hard to tell just how much convict labor a shoe made in a penitentiary contains. Perhaps only the fitting has been done outside the penitentiary factory, or maybe both cutting and fitting, with several other parts. But however much or little of the work has been done by convicts one may be sure that all of such labor that a shoe does contain has been done entirely by men, and that no part of the work has been done by female criminals.

It is rather an odd fact that while penitentiaries contain both men and women, and while both are capable of doing shoemaking, it is only male convicts that are given this work to do.

Of course a separate building would be required for each sex to work in, but that is necessary also when such branches of the work as women do are done by women and girls outside the penitentiary, which is almost invariably the case.

In the factory of which we will give a sketch the daily capacity is about 2,500 pairs of women's shoes. No person can gain admittance either to the factory or the penitentiary grounds unless a guard happens to be at liberty, who will act as the visitors' escort over the premises.

The shoe factory is inside the walls which surround the grounds of the penitentiary, and it is also enclosed in a separate wall or high palisade. Through the gates of this wall all those desiring to enter or leave the factory must pass, unless they happen to have, like certain of the inmates of the institution, the ability to climb the wall as nimbly as a cat does a tree, by inserting the fingers in the crevices of the stones forming the wall.

To prevent attempted escapes from the factory in this way, small guard houses are built a certain number of yards apart on the top of the wall, and in these guards with rifles are stationed and instructed to shoot anyone who may be seen climbing the walls.

While on the premises a sort of military form of etiquette is required of all subordinate persons on meeting any of the officials of the penitentiary, and the recognition of the authority of the latter must be shown by using a certain form of salutation. In the factory the foremen, the superintendent and even the manufacturer are required to follow these rules so long as they are anywhere on the penitentiary grounds. This practice is followed because it is supposed to keep the criminals more submissive, or at least to set them the example of showing obe-

dience to all those in authority. It is doubtful, however, if examples of such a mild sort have any effect whatever on the class of human beings which inhabit such institutions generally.

Entering the office one receives a slight shock of surprise on noticing a young man in striped clothing quietly seated at a desk and executing and overseeing the book-keeping of the firm. With the exception of his rather unbecoming attire and the persistence with which he keeps his eyes glued to his work, he looks quite like the ordinary shoe factory clerk. He is an expert accountant and once held a position of great respect and responsibility, and with as high a salary. His present position is lacking in that commodity.

After seeing him one wonders if, after all, those whom we call "criminals" and look upon with disdain are not merely ordinary persons, who had the misfortune to be placed in unordinary circumstances, but all such thoughts have been dispelled from the mind before the visit is completed, for the average does not by any means come up to the first example.

On leaving the office and going up into the cutting room the first sensation of the visitor—if he is a shoe-maker—is one of humor, as he looks around the room at the long lines of cutters all dressed alike in their coarse striped uniforms, and one feels as though it must be a joke, and the workers on an indoor parade. The sight is so different from that seen in the usual shoe factory work room, with every worker dressed in a different color and style, that it is hard to believe you are really in a shoe factory.

Looking around the room one notices at one end a man sitting on an elevated stand about four feet in height, near the doorway, and in a position commanding a good view of the entire room and every one of its occupants. "The foreman's office," the visitor thinks to himself. "But why is it made so high?" On closer inspection one notices that this "foreman" has a gun in his hands instead of a lead pencil or a damaged shoe, and also that he is dressed in blue like a mail carrier. He is a guard, one of which is located in every work room of the factory to see that the rules are obeyed and that the convicts are obedient to those into whose charge they have been given temporarily, and also to protect those persons in the room who are not inmates of the institution. One is surprised to find how many outsiders there are, and in the cutting room particularly. Of course the foremen are all men from outside, as none of those inside the institution have sufficient knowledge or experience to enable them to fill such a position satisfactorily, nor could they be trusted to hold a foreman's position, although some of them have the ability to master the details and systems perfectly, and in as short a time as the smartest foreman ever did. In the cutting room quite a number of young men from outside the factory are employed at cutting. They work right amongst the "men in stripes" with apparently

as much ease and as little fear as they would amongst any crowd of shoe cutters. It was stated that there is no difficulty whatever in getting young men from outside to come and work amongst the convicts, and that they are just as much put out over a discharge as they would be from any factory. It is found necessary at times, especially during rush seasons, to employ a good many men from outside. Sometimes it is on account of the expiration of the sentence of some of the workers who had been employed at the more difficult parts of the work, or perhaps on account of sickness or death. Their places could not

well be filled by men from inside the institution. Cutters are employed from outside sometimes because it has been found difficult to get a sufficient number of the prisoners to learn to do the work well enough, whether from wilfulness or actual inability. Then they can not always be depended on to cut even as well as they know how to. Outside workers are not allowed to hold any conversation whatever, except in connection with their work, with the convicts, nor are they allowed under a severe penalty to carry things into, or take out parcels or writing from the convicts when leaving or entering the factory. Even the manufac-



It Does Not Take Long For a Shoe Business to Grow

Provided one sells the shoe that satisfies at a price that's fair. This fact is exemplified in the success of dealers selling shoes bearing our trademark.

Our shoes are like good old friends—the longer the acquaintance the more lasting the friendship.

Our shoes are popular because the value is there—the solid honest leather, the skilled workmanship and the long, satisfactory wear.

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

WHAT BOOTS IT TO HAVE ANYTHING BUT THE BEST?



The
"Glove"
Brand
for
Work
or
Sport

Order your RUBBER BOOTS now—
You'll need them.

Hirth, Kause & Co., GRAND RAPIDS
MICHIGAN

turer and superintendent are forbidden to talk with or question any of the prisoners on any subject not connected directly with the work. None of the outsiders know for what crime any of those whom they work amongst or command have been imprisoned, and the only thing the manufacturer is expected to know in connection with their crimes is the length of the sentence they have each been given. This is necessary for him to know, as the position he gives each one to fill or the work he obliges each man to learn is governed for the most part by the length of his sentence and by the kind or kinds of work at which he has ever been employed. So the choosing of the men for the various branches of the work is done on an entirely different basis from that usually followed by manufacturers and foremen.

In other factories a man is employed at the kind of work he makes application for or none at all, while in this one a manufacturer is given a crew of men of all different occupations and perhaps only one or two of them, or none at all, know anything about shoemaking. The men are taken in a bunch and "sorted" out as well as possible. The most desirable men are chosen always, while those who are most troublesome, together with those who have committed the most serious crimes, are not allowed out of their cells at all. After the most docile men have been picked out they are taken to the factory. Those who have been imprisoned on some slight offense and have but a short time to serve are given the work that is most easily learned, while those who have a life sentence or one of some years are given the most difficult parts of the work in the factory, requiring the greatest amount of practice and experience. This is a means for saving as much as possible the making of changes in the workers on the most particular branches of the work. The picking out of men for the various kinds of work depends also to quite an extent on the trade they have followed. Those used to heavy, muscular work are given work of that sort to do. Book-keepers and men accustomed to writing and calculating are given work in the office.

Pickpockets, jugglers, and sleight-of-hand tricksters are found wonderfully quick to pick up the more particular kinds of work on which more skill with the hands than strength of body or thought is required.

Part of the fitting of the shoes is done in the building by men who have become very apt at that kind of work, but the bulk of it is done in a new factory building which has been put up outside the prison walls and which is filled with common factory stitchers.

The prisoners are all searched before leaving the factory, to see that they do not take any of their tools with them. They are marshaled out of the factory to their meals and back again.—American Shoemaking.

The Backbone of a Good Business.

What is the backbone of success in retail trade? Most people will answer unhesitatingly, "Good sales-

men, attractively dressed windows and well-cared-for advertising."

We have no intention of discounting these factors, for we have been the very first to emphasize their importance to merchants. But in recognizing the necessity of adopting modern methods of business one must not relegate to the background the quality of the goods sold. A customer's ultimate judgment of his furnisher and clothier will stand by the quality of the merchandise. The windows and the widest advertisement will not ultimately compensate for a poor quality of merchandise.

The real backbone of a business is judicious buying. In this respect it is necessary to remark that there is quality in cheap garments as well as in expensive garments. A cheap suit for the popular trade need not necessarily be a bad suit, cut on clumsy lines, hastily manufactured, and with no pretension to style.

The market is open, and there can be no excuse, in these days of scientific manufacturing, if the retailer willfully courts failure through poor quality of merchandise. While he should not overreach the price that his class of customer is prepared to pay, he should, nevertheless, take care that he sells at that price the very best garment offered to him by the market. Selection in buying is the backbone of success in the clothing and furnishing trades. If you can not visit all the markets, then study carefully the advertisements in your trade paper.

In this connection it may be of interest to tell about the method pursued in buying by one of the most successful houses in New York. When the season is open and manufacturers have their sample lines ready they are notified to send their best selling numbers to the store.

The buyer has the garments put in piles, according to their price and style, sailor blouses at \$4 in one, Norfolks at \$5 in another, and so on, regardless of who the manufacturers are. When the samples are thus all arranged the buyer, with the head of the firm, goes over them. What impresses them as being the best style, quality and make, materials and other items being taken into consideration, is selected from the \$4 pile, and each one is gone over in turn, the best being selected from each. If two or more samples present a similarity hard to distinguish the two or more styles are picked out, and finally one is chosen because of its possessing more merit than the other. The drawback of sentimental selection is eliminated by removing from the garments the names of the makers, the various garments being distinguished by numbers. The store keeps the original sample; the manufacturers are notified to take away all that have been rejected.

This method is growing in favor among certain of the large department stores. It induces the manufacturers to send their best numbers for inspection and to put on them their lowest prices, since they are aware that each garment will be closely scrutinized. The buyer gets through buying quickly, has his work gone over systematically and knows just where he is.—Apparel Gazette.

In Spring Get Down to Hard-Pans

NO OTHER SHOE can begin to keep the feet so dry and comfortable as our special make—The Hard-Pan Shoe.

Wearers of Hard-Pans have come to know that Herold Bertsch Shoe Co.'s brand saves Money and Health. Delivery follows the order.

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

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.

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.

STORE MANAGEMENT.**Fancied Security That Permits a Merchant To Become Sleepy.**

There are an ease and sense of security in an established and paying business that can not be compared with the obtaining of a living by any other means. The retailer who has a store from which he not only makes his yearly necessities, but also a yearly surplus, has something to be proud of and something worth sticking close unto. The retailer with such a business and the faculty of little worry comes near to the ideal of business life.

Yet in all that sense of security he is at times breeding trouble for himself that can always come through or from carelessness engendered of the sense of security. Those things which seem safest and surest to him are the very things upon which he is liable to lose a hold through neglect and lack of watchfulness.

You have been doing business for a sufficient number of years in your present situation to have established yourself, won a great many friends among the people of your section, understand pretty thoroughly all the conditions that make and govern trade around you, and feel pretty secure with what you have done and are doing. Last year you made all expenses, increased stock a little and had a surplus of several hundred dollars that you invested outside your business. You did the same thing the year before and you expect to do the same thing again this year. It has all come about as the usual course of events and doesn't seem probable to work any other way.

It is your belief, with reason, that you have a hold upon the trade of the section that almost secures it to you, come what will. You have done so well by and with your customers that you have a reasonable idea they will not drift away from you and that your business is not going to be any less than to-day, provided natural conditions and reasonable prosperity continue.

Now, don't be too sure of that. Over in the next township there may be a company of fellows casting covetous glances toward the trade that now comes your way, and they propose to get some of it, if hustling and careful watching will accomplish such an end. There may be a firm in your own town awakening to the fact that you are getting more business than they, and that it is up to them to do a little good business and attract people toward their store and away from yours.

Do not smile in your sleeve and think it will be so hard that these fellows will not have the nerve and the staying qualities to accomplish what they have their ideas set on. They have just as much grit and just as much determination as you had when you began to build up your business, and there is no reason to doubt that they will work as strenuously as you did for the result you now have.

This secure feeling you have should be a warning and an incentive. A warning not to leave any open places where the possible other fellows can get through, an incentive

to work that shall keep all the people on your list of customers. It is always easier to lose a customer than it is to either gain a new one or win back an old one who has gone astray.

On the bulk of your trade you have no claim greater than that which is given by goods at right prices, in right qualities and treatment that is fair, generous and pleasant. Such claims can be as much the right of other retailers as yours and will win from the hands of another as well as from you. Nowadays the general public has its own ready cash to go where it pleases to trade, and there are few regrets at changing places of doing business, especially if a new place can offer just a trifle better inducement than the old.

You are secure only so long as you prove to your trade that no other store will offer anything better or the same thing at a lesser price. Do not allow your thought that you have the best trade in the town and the best stock in the section to fool you into thinking that someone else will never attempt to oust you from your good position or that another firm near by is not just as up-to-date and just as wise as you in the way of selling goods and getting customers.

This secure feeling is a breeder of laziness. You may resent that term but you will have to admit that when you feel as though nothing was pushing you along very hard you are liable to lie back in the traces. When you feel completely safe you are less alert and less willing and ready to forge ahead and do something that will make your position more secure and the possibilities of successful rivalry less easy. You get lazy over your work because you do not feel that you are compelled to exert yourself. And that is where you are making the error that allows others to get away from you that which you fancy is your own.

I have known retailers to become fiercely worked up because a competitor in the same town was attempting to draw trade by the introduction of lines of goods which they had believed could not be sold in town without their consent. One of the hottest little tempests was caused by a general store merchant beginning to carry fruit of the least perishable sort. His competitor across the street in the grocery business had always been the only fruit dealer and this competitor attempted to make people think his rights had been usurped and the general merchant had no business to sell fruit.

That indignant grocer had come to believe he had a cinch on one line of trade, and that belief had been caused by having been undisturbed for years. The general merchant said he had no objection to the grocer carrying general merchandise, if he saw fit, and that was the fair way to look at it. The result was that almost twice as much fruit was sold in that town as before and in the end the cranky grocer woke up and saw the point.

That is what is going to happen

with you if you feel too secure in your situation and begin to think that you have something like a divine right to the business and no other man can run you out or get any of it away from you. You figure that it is not necessary to employ the means in common use to increase and hold trade, for your trade is good and such expense would only take a big chunk of the profits you are now making. Therefore you pass by many of the good ways of advertising your business and are sure that you are not going to lose through it.

Now, I do not by any means suppose you have gone to sleep because of the apparent security of your business and the stage of easy trade to which you may have come, for you could not continue to hold your business if you had lost the greater share of your energy and your disposition to look out all the time for some means to push your business through to profitable endings. But you must admit you are in such situations as herein described, that you are neglecting some opportunities and are leaving many openings for other men to get in ahead of you.

Do not run the risk of the fellows in the next town getting trade away from you by offering bargains to the country people, and do not run the risk of a new concern coming to town and winning your customers. The first possibility can be avoided by always using every good means for advertising your business and always using those advertising mediums as they should be and with full consideration of the fact that they are costing you a great deal of money. The second possibility can be avoided by keeping awake to the subject all the time and not allowing anyone to believe that you are getting drowsy and are going to allow them a chance to make a desperate try for the trade.

You already know that you should advertise, yet you dread the writing of the advertisements and turn away many means of giving your business worthy publicity for that reason. Either arouse yourself or delegate that work to one of your clerks whom you can watch and guide. There is latent talent in your employ that will surprise you when you use it. And do not be so sure that everyone knows so much about you that someone else can not attract and hold the trade. Just think about this for fifteen minutes and you will remember numerous good means of publicity that you have turned down and passed without a thought that they might bring one customer not now trading with you or cinch tighter one already on the point of trying some other store.

You know people get sick of seeing and doing familiar things, if those things represent little or no change and variety from one year's end to another's. It is the same way with your business. If you drag along year in and year out with little difference in the appearance of your store, little change in the classes and sorts of goods, no new features and no variety, people will get sick of you, whether they know it or not, and they will welcome an opportuni-

ty to buy somewhere else and try some other store.

Haven't you heard people say that a certain store was becoming slow and fossilized, and haven't you thought so yourself? It was all because the merchant thought himself secure and didn't realize that his trade was slipping away from him for the reason that he gave it the cause for slipping. The moment you rest so easy that you think you are secure with your business, you are beginning to travel the same road as the old foggy fellow you know. Not even an established business is wholly secure, for it always depends upon the capriciousness of the public and the aggressiveness of some other fellow.—Drygoodsman.

Greatest Force in Business World.

That man, has the key of the situation who realizes the fact that advertising is the greatest force in the business world to-day. Advertising is one of the great arms of the sales department; the great army of traveling salesmen is the other arm. When these two learn to work together, success is sure. Advertising has lifted business to a higher plane than any other force. The department stores have entered into competition and each has improved its service, that it may have a more compelling story to tell. Many practical things, hitherto unknown, have become everyday necessities in our homes, because advertising brought them into notice. The increase of package food products is the direct result of advertising. Uneda Biscuit was prepared simply to have something to advertise—a peg to hang the other products of the National Biscuit Company on. It was successful because it filled a long-felt want of the public. The conduct of a great business to-day makes as great demand on the fearlessness and originality of its leaders as that of any other profession. The thinkers of to-day find in advertising a field of action far beyond anything in the past. There are more worlds to conquer. A manufacturer who has a "good thing" may have an entire nation for his patron, if only he is willing to sow that he may reap, to scatter abroad that he may gather.

Ernest Elmo Calkins.

No Need of an Apology.

"Brownie," a pretty little maid, went out calling with her mother one day. They stayed for supper at a friend's house. Their hostess noticed a stain in the tablecloth right opposite to where Brownie was sitting, and promptly apologized for it.

"Oh, that's nothing," replied Brownie, "our tablecloth at home is always lots dirtier than this one."

St. Bernard dogs seem to retain their life saving instincts, even in this country. A large specimen of that breed was recently seen at Keene, N. H., making a great fuss over what appeared to be an old coat partly buried in a snowbank. At last some one investigated the coat and found that there was a man inside of it who was almost dead from the cold. As soon as the dog saw that the man was to be properly cared for he went on his way in peace.



FOR FIFTEEN YEARS

We Have Furnished The Trade With Premium Articles

Every successive year we have learned to please the people better. We know how to help you interest the people living in the cities, small towns, villages and rural districts.

Our New Porcelain Premium Plan is the most popular plan for interesting new trade, and is at the head of all similar propositions for retail grocers and general merchants who want to increase their cash sales.

We have merchants still handling our plans who were in business long before 95 per cent. of the premium houses now in business were ever thought of.

We are still many years ahead of all the rest when it comes to results to the trade.

We now cover more territory, travel more salesmen and do twice the volume of business of any firm in our line.

These things mean much to the merchants who are after results and who haven't the time or money to waste on hazy, experimental plans.

You can't afford to adopt any other method if you want to place your business on a cash basis and increase your cash sales from 25 to 50 per cent. at a cost to you of but 2 per cent. on your cash sales.

The advantages of our method as compared with all others are several. The principal one lies in the fact that WE GUARANTEE RESULTS. There is also the advantage of decreased cost as compared with other methods, because you buy direct from the manufacturer and save the middleman's profit.

We have thousands of America's most progressive merchants using our new plan. We have increased their cash sales all the way from 25 to 100 per cent. What we have done for others can be done for you. We want to send you full particulars and sample free. Your name on a postal will bring you a handsome booklet, together with typewritten letters, coupons and a full explanation of our proposition.

See the name of ROBERT JOHNS is on the order sheet given salesman.

Ask For Sample 105

ROBERT JOHNS

200 MONROE STREET,

CHICAGO, ILL.

Established 1894

"We Give 16 ounces to the Pound"

Established 1895

BORIS GUTMAN

DEALER IN

GROCERIES, FRESH AND SALT MEATS, IMPORTED BOLOGNA, TEAS, COFFEES
AND SPICES A SPECIALTY. VEGETABLES IN SEASON.
COR. S. WARREN AND FERRY STREETS



The above cuts are representations of a few pieces of Handsomely Decorated, Hand Painted China, now on exhibition at our store, given away with Cash Purchases—FREE—to our customers

TRENTON, N. J., Oct. 20, 1895.

Robert Johns,
200 Monroe St.,
Chicago, Ill.

Dear Sir:-

Enclosed I hand you order for a quarter assortment of your trade winning semi-porcelain ware. I will ask you to have it rushed out at once as I am almost entirely out of your goods.

During my five years' experience in the retail business I have tried nearly all kinds of premiums as well as trading stamps, but have found none as good as your porcelain ware, especially the advertising feature of same. I handled trading stamps before adopting your plan but found them too expensive and my trade cares nothing for them compared to their anxiety to have the checks I issue on your ware. My trade has increased fully 35% since taking up your ware, and I have practically driven trading stamps out of my vicinity.

No merchant who looks after his own interests can afford to pass your plan without a trial. It is not only a trade builder but a trade holder and should be used by one merchant in a section.

Asking you to rush my order forward at once and with best wishes for your success, I am,

Yours very truly,

Boris Gutman

MISTAKES OF DRUGGISTS.

They Are Due to Heterophemy in Many Cases.

There are few places where habitual exactness of thought and of expression needs more emphasis than in the drug store. To the beginner in pharmacy all is new both in matter and nomenclature. Here abound pitfalls in a multitude of names for the same thing, and conversely in several different things with the same or a similar name—names scientific and vulgar, technical and commercial, medical and lay, medieval and recent, alchemical and chemical; in tongues ancient and modern, including the vernacular and dialectical. Throughout this maze which seems diabolically designed to beget blunders, yet where a blunder is morally a crime, here where the equipped and diligent find full exercise for every trained faculty, there is surely no place for the untrained and heedless.

Among his early lessons in the store the beginner must distinguish between the mild and corrosive mercury chloride, with their half-dozen common and dozen less common synonyms. Soon after he learns that salts of lemon bear no relation to lemons, copperas none to copper, nor limes to lime. Also that ammonia has a very important relation to sal ammoniac, but none whatever to gum ammoniac. Later he ascertains that benzene has no kinship with benzoin, but is identical with benzol, and also bears certain important relationships to gum benzoin (which is not gum) and to carbolic acid (which is not an acid). After these preliminary exercises he will be better able to understand (to spell as pronounced) that oil of koko (theobroma) is really koko butter and not kokonut oil, although it comes from a koko nut, a valuable food or beverage source; but that the true kokonut oil comes from the kokonut, also a valuable food stuff source; whereas, as a matter of fact, the koko (erythroxylin) does not produce nuts at all, and is moreover a decided poison, not proper to use in food products at all.

By this time the young pharmacist suspects that further search will reveal other pharmaceutical terms to be misleading also. His search is rewarded by finding, e. g., in above considered case, that oil of the cacao nut (or cacao butter) is not only not cocoanut oil, but is not even an oil at all (at ordinary temperature); and not much more truly a butter than is butter of antimony. He also finds that such other side dishes as "milk of lime," "sugar" of lead, "oil of vitriol," "syrupy" phosphoric acid, "milk" of sulphur, "thorn apple" and manna are not the most palatable articles of the pharmacists' bill of fare. (Incidentally, the hope may be here expressed that some noble soul may soon give us, a much needed work, a complete descriptive list of pharmaceutical terms similar in sound or meaning).

Of the ever impending danger of error from confusion of terms in above classes all pharmacists are from the first aware, and consequently on guard. But another source of error, the more dangerous because

not so commonly known to exist, remains to be noted. The average druggist would perhaps resent the suggestion that he probably mentally associates together habitually certain things not necessarily at all related; and that from this wrong association, from whatever cause arising, he is in grave danger of substituting for the thing intended its mental associate, when compounding or dispensing. Heterophemy, a mental defect simplest stated as thinking of one thing and saying or doing another, is commonly enough recognized in every-day affairs, where it is usually only a source of banter or amusement. But in the drug store nothing can ever be tolerated as amusing or excusable that is a source of mistakes.

To illustrate: the writer once had a clerk who wrongly associated borax and alum so that the mention of one always brought to mind the other. In sales this several times led to an unconscious substitution of one for the other, until his liability to this mistake was forcibly impressed on his mind by the joint efforts of customers and proprietor. This error was probably originally due to wrong association because of similarity of appearance of these drugs, less marked in the lump than in powdered form, although the mistake was made with both forms. The writer also knew a physician who acquired an enviable reputation for skill in a particular case in which he intended and supposed he had prescribed yerba reuma, but which he really wrote yerba santa. The cause of error here was obviously similarity of names. But students have been known not infrequently to confuse yerba santa and grindelia, an error probably due to physical similarity of the crude drugs.

Other instances might be cited, but one will suffice. The writer formerly confusedly associated taraxacum and podophyllum, so that the thought of either called up the other, the result being a confused composite mental picture that required a great caution to prevent a dispensing error; this confusion applied alike to the crude drugs and their preparations. It is not thought that the same confusion existed, in degree at least, between their common names as between the official names, which suggests that the error may have arisen from contemporaneous study of the drugs when their official names were learned. Wrong association was doubtless forming and growing stronger by repetition for some time before first recognized at the prescription counter. From the moment of its distinct recognition the chief danger ceased. But it is precisely because not recognized that gravest dangers are to be feared from this source.

From long observation it is held that danger of errors in compounding and dispensing due to this cause is neither fanciful nor rare, but real and widespread. The wisdom of the adage of the ancients, "Man, know thyself," will find justification here, and a conscientious heart-searching will doubtless reveal to many of us hitherto unsuspected joints in our pharmaceutical armor. At least, nothing

is to be here more feared than complaisant self-confidence based on assurance rather than on inspection. Apropos of this principle some philologists say that students should not, e. g., study both first and second declensions the same day, for danger of confused association; but the danger here seems overrated. It is a fair question, however, whether certain well-intentioned warnings may not at times do more harm than good; e. g., against confusing quinine and morphine, which are not commonly liable to confusion, not kept near together, nor in similar containers, are very different in "feel" and usually markedly different in form.

As an aid to examination of pharmaceutical conscience, a short table of sins, as below, may be made and filled in with any observed lapses of above kind. The beginner will make errors which do not trouble the expert. He will, e. g., confuse magnesium sulphate with manganese sulphate. Hypophosphite he will call hypophosphate of course, and confuse with the other acids of phosphorus. Some months will be required to define the mysterious borderland between cinchonine and cinchonidine, and to feel sure whether it is hyoscine hydrobromide or hyoscyamine bromate. But errors which wider knowledge will remove may be ignored, since the needs of the dispenser chiefly concern us. We note, then, that this error arises from wrong association because of:

Similarity in use—Sweet oil, cotton-seed oil, olive oil, etc. In shape and color—Zinc sulph.; magnes.



IF

Flies Carry Disease

As Your Customers Well Know

WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods?

WILL IT NOT be good policy on your part to spread out a few sheets of Tanglefoot in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods?

WILL IT NOT make you many profitable sales to keep Tanglefoot constantly at work within sight of every person who enters your store?

RUGS FROM OLD CARPETS THE SANITARY KIND

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

Petoskey Rug M'fg. & Carpet Co. Ltd.
Petoskey, Mich.

JOHN T. BEADLE

WHOLESALE MANUFACTURER



HARNESS

TRAVERSE CITY, MICHIGAN

FULL LINE OF HORSE BLANKETS AT LOWEST PRICES



PREPARED MUSTARD WITH HORSE RADISH

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

THOS. S. BEAUDOIN, Manufacturer

Write for prices

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

FOOTE & JENKS

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

Sold only in bottles bearing our address



Foote & Jenks JACKSON, MICH.



Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

sulph.; alum, borax; "oil" of vitriol; pot. bichrom.; red Prus. pot. (lump); pot. bichrom.; gamboge (pv.); quinine, morphine; quinine, salicine; zinc white; pearl white. In taste—"sugar" of lead. In smell—peppermint, spearmint. In use, meaning exsiccated, inspissated; chloride of lime, calcium chloride. In sound—myristica, myrcia, myrica; fleabane, dogbane, etc.; treacle, theriac; drop black, black drop; black wash, black draught; precip. chalk, prepared chalk; coca, cocoa, cacao, etc.

Few instances are here given, as few persons have the same difficulties, e. g., the writer knew a dispenser of twenty years' experience to break open a box of chloride of lime in order to fill a prescription calling for calcium chloride—a mistake we look for only in beginners.

Another source of error since familiar need be but mentioned. It is that a mental preconception or prejudice will obscure or prevent the recognition of a truth opposed to such preconception or prejudice, and that in proportion to strength of such prejudice. The university and power of this principle are the chief reliance of the party boss, who finds it cheaper, more potent and far-reaching than money. Another instance is the familiar fact that if one makes a mistake in adding a column of figures there is strong probability of making the same mistake the second time, unless the column is added in the opposite direction. This is because the mind is predisposed to accept as true its former judgment at the point where the mistake was before made, and so the error passes undetected. The special care necessary to avoid error from above principle is particularly well known to proofreaders. A pharmaceutical instance: A preconception that a physician would prescribe tinct. catechu as one ingredient in a certain mixture (possibly because he commonly did so in similar cases) led a clerk to dispense tinct. catechu, although tinct. kino was plainly written; the same mistake being afterwards repeated. Another clerk who prided himself on being able to find any article in the store in the dark, relying on shelf position to the exclusion of label reading (contrary to rules), dispensed laudanum for paregoric, the marked difference in appearance and smell of the two not once attracting his notice. As this occurred in the writer's own store, he is unfortunately able to vouch for its authenticity.

One instance as a warning to the too confident will suffice. A druggist to whom the foregoing had been pointed out, and who while freely conceding the probable frailty of the monitor was yet altogether sure of his own impeccability, was recently discussing with the writer a coming excursion, the date of which he supposed to be June 15, an error, but due to misinformation. His confidence in a friend's mistaken information then constituted a mental prejudice such that, when later he read a newspaper descriptive article of the proposed tour, which plainly stated the date to be July 15, he nevertheless read it June 15. This article he read to several friends, each time repeating his mistake. Not until he

wrote to the excursion manager to engage passage (who called attention to his mistake in date) did he suspect his error, and would not then have acknowledged it had not the newspaper clipping been preserved. His friends have not yet dared suggest that he might just conceivably have made in his own business from a similar cause a similar mistake.

Among so many things of which we are profoundly ignorant it is not remarkable that we know so little of ourselves. We are blind and deaf to most that passes on about us at best; and as to ourselves the testimony of the senses is both insufficient and suborned. It is insufficient because the subjective is less noted than the objective; suborned because (through prejudice, as above noted) the senses are taught to give only good and not evil report of the master ego. Hence that some druggists may refuse to listen to the suggestion that they may as other men be liable to err is indicative of nothing—except danger to their customers.

Another source of error arises from the fact that since thought runs ahead of its execution through the lips or fingers, there is danger, especially if hurried or harried, of omission (or occasionally of inversion), an error generally unsuspected by the perpetrator. Familiar illustrations will occur. It is necessary only to indicate it to emphasize the importance of checking off each ingredient when compounding.

Another source fruitful of errors, commonly enough recognized but more hopeless of correction, the bane of undisciplined minds, is absent-mindedness. Although a vicious habit, wholly unfitting one for the drug business, it may sometimes trouble the victim only in certain lines. The immature or objective type may, e. g., do mechanical work or listen to directions concerning same, but would hardly read half a page or listen to a ten-minute lecture without going to sleep—or wool-gathering. This type, although painfully common, is largely the attribute of youth and lack of mental training. The mind is largely yet blank. A more serious type is that in which the mind is not blank, but occupied with thoughts and ideas remote from the business in hand. If habitual, this of course renders the victim unfit for dispenser. If the symptoms are only acute and due to passing cause, he may be for the time only unfitted for anything but mechanical work. If the cause is deeper and the preoccupation become chronic, sense and safety demand his immediate exit. No account need be taken of the obsession and idiosyncrasies of the drinking man, the gambler, morphine user, etc., for no sane employer will have such around.

There is a time, covering a varying number of years after puberty, when for the average young man the only safe things to let him do around a drug store are to scrub, wash bottles and grow. For at this period he simply can not think of the pharmacopoeia, only of the innamorata and the next dance. Emerging from this chrysalis stage, if of good sense and morals, his temporary alienation will have left no serious trace. He will

then be ready for the real study of pharmacy.

Logically supplementary to a consideration of causes of dispensing errors would be certain modes of safeguarding against them. Under this head, a theme of deepest consequence, might well be considered the usually much lauded plan of "double checking."

W. F. Jackman.

A fault which humbles a man is of more use to him than a good action which puffs him up with pride.



Talking About Flour

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.

Caledonia Milling Co.

Caledonia, Mich.

Phone No. 9

\$500. Given Away

Write us or ask an Alabastine dealer for full particulars and Free sample card of

Alabastine

THE SANITARY WALL COATING.

Destroys disease germs and vermin. Never rubs or scales. You can apply it—mix with cold water. Beautiful effects on walls and in white and delicate tints. NOT a disease-breeding, out-of-date hot-water glue preparation. Kalsomines bearing fanciful names and mixed with hot water are stuck on with glue, which rots, nourishing germs of deadly diseases and rubbing and scaling, spoiling walls, clothing and furniture. Buy Alabastine in 5 lb. pkgs., properly labelled, of paint, hardware and drug dealers. Leaflet of tints, "Hints on Decorating," and our artists' ideas free. ALABASTINE CO., 105 Water St., N. Y., or Grand Rapids, Mich.

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

The Oldest and
Largest Manufacturers of



PURE, HIGH GRADE

COCOAS

AND

CHOCOLATES

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

Walter Baker & Co. Ltd.
Dorchester, Mass.

Established 1780.

HAY AND STRAW
WANTED

Highest cash prices paid
MICHIGAN AND OHIO HAY CO.
Headquarters, Allegan, Mich.
BRANCH OFFICE REFERENCES
Hay Exchange, R. G. Dun & Co.
33d St., New York (N.Y.C.Ry.) Bradstreet's.

More Than 1,500 New Accounts
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.

3½ Per Cent.

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 2½ Million Dollars

Trading Stamps



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

Tradesman Company, Grand Rapids, Mich.

TWO YEARS' WORK.

Official Record Which Is an Example and Inspiration.*

I beg you will believe me, nay, I feel sure you will believe me, when I tell you it is in no perfunctory spirit that I assure you I appreciate the great honor of having been your President the past two years, far more than any preferment that could come to me in any public way.

The duties of the office have been exacting, it is true, but, with it all they have been pleasant, so that I feel tonight, somewhat as did the Michigan lad, who, in 1862, found himself an enlisted man detailed as orderly at the headquarters of a brigade of infantry down in Virginia. It happened that a sudden emergency required instant action, and the orderly was left behind, all alone with property belonging to the brigade commander, with orders to guard the property, and under no circumstances reveal his presence or the presence of the property, to any stray Southern soldiers prowling about. He was also informed, that no conditions could develop which would warrant his leaving his post for even five minutes.

The place was isolated, lonely and in the still hours of the night almost "spooky;" and yet it was liable to be discovered at any minute. Two days and two nights did the boy do his duty perfectly, when he discovered a box of cigars, a bottle or two of red liquor and other luxuries, with which he began to while away the time. Presently the brigadier general and his staff came stealthily in upon the lonely watcher, to be challenged by him, and to gladden his heart by giving the countersign; and so pleased was the commander with his orderly's faithfulness, he greeted him with: "Good for you, Billy, you're a brick! You found it a pretty stiff job didn't you?"

"Yes, it was kinder stiff at the start," said Billy, saluting, "but toward the last I got limbered up, and now I hate to leave it."

During the two years I have been President of the Board of Trade, there were held twenty-one meetings of the Directors, one hundred thirty-seven committee meetings, four conferences and seven public and social functions, all of which I attended except one meeting of the Directors and two committee meetings which were held when I was out of the city.

In the light of such experience I desire to voice it as my opinion, that the committee work of this Board, as it has been conducted for the past few years, in connection with the systematic conduct of the office of the Board, constitutes the main factor in the success of our organization, its growth, the great influence it has exercised, and the standing it has in the community, in the State, yea in the entire country.

And in this connection, permit me to remind you that our twenty-four committees, are made up of the active, busy men of our city, whose own affairs are weighty and most exacting;

that our committee meetings, almost without exception, were held at four o'clock in the afternoon, (an hour of the day which counts for much with the average business man). And yet in spite of these two opposing influences, it is with intense gratitude and pride, that I congratulate you and myself on the fact that these committee meetings averaged an attendance of seventy-five per cent. of the committee membership.

Such were the conditions and such is the record that tells the secret of the success of the Grand Rapids Board of Trade. Thus I give you the story of the energetic, self sacrificing public spirit that explains the mystery of the advance we have made, and thus I hold aloft an example on the part of our membership, which

of matters that were for the common good, and have gained the respect, consideration and good will of all with whom we have come in contact, both at home and abroad.

Another thing; this Board has a well defined policy based on fairness, public spirit, conservatism and careful avoidance of entangling alliances. This line of conduct has been maintained in the past and will be followed hereafter.

In no instance have we presented to this community any proposition that had not, beforehand, been carefully considered, and invariably in a conservative manner; so that every initiative originating in our Board, has been willingly and cheerfully responded to by our citizens. In this way the interests of our people, the af-

hopes, however, that the time is not far off, when our dream of "Home Sweet Home,"—of a building of our own will be realized.

When confronted by an anxious desire to come somewhere near giving expression to the gratitude I feel toward the gentlemen of our Board of Directors, to the Chairman of our Standing Committees, to the members of those committees, to our resourceful and indefatigable Secretary, and to our membership in general, I declare that I realize as never before, the utter impotency of our language.

Then it was that I coveted the ready wit and the fountain of expression so completely at the command of our distinguished representative in Congress, and in my distress I stated the case to our good friend, Mr. Lemon, "I can't express my feelings, can't begin to express them." I said, "Never has any man in any position, had more loyal support, than has been given me. Why it has been 'Out of Sight!'"

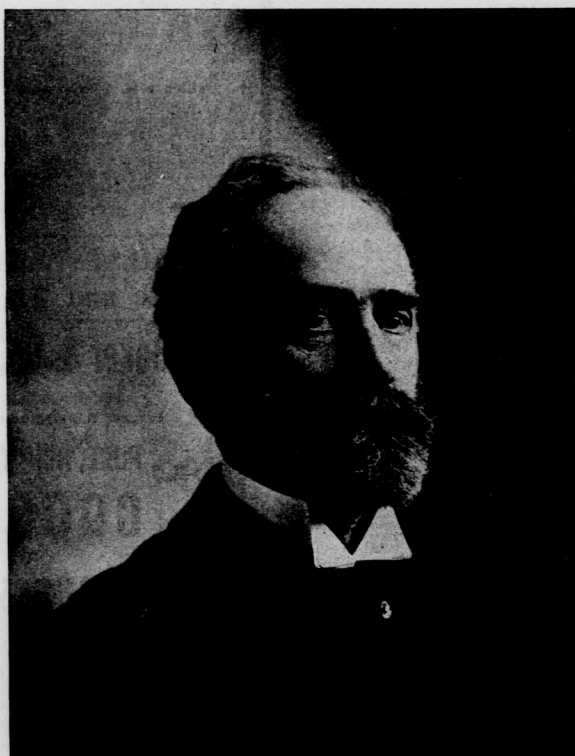
"That reminds me of a story," said our First Vice-President, "of an Englishman who had heard the bit of American slang you have just used. It puzzled him and he finally inquired of an American friend, 'I say, my deah boy, dontcherknow, I would like awfully well to know what you bloody Americans mean, when you say you feel 'Out of Sight?'"

The American explained that it signified a condition of complete satisfaction, perfect happiness, nothing to wish for, absolute contentment. A day or two later the American met the Englishman and greeted him familiarly with, "How are you old man, how do you feel?" The Englishman's monocle dropped from his eye, as he raised his arms languidly, and yawned out, "Ah-h-you-cawn't-see-me! don'tcherknow."

And the story made me more uncomfortable than before. It frightened me. I was afraid I might, in trying to tell you that you are, all of you, "Out of Sight," make as ridiculous an exhibition of myself as did the Englishman.

Then it occurred to me that the story had been told by an Irishman so the Englishman's blunder was not to be wondered at. It could not happen any other way—let an Irishman tell it.

But seriously, gentlemen, I am utterly incapable of telling you, all of you, how very thankful I am to each and every one for the honor you have bestowed upon me. And so I beg of you to take the will for the deed. And in taking leave of you, I feel the utmost comfort and contentment through the faith I have in the entire membership of our organization, and the absolute confidence I have in the loyalty, the energy and the ability of the gentleman you have selected as my successor. To Mr. May and to all of you who are now in charge of the affairs of the Board of Trade, I extend my heartiest good wishes and predict that the coming record of our organization, will prove superior to any showing previously made, just as the developments and improvements of our city and our community must, necessarily excel any evolution that has yet been witnessed. As a



Sidney F. Stevens

I challenge the country to duplicate.

Happily we have harmonized seemingly conflicting interests between man and man, between corporations and the community. Equally successful have we been in restraining ourselves, either as individuals or as an organization, from unwarranted intrusion upon any person or any interest. Briefly, we have been so fortunate as to invariably put ourselves in the place of the other party and to demonstrate our fairness and conservatism before approaching anyone on a business proposition in an aggressive manner. This policy has won out every time.

When we felt aggrieved by railway corporations, by local, State or National powers, we have succeeded in bringing about amicable adjustments

fairs of our community, have been looked after exactly as we, in our respective capacities as managers of banks, jobbing houses, factories and mercantile houses, and as members of the professions, have guarded an conserved, respectively, our personal interests and those of our customers and clients.

In my annual address one year ago, I said I hoped that when another year rolled round, we would have a building of our own and a banquet hall large enough to accommodate all our members. This plan was taken up at once by our Executive Committee, but, owing to the unrest and uncertainty that prevailed in the financial and industrial world, it did not seem wise to attempt to carry to fruition, the project at that time. I am in

*Retiring address of President Sidney F. Stevens to the Grand Rapids Board of Trade.

parting sentiment quite appropriate as I believe, to the spirit of the Grand Rapids Board of Trade, permit me to offer the following:

Is thy cruse of comfort wasting?
 Rise and share it with another.
 And through all the years of famine
 It shall serve thee as thy brother.
 Love divine will fill thy storehouse
 Or thy handful still renew.
 Scanty fare for one will often
 Make a royal feast for two.
 For the heart grows rich in giving
 All its wealth is living grain;
 Seeds which mildew, in the garner
 Scattered, fill with gold the plain.

Recent Business Changes Among Indiana Merchants.

Evansville—Morgan Babcock, produce dealer, has suffered the loss of his stock by fire.

Ft. Wayne—Fox, Hite & Co. is the new style under which the furniture business of Soliday, Hite & Co. is continued.

Franklin—Knox, McLaughlin & LaGrange continue the boot and shoe business of Knox & McLaughlin.

Lafayette—E. A. Isaly, tailor, has taken a partner under the style of Isaly & Marsh.

Lafayette—Cornelius Dexter has purchased the grocery stock of Frances (Mrs. C. E.) Jolly.

Lafayette—Frank Royce, of the Lafayette Notion Co., is dead.

Logansport—The Schmitt-Heinly-Leachman Co. has merged its business into a corporation under the same style.

Loogootee—Opell Bros. continue the confectionery business of G. W. Opell.

Oaktown—Wilson & Snapp succeed Thomas Wilson in the grocery business.

South Whitley—The bazaar store of John Rizer has been closed under chattel mortgage.

Thornton—C. C. LaFollette, dealer in boots and shoes, has sold his stock to Charles Hill.

Kendallville—A. Cohen, clothier, has made an assignment.

Hartford City—The general merchandise store of J. C. Beard has been closed by his creditors.

Lafayette—C. G. Robinson, Jr., has purchased the grocery stock of L. M. Pardee.

Madison—Cofield & Spaulding, grocers, have dissolved partnership. The business is continued under the style of Spaulding & Thomas.

Manchester—Arnold T. Noble, grocer, has sold his stock to Connell Bros.

Auburn—A receiver has been appointed in the case of the Model Gas Engine Co.

Auburn—The creditors of the Modern Buggy Co. have requested that the business be turned over to a receiver.

Rice, which is the staple food of the Orient, will probably be scarce and certainly dear, as a consequence of the war. Great quantities of rice are produced in Japan, but ordinarily not enough to supply the domestic demand as steady importations from China show. The mobilization of the Japanese soldiers will cause the sowing of the rice this year to be done under bad conditions. The rice fields are sowed at the end of the winter, after the melting of the snow and under the influence of the rains. The harvest is in October.

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.	Powder	Shot	Size	Gauge
120	4	1 1/2	10	10
129	4	1 1/2	9	10
128	4	1 1/2	8	10
126	4	1 1/2	6	10
135	4 1/2	1 1/2	5	10
154	4 1/2	1 1/2	4	10
200	3	1	10	12
208	3	1	8	12
226	3 1/2	1 1/2	6	12
265	3 1/2	1 1/2	5	12
264	3 1/2	1 1/2	4	12
Discount 40 per cent.				
Paper Shells—Not Loaded				
No. 10, pasteboard boxes 100, per 100.	72			
No. 12, pasteboard boxes 100, per 100.	64			
Gunpowder				
Kegs, 25 lbs., per keg.	4 90			
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.	2 90			
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.	1 60			
Shot				
In sacks containing 25 lbs.				
Drop, all sizes smaller than B.	1 75			
Augurs and Bits				
Snell's	60			
Jennings' genuine	25			
Jennings' imitation	50			
Axes				
First Quality, S. B. Bronze	6 50			
First Quality, D. B. Bronze	9 00			
First Quality, S. B. S. Steel	7 00			
First Quality, D. B. Steel	10 50			
Barrows				
Railroad	13 50			
Garden	32 00			
Bolts				
Stove	70			
Carriage, new list	70			
Plow	50			
Buckets				
Well, plain	4 50			
Butts, Cast				
Cast Loose Pin, figured	70			
Wrought Narrow	60			
Chain				
Common	1/4 in. 5-16 in. 3/8 in. 1/2 in.			
BB	7 c. 6 c. 8 c. 10 c.			
BBB	8 1/4 c. 7 1/4 c. 6 1/4 c. 5 1/4 c.			
	8 c. 7 c. 6 c. 5 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	28			
List 12 13 14 15 16 17				
Discount, 70.				
Gauges				
Stanley Rule and Level Co.'s	60 & 10			
Glass				
Single Strength, by box	90			
Double Strength, by box	90			
By the Light	90			
Hammers				
Maydole & Co.'s, new list	33 1/2			
Yerkes & Plumb's	40 & 10			
Mason's Solid Cast Steel	30c list 70			
Hinges				
Gate, Clark's 1, 2, 3.	60 & 10			
Hollow Ware				
Pots	50 & 10			
Kettles	50 & 10			
Spiders	50 & 10			
Horse Nails				
Au Sable	40 & 10			
House Furnishing Goods				
Stamped Tinware, new list	70			
Japanese Tinware	70 & 10			

Iron

Bar Iron	2 25 c rates
Light Band	3 c rates
Nobs—New List	
Door, mineral, jap. trimmings	75
Door, porcelain, jap. trimmings	85
Levels	
Stanley Rule and Level Co.'s	dis
Metals—Zinc	
600 pound casks	7 1/2
Per pound	8
Miscellaneous	
Bird Cages	40
Pumps, Cistern	75
Screws, New List	85
Casters, Bed and Plate	50 & 10
Dampers, American	50
Molasses Gates	
Stebbin's Pattern	60 & 10
Enterprise, self-measuring	30
Pans	
Fry, Acme	60 & 10
Common, polished	70 & 10
Patent Planished Iron	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages	1/2 c per lb. extra.
Planes	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
Nails	
Advance over base, on both Steel & Wire	
Steel nails, base	2 75
Wire nails, base	2 30
20 to 60 advance	Base
10 to 16 advance	5
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
Rivets	
Iron and Tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
Ropes	
Sisal, 1/2 inch and larger	10
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	30 00
Sheet Iron	
Nos. 10 to 14	\$3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 80
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz.	6 00
Second Grade, Doz.	5 50
Soldier	
1/4 @ 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—Allaway Grade	
10x14 IC, Charcoal	\$ 9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50.	
Boiler Size Tin Plate	
14x56 IX, for No. 8 & 9 boilers, per lb.	13
Traps	
Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz.	15
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	3 00
Barbed Fence, Painted	2 70
Wire Goods	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
Wrenches	
Baxter's Adjustable, Nickled	30
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70 & 10

Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	48
1 to 6 gal. per doz.	6
8 gal. each	62
10 gal. each	66
12 gal. each	78
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 60
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70
Churns	
2 to 6 gal. per gal.	6 1/2
Churn Dashers, per doz.	84
Milkpans	
1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6
Stewpans	
1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 10
Jugs	
1/2 gal. per doz.	60
1 gal. per doz.	45
1 to 5 gal., per gal.	7 1/2
Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun	35
No. 1 Sun	36
No. 2 Sun	48
No. 3 Sun	85
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	Per Gross.
Quarts	4 25
1/2 Gallon	4 50
1 to 5 gal., per gal.	6 50
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun	1 60
No. 1 Sun	1 72
No. 2 Sun	2 54
Anchor Carton Chimneys	
Each chimney in corrugated carton	1 80
No. 0 Crimp	1 78
No. 1 Crimp	2 78
No. 2 Crimp	2 78
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	1 91
No. 1 Sun, crimp top, wrapped & lab.	2 00
No. 2 Sun, crimp top, wrapped & lab.	3 00
XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.	3 25
No. 2 Sun, crimp top, wrapped & lab.	4 10
No. 2 Sun, hinge, wrapped & labeled.	4 25
Pearl Top	
No. 1 Sun, wrapped and labeled	4 60
No. 2 Sun, wrapped and labeled	5 30
No. 2 hinge, wrapped and labeled	5 10
No. 2 Sun, "small bulb," globe lamps.	80
La Bastie	
No. 1 Sun, plain bulb, per doz.	1 00
No. 2 Sun, plain bulb, per doz.	1 25
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60
Rochester	
No. 1 Lime (65c doz.)	3 50
No. 2 Lime (75c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
Electric	
No. 2 Lime (70c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
OIL CANS	
1 gal. tin cans with spout, per doz.	1 25



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, March 12—Business generally seems to sympathize with the Stock Exchange this week and altogether matters have been rather quiet. The actual coffee market has been about as dull as at any time since the turn of the year. While lower grades seem to be working out with a degree of freedom, the better sorts are hanging fire. Buyers take only sufficient to repair broken assortments and seem to think present quotations are of no stability. At the close No. 7 is quotable at 6½c. Foreign markets are reported as fairly firm and good authorities here still maintain that the receipts indicate comparatively small supplies. In store and afloat there are 3,182,533 bags, against 2,692,595 bags at the same time last year. The receipts of coffee at Rio and Santos from July 1, 1903, to March 9, 1904, are about three-quarters of a million bags below last year. In mild sorts there is an unsettled market, with Good Cucuta held at 8¼c. East Indias are quiet and unchanged.

Quietude prevails in the sugar market. There is almost nothing in new business and comparatively little in withdrawals under old contracts. Quotations are firmly sustained and, upon the whole, tend to a higher basis.

Teas are doing pretty well in a jobbing way, but altogether the volume of business is not as large as a few weeks ago. Perhaps this is owing to the probability that the trade was pretty well stocked up soon after the year began. Prices are firm and there is no reason why the strength displayed should not be augmented right along.

The rice market is firm. Supplies are not overabundant and sellers have a good deal of hope for the future. The winter has been against the free consumption of the article. Choice to head domestic, 4¾@5½c.

There has been a moderate jobbing trade in spices, but the volume of business in the aggregate is rather disappointing. Prices are well held, however, and close at practically last week's rates.

Grocery grades of New Orleans molasses have been moving freely and orders are reported from many different points. The market is pretty well cleaned up and quotations are very well sustained. Cheaper sorts are without special change in any manner. Syrups are firm and supplies are moderate.

Canned goods are about the most active article in the whole range of grocerydom and almost every article is "on the move" with the motion in an upward direction. Tomatoes seem to have taken a new lease of life and 70c is not infrequently quoted instead of 62½c, as a few weeks ago. Salmon, too, is working out and, with the demand for the "low-down

pink trash" which has reached here from Japan and other parts of the world, there is some likelihood that the big surplus will be pretty well worked off. Preparations continue for the erection of new fruit and vegetable canneries and the chances are that everybody will have enough canned food.

The better grades of butter are working out well and at the close quotations are very firmly sustained. Fancy Western creamery, 24@24½c; seconds to firsts, 18@23c; imitation creamery, 16@19c; factory, 14½@15c; renovated, 14@16½c.

There is no change in the cheese market, except that stocks are getting lower and prices are pretty well sustained, although not quotably higher than they have been for months. The export trade shows some improvement.

The tendency of the egg market is toward a lower basis, although quotations are not below those of last week for choice grades. Fresh gathered Western, 20c; seconds, 19@19½c; inferior, 15@17c.

Monogram Jewelry.

In cuff buttons somewhat more latitude is given, but still the plain gold links with engraved monogram are smart. Diamonds must be left entirely out of the question, but otherwise the matter of design is largely one of personal taste, and if there is any objection to jewels it is because of the various cheap imitations shown at the second-rate furnishing shops and their popularity among the masses. An exceedingly necessary little article of dress apt to be passed over in the discussion of apparel is the clip or clasp for holding the necktie in place. It may perhaps be classed under the head of jewelry as it is usually of silver or gold and frequently set with precious or semi-precious stones, but as it is usually hidden by the waistcoat, its fashion is of no great moment.

Freakish Fads.

There are fads in the fashions for men just as there are in those for women, and this season introduces two that may be called very extreme even by the dandy of fashion who accepts everything that comes out. One of these fancies in fashion is the heavy woolen stockings. These are worn with low shoes with morning dress during the cold weather, and there are dozens of different plain and ribbed designs and colors. Several good shops are exhibiting rather loud checks and plain knit worsteds, but the dark grays, dark browns and Scotch mixtures are the prettiest and the best style.

Russian soldiers as they depart for the seat of war are provided by their friends and by the public with charms to preserve them from injury by the enemy. Most of these charms are holy pictures, called ikons, in whose efficacy there is widespread belief or superstition. Gen. Kuropatkin is said to have received over forty ikons and countless other talismans from the people of St. Petersburg.

It is more profitable to read one man than ten books.

Opportunity is the cream of time.

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 1881

Buyers and Shippers of

POTATOES

in carlots. Write or telephone us.

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

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

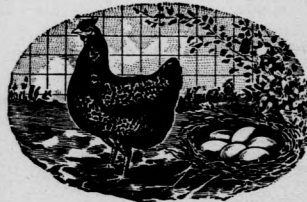
S. S. Olds, Vice-President

B. F. Davis, Treasurer

B. F. Hall, Secretary

H. L. Williams, General Manager

Many have written us quoting prices on eggs,
but we still wish to hear
from more. Do not fail
to keep in touch with us
for spring eggs. Will
try hard to trade with
you. Write or telephone
us quick.



LANSING COLD STORAGE CO. LANSING MICHIGAN

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.

SETTING A STANDARD.

Make an Honest Business Pay an Honest Profit.

Every effort of a business man counts for something. If the effort is expended in the right direction there will be satisfactory results. It is the business of each business man to study for betterment and to make the best of every opportunity. A strong hustle in February may mean an early beginning of the spring trade. If it does but just a little to stimulate things along the line of early spring buying, then the effort has been well worth while.

Later other business men will be up and at it and they will get something as a result of their efforts, but the best time to push is when pushing will be most conspicuous and when the plans followed will yield the best results.

There are two reasons for this early hustle; one is the necessity of holding the field against the efforts of the other fellow, and the other is the chance of enlarging the business for the benefit of the store and stock represented. Every business man knows to what approximate extent his community will yield him business.

Many business men set the standard too low. If they appreciated what they might do along the lines of expansion, they would continually be pushing out for better things and would persistently struggle for a broader field.

Some centuries ago Alexander wept because there were no other worlds to conquer. To-day many business men follow the example of this valiant warrior and sit idly content with the business they have rather than go out and get other business. The rural deliveries established all over the country make it possible to send printed matter to better advantage than ever.

The mail order houses are taking advantage of this and each large house gets business that ought to go to local merchants.

A strong campaign for customers along the rural deliveries will not only prevent those people going to the big mail order houses for their goods, but will give a better chance for the town and store in which the local merchant is specially interested.

A campaign on the right lines will count, and the merchant ought to appreciate to what extent it will count and how great will be the result of the effort.

Some business men insist on a given margin of profits in order to help in the general profit of the business. Others cut the profits a little closer, sell goods at a lower price, and make more money by having a larger volume of trade. Of course all depends on the merchant and the community, but each should strive for volume at narrow margin rather than demand large profits and be content with few sales.

An enthusiastic business man might make it a hobby to be energetic. He naturally wants to get all he can in the way of work into the few hours of each day allotted to him. He wants people to get the greatest amount of satisfaction out of trading at his store, and he knows

that the goods and prices are such as will make friends for the establishment.

Making the store a popular place is his one desire, and his satisfaction comes in seeing his plans develop to an extent that will prove the wisdom of what he has done.

Keeping the place full of attractive goods and making it appeal to his customers and others give to his store the standing that is the reward of his labor. Each business man knows that a certain amount of wise effort will gain a certain amount of real business.

Each merchant knows that with pushing to the limit he will get people to his store if he pushes wisely. All labor has its result and all business effort must bring some satisfaction or it is wasted.

Some merchants get their satisfaction from their work merely, but the wise merchant insists on having other results from his work. A tired hand or brain is not the reward of the business but the peace of knowing that his weariness has come from having done honest work to make an honest business pay an honest profit.

Here is one of Senator Hoar's stories not included in his book. At Mount Holyoke is an elevator which takes travelers up the side of a steep rock a hundred or two hundred feet to avoid the difficulty of climbing. The Supreme Court judges attending sessions there happened to be rather corpulent men. Six or seven got in the elevator at once. They saw the rope that held the car in which they went was very much frayed, and they asked the manager if he did not think it was a little unsafe. "Yes," the manager said, "it is wholly unsafe and likely to break every minute, but we are going to have a new one next Monday."

The Canadians are anxious to exalt their name as a nation. On this account some of them propose that Hudson Bay shall hereafter be called the Canadian Sea. Of course the Canadians can call this body of water what they please, but they will have hard work persuading other people to call it anything but Hudson Bay, which has been its name since its discovery by Hendrick Hudson.

Self conquest is the greatest of victories.

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

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.

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.

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.

SEEDS

We handle full line Farm, Garden and Flower Seeds. Ask for wholesale price list for dealers only. Regular quotations, issued weekly or oftener, mailed for the asking.

ALFRED J. 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.

Egg Cases and Egg Case Fillers

Constantly on hand, a large supply of Egg Cases and Fillers. Sawed white-wood 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 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.



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

United Commercial Travelers of Michigan
Grand Counselor, J. C. Emery, Grand Rap-
ids; 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.

Supervision of Traveling Salesmen.

The necessity of some kind of supervision of the traveling salesman is apparent to any employer who has need to employ one or more. The larger number of salesmen he employs the more apparent is the need.

That some one person should be responsible that each man is promptly notified of changes of prices and other details in relation to his work is recognized in every well organized establishment. In fact, it is a department by itself and should be so considered if the very best results are to be obtained.

In these days of wolfish competition the traveling staff must not be a number of men who may have their own ideas and plans of canvassing and manner of dealing with customers unknown or unsanctioned by their employers; but they must be an organized band of workers, fully trained and disciplined for their several and respective duties, receiving orders, and fulfilling directions of their chief, who must be a master mind, who has skill and judgment and tact to dictate, and authority to execute his ideas. The man who best understands the difficulties of the travelers' position usually has had experience himself upon the road.

It is almost an essential requisite for the position. He may not have been a success on the road, but a man of ability, tact and judgment, and therefore too good a man for the house to lose. Such a man often makes the very best man to superintend the traveling staff. The fact of his failure does not necessarily bar him from this work, as some of the very best men holding executive positions could not sell goods if their life depended on it. But at the same time they could successfully direct others.

The matters of supervision are chiefly prices, giving the names of new customers, posting upon the stock, advising about the financial condition of customers, and pushing trade.

Of course every man is thoroughly posted in prices before setting out. He carefully goes over his price book, comparing it with the office book, and making necessary changes and corrections. The man who has charge of the pricing puts all changes as they occur in a memorandum book. The name of the article is merely put down in a column and then a column is left blank for each salesman; who when in the house checks opposite each article as he makes the change in his book. If he should be on the road the changes are sent him

by mail and then the items are checked when the letter is sent. Thus a tab is kept on all changes and the notification sent the traveling men. Sometimes a new customer appears on the horizon and the traveler must be notified at once. Or when his customers are getting behind in their payments, these are matters which need the attention of the traveler. He may be required to interview the delinquent and get a statement of his affairs. Instructions in these matters must often be given quickly and at short notice.

The man who has the oversight of these details must know each day just where he can communicate with every man under him, either by telegram, telephone or letter. Matters of importance are continually coming up where the necessity of quick information and decision mean the gain of hundreds of dollars. The mapping out the route is therefore an important part of this person's duty. He thus knows day by day in what town every man is. The traveler each day mails to his house a report which sets out in detail each day's work, giving the name of each customer called on; whether sold or not, and if not the probable reason. Should a customer be from home, the house can send him a letter explaining the fact that the traveler was unable to see him and suggesting that he mail his order in, which would receive the same attention in prices as if given to the agent.

This is not entirely satisfactory, and oftentimes no reply is forthcoming; but it can not fail of this one object of showing the customer that his account is valued and an effort put forth to retain his patronage.

The man who has charge of the traveling staff must know a good deal about each customer. This information is gained by an acquaintance of the orders shipped him, by conversation with the traveler regarding each man sold, and also by a trip over the ground, oftentimes merely a hand-shake being the only salutation exchanged. But such acquaintance tends to cement the business connection between buyer and seller and explains many difficulties which could not otherwise be explained.—Lyle Merton in Hardware.

A Novelty, Not a Fashion.

Among the novelties in gloves are those with small pockets on the palm for carrying change, transfer tickets, etc. They serve the purpose for which they are intended without being as stiff and uncomfortable as one might suppose, but, like all such things, are novelties, pure and simple, and quite outside any question of fashion.

Deserving of more attention are the worsted gloves now shown at some of the leading haberdashers, made with ribbed tops, which reach more than halfway up to the elbows, but which may be worn turned down over the wrist if desired. They are in heavy, soft woods of dark gray and brown shades, can be pulled on and off easily and are delightfully warm and comfortable for driving, traveling or winter sports. Worsteds gloves are worn with morning and business clothes in town by many well dressed men, and are quite as good form

as leather. Worsteds waistcoats are also much in vogue this winter, and some of the fashionable shops are showing worsteds mufflers.

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

GRAND RAPIDS FIRE INSURANCE AGENCY

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

LIVINGSTON HOTEL



The steady improvement of the Livingston with its new and unique writing room unequalled in Mich., its large and beautiful lobby, its elegant rooms and excellent table commends it to the traveling public and accounts for its wonderful growth in popularity and patronage.
Cor. Fulton & Division Sts., Grand Rapids, Mich.

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.



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



Gripsack Brigade.

Lansing Republican: Ex-Chief of Police J. P. Sanford has started out on his first trip as a traveling salesman for Hugh Lyons & Co.

John Watkins (Musselman Grocer Co.) says he is as 'appy as a bee in an 'ive because he has thus far escaped the grip, being the only traveling representative of his house who is so favored.

Lansing Republican: J. J. Summerfield, who for the past three years has been soda dispenser with the Robinson Drug Co., has gone to Chicago, from which place he will tour the Western States in the interest of the Coco-Cola Co.

Wm. A. Monroe, formerly on the road for the Sherwood Hall Co. for five years and afterwards the representative of Morley Bros. for two years, has signed with the Cappon & Bertsch Leather Co., covering the territory formerly visited by A. D. Otis, Jr.

Wm. A. Rindge (Rindge, Kalmbach, Logie & Co., Ltd.) enjoyed the novelty of being run into by a snow plow on the Big Rapids branch of the Pere Marquette a few days ago. He was looking out of the rear window of a coach attached to a stalled train when the snow plow smashed into the train without leave or ceremony. The business end of the coach was badly damaged.

Kalamazoo Gazette: The regular annual election of officers of the United Commercial Travelers of America was held last evening in their council chamber at the Macca-bee temple. The following officers for the ensuing year were chosen: Past Counselor, C. W. Ihling; Senior Counselor, E. J. McLaughlin; Junior Counselor, C. H. Camp; Secretary and Treasurer, W. A. Worden; Conductor, R. W. Van Haaften; Page, H. H. Teubner; Sentinel, F. J. Gray. The Executive Committee for two years is composed of Messrs. H. M. Jordan and F. C. Stevenson. After the election of officers the Council adjourned to the Lavenberg cafe, where a banquet had been prepared. The following were in attendance: W. D. Watkins, C. D. Waldo, E. J. McLaughlin, F. L. Nixon, B. S. Shoup, F. L. Childs, R. W. Van Haaften, W. A. Worden, F. J. Gray, C. C. Adams, H. D. Baumgardner, Otis Baker, E. Giles, H. M. Jordan, C. W. Ihling, C. H. Camp, E. F. Zanders, F. C. Stevenson, G. R. Elsworth, D. E. Keyes, J. A. Hoffman and H. A. Teubner.

The Boys Behind the Counter.

Holland—L. S. Sprietsma has changed from the hardware store of J. A. Vander Veen to the hardware store of E. B. Standart.

Eaton Rapids—D. P. Smith has taken a position in the Co-operative Store.

Petoskey—Wm. Poch has resigned his position at Levinson's department store to take a similar one at Charlotte.

Arthur T. Ellsworth, formerly engaged in the drug business at Hancock, has organized a stock company at Duluth under the style of the DeVelda Drug Co., of which he is President and Manager, to engage in the jobbing of drugs and chemicals.

Largest Millinery House in Michigan



Six floors 80 x 100---48,000 square feet of display room devoted exclusively to millinery

Our new spring and summer catalogue of millinery contains one hundred and ninety cuts of TRIMMED HATS, READY TO WEAR and STREET HATS for ladies, misses and children. If you handle this line and desire to have us mail you a catalogue we will be pleased to do so free of charge on application.

Corl, Knott & Co., Ltd.

20, 22, 24 and 26 North Division St., Grand Rapids, Michigan



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

Mich. State Pharmaceutical Association.
 President—A. L. Walker, Detroit.
 First Vice-President—J. O. Schlottbeck, Ann Arbor.
 Second Vice-President—J. E. Weeks, Battle Creek.
 Third Vice-President—H. C. Peckham, Freeport.
 Secretary—W. H. Burke, Detroit.
 Treasurer—J. Major Lemen, Shepard.
 Executive Committee—D. A. Hagans, Monroe; J. D. Muir, Grand Rapids; W. A. Hall, Detroit; Dr. Ward, St. Clair; H. J. Brown, Ann Arbor.
 Trade Interest—W. C. Kirchgessner, Grand Rapids; Stanley Parkill, Owosso.

Imitation Vaccine Scar.

Get a little strong nitric acid. It can be got at the drug store. Get the arm ready and have a piece of soft blotting paper handy. Take a match or tooth-pick, dip it into the acid, so that a drop of the acid clings to the end of the match. Carefully transfer the drop to the spot on the arm where you wish the sore to appear. Let the drop stand a few minutes on the flesh. Watch it closely. The skin will begin to turn red. It will produce a slight, tingling sensation, nothing very hard to bear. After the drop has remained for two or three minutes touch it with the corner of the soft blotting paper, which will instantly absorb it, then the spot should be wiped off carefully and covered with a greased paper, or oiled silk will do just as well. After keeping it protected for a day or so, no more attention need be paid to it. After a week or so the spot where the nitric acid has been will begin to turn dark, and in a week or so more it will likely slough out a little piece, leaving a granulated sore underneath. This sore will gradually heal by producing a scar so nearly resembling vaccination that the average physician can not tell the difference.

Be careful about the nitric acid. Do not allow it to get on any clothing or any part of the flesh as it will make a sore wherever it touches. After the vaccination has been completed it is best to throw away the remainder of the acid, as it is very strong and poisonous.

There is no danger of doing any harm in making this sore. It should be remembered, however, that this is not vaccination at all. It is simply an imitation, and should only be used by those people who do not believe in vaccination.

Again, no pretense should ever be made that the child has been vaccinated. If a doctor wants to know whether the child has been vaccinated or not, simply show him the scar, and if he is satisfied with the scar well and good. I would not advise any physician to give a certificate of vaccination after having performed this imitation, because the deception would be simply a lie, and lying is not to be approved of even to escape

the necessity of being vaccinated. My own children have been treated in this way and have been examined a great many times in school for vaccination, and the scars have always been regarded as genuine vaccination scars. Other children have been vaccinated in the same way, but I have always refused to grant a certificate to any one on account of this vaccination. Dr. I. J. Brown.

Can Faded Photographs Be Restored?

Restorations of yellow and faded photographs (silver prints) to their original color are seldom or never attempted, for if the picture is sufficiently valuable to make restoration desirable, the risk of destroying the photograph is generally great. Perhaps the best plan is to make a new negative by copying the print through pale blue glass. The blue glass will destroy the yellow rays, and make the picture more distinct.

The following treatment has, however, been recommended for faded prints: Make up two baths: (A) Tungstate of soda $\frac{1}{2}$ oz., water 25 ozs.; (B) carbonate of lime 9 grs., chloride of lime $2\frac{1}{2}$ grs., chloride of gold and sodium 9 grs., distilled water 2 ozs.

The B solution should be made in a yellow stoppered bottle, allowed to stand for twenty-four hours, and filtered. For one cabinet print take 2 ozs. of A and 40 minims of B. After immersion for about ten minutes, or when the image has assumed a purple color, well wash the print and immerse it in a clearing bath of $2\frac{1}{2}$ ozs. of A and 2 drs. of hyposulphite of soda until the yellow color has disappeared (for this probably some hours will be required). A more simple plan is to immerse the print in a solution of mercuric chloride, and follow by the application of a solution of hyposulphite of soda, 2 grs. to the ounce. If the print is mounted it must be removed from the card.

John Morley.

Metallic Silver for Wounds.

Dr. Reboul has made use with excellent results of a sheet of silver leaf in dressing wounds and ulcerations. The silver sticks closely to the surface of the wounded or diseased tissue and a small quantity of cotton soaked in collodion is sufficient to keep it in place. When the wound is fresh it heals quickly without inflammation or suppuration. A perfect cicatrization of ulcerated cancer of the skin has been attained by this means.

The antiseptic properties of silver are not popularly known. Some years ago Dr. Rollin, of Lyons, in cultivating microbes in a bouillon which he had placed in a silver cup, found that the microbes perished and at the end of a few hours completely disappeared, and the fact was all the more remarkable as the same microbes multiplied when placed in another vessel. Pursuing his investigations, Dr. Rollin analyzed the bouillon which was contained in the silver vessel and found therein a very small trace of silver, which infinitely small quantity had rendered the bouillon antiseptic.

Poisons in the Body.

Prof. Jonsome says: The body is a factory of poisons. If these poisons, which are constantly being produced in large quantities in the body, are imperfectly removed or produced in too great quantity as the result of overfeeding, the fluids which surround the brain cells and all the living tissue are contaminated with poison substances which asphyxiate and paralyze the cells, and so interfere with their activity. This fact explains, in part at least, the stupidity which is a common after-dinner experience with many persons.

When food is retained in the stomach beyond the normal time, either because of its indigestibility, the taking of too large a quantity of it, or a crippled state of the stomach, these changes are certain to take place. This fact explains a very large share of the myriad symptoms which afflict the chronic dyspeptic. The giddiness, the tingling sensations, the confusion of thought, and even partial insensibility, which are not infrequently observed a few hours after meals in chronic dyspeptics, are due to this cause. Here is the explanation of the irascibility, the despondency, the pessimism, the indecision and various other forms of mental perversity, and even moral depravity, which are not infrequently associated with certain forms of gastro intestinal disturbances.

Ink-Paper for Travelers' Use.

The following would prove a paying specialty for drug stores that enjoy a good transient trade: Saturate thick white blotting paper with a strong solution of any of the water-soluble anilin dyes suitable for inks—nigrosin, navy blue, scarlet or violet, to which a little gum has been added. While wet, press three or four of the sheets, according to thickness, together, then dry. A small square cut off from the pad thus formed, and thrown into water, makes a good ink in a few moments.

A good plan is to use a punch, say one used for cutting gun wads, which makes a clean, round wafer. Put them up in boxes, give them any suitable name, and they will find ready sale, especially among public school children, travelers and people who "board" where facilities for writing are scanty.

Radium in Uranium.

The recent discovery that all uranium salts contain radium suggests a safe and easy method of administering radium internally. Homeopathic physicians have long prescribed nitrate of uranium in one-tenth to one-hundredth of a grain doses with good results. From present indications it will be safer to employ uranium for internal use than its much more dangerous constituent radium, at least until more is known of it. It has been stated that uranium salts contain radium in the proportion of about one part in two thousand. The nitrate is the only one used in medicine.

Peroxide Hydrogen as a Milk Preservative.

A Swedish inventor has devised a new method of preserving milk. He claims that milk can be kept fresh

for any length of time. The process consists of the addition of a certain percentage of peroxide hydrogen and subsequent sterilization. Mr. Budde, the inventor, claims to have demonstrated that the enzymes in the milk, together with heat, which latter should not exceed 55 deg. C., nor be less than 48 deg. C., have the power to decompose hydric peroxide into water and oxygen, and that, at the generation of oxygen, microbes and pores are entirely destroyed. The value of Mr. Budde's process has, it is asserted, been demonstrated by careful bacteriological analysis.

The Drug Market.

Opium—Is very dull and depressed, both in the primary market and in this country.

Morphine—Is unchanged.

Quinine—Is dull and unchanged.

Carbolic Acid—Market is very strong and another advance is looked for.

Oils Anise and Cassia—Are very strong at the advance and tending higher.

Oil Cedar—Is scarce and has advanced.

Oil Sassafras and Oil Wintergreen—Are both in small supply and very firm.

American Saffron—Is very firm and advancing.

Gum Camphor—Has advanced again 3c per pound.

Canary Seed—Has advanced on account of higher prices in the primary market.

Rapid Preparation of Mucilage of Acacia.

Mucilage of acacia may be rapidly prepared by mixing proper proportions of acacia and water in a wide-mouth bottle so as to completely fill the latter, and cork the bottle securely. When the gum settles to the bottom of the bottle, stand the latter on its head, and by continuing this alternate inversion as rapidly as the gum settles down, the mucilage may be prepared in at least twenty-four hours.

Cheap Artificial Camphor.

A Western professor asserts that he can manufacture camphor from turpentine and oxalic acid at a cost of 20 cents a pound.

The more you say the less people remember.

FRED BRUNDAGE

Wholesale Drugs and Stationery,

Fishing Tackle, Sporting Goods,
Fireworks and Flags.

32-34 Western Ave., MUSKEGON, Mich.

PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

Gas or Gasoline Mantles at 50c on the Dollar

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

Advanced—
Declined—

<p>Acidum</p> <p>Aceticum 60 8 Benzonolium, Ger. 70 17 Boric 10 17 Carbolicum 25 28 Citricum 35 40 Hydrochlor 30 5 Nitricum 30 10 Oxalicum 12 14 Phosphorum, dil. 15 15 Salicylicum 42 45 Sulphuricum 14 45 Tannicum 1 10 1 Tartaricum 35 40</p> <p>Ammonia</p> <p>Aqua, 18 deg. 40 6 Aqua, 20 deg. 60 8 Carbonas 12 15 Chloridum 12 14</p> <p>Aniline</p> <p>Black 2 00 2 25 Brown 30 10 100 Red 45 50 Yellow 2 50 3 00</p> <p>Balsamum</p> <p>Cubebae 20 22 24 Juniperus 50 6 Xanthoxylum 30 35</p> <p>Bichromate</p> <p>Peru 10 15 Terabin, Canada. 60 65 Tolutan 45 50</p> <p>Cortex</p> <p>Abies, Canadian 15 15 Cassiae 12 12 Cinchona Flava. 18 18 Eunymus atro. 30 30 Myrica Cerifera. 20 20 Prunus Virgin. 12 12 Quillaja, gr'd. 12 12 Sassafras, po. 18 14 Ulmus 25, gr'd. 46</p> <p>Ferru</p> <p>Carbonate Precip. 15 15 Citrate and Quinia 2 25 Citrate Soluble 70 40 Ferrocyanide S. 15 15 Solut. Chloride. 15 15 Sulphate, com'l. by 80 Sulphate, pure 7</p> <p>Flora</p> <p>Arnica 15 15 Anthemis 22 25 Matricaria 30 35</p> <p>Folia</p> <p>Barosma 30 33 Cassia Acutifol. 20 25 Cassia, Acutifol. 25 30 Salvia officinalis. 12 30 Uva Ursi. 50 10</p> <p>Gummi</p> <p>Acacia, 1st pkd. 60 65 Acacia, 2d pkd. 60 65 Acacia, 3d pkd. 60 65 Acacia, sifted sts. 60 65 Acacia, po. 45 65 Aloe, Barb. 12 14 Aloe, Cape. 20 25 Aloe, Socotri. 20 30 Ammoniac 55 60 Assafoetida 35 40 Benzoinum 50 65 Catechu, 1s. 10 13 Catechu, 1/2s. 10 13 Catechu, 1/4s. 10 13 Camphorae 1 05 10 10 Euphorbium 40 40 Galbanum 10 10 Gamboge 1 25 1 35 Gualacum 30 35 Kino 30 75 Mastic 60 60 Myrrh 30 45</p> <p>Herba</p> <p>Absinthium, oz pk 25 Eupatorium oz pk 20 Lobelia 25 Majorum 25 Mentha Pip oz pk 25 Mentha Vir oz pk 25 Rue 25 Tanacetum V. 25 Thymus V. 25</p> <p>Magnesia</p> <p>Calcined, Pat. 55 60 Carbonate, Pat. 18 20 Carbonate K-M. 18 20 Carbonate 18 20</p> <p>Oleum</p> <p>Absinthium 3 00 3 25 Amygdalae, Dulc. 50 60 Amygdalae Ama. 8 00 8 25 Anisi 1 75 1 85 Aurant Cortex. 2 10 2 20 Bergamit 2 85 3 25 Cajuputi 1 10 1 15 Caryophylli 1 60 2 10 Cedar 35 70 Chenopadii 2 00 Cinnamonoli 1 10 20 Citronella 40 45 Citronum Mac. 80 90 Copaiba 1 15 1 25 Cubebae 1 30 1 35</p>	<p>Exechthitos 4 25 4 50 Ergotin 1 00 2 10 Galtheria 2 50 2 60 Geranium 50 60 Gossypil, Sem gal 50 60 Hedeoma 1 40 1 50 Junipera 1 50 2 00 Lavendula 90 2 75 Limonis 1 15 2 25 Mentha Piper 3 50 2 75 Mentha Verid. 5 00 2 50 Morrhuae, gal. 2 75 4 00 Myrica 4 00 4 50 Olive 75 2 30 Pisic Liquida 100 12 Pisic Liquida gal. 35 35 Ricina 90 2 40 Rosmarin 2 10 00 Rosae, oz 5 00 2 60 Succini 40 45 Sabina 90 2 10 Santal 2 75 2 70 Sinapis 60 65 Sinapis, ess. oz 65 Tigil 1 50 2 40 Thyme 40 40 Thyme, opt 2 10 00 Theobromas 15 20</p> <p>Potassium</p> <p>Bi-Carb 15 18 Bichromate 13 15 Bromide 40 45 Carb 12 15 Chlorate po 17 19 Cyanide 34 35 Iodide 75 2 35 Potassa, Bitart pr 30 32 Potass Nitras opt 70 10 Potass Nitras 60 8 Prussiate 23 25 Sulphate po 15 18</p> <p>Radix</p> <p>Aconitum 20 25 Althae 30 33 Anchusa 100 12 Arum po 25 25 Calamus 20 40 Gentiana 12 15 Glycyrrhiza pv 15 16 Hydrastis Cana. 1 50 Hydrastis Can po 1 50 Hellebore, Alb. 12 15 Inula, po 18 22 Ipecac, po 2 75 2 80 Iris plox 35 40 Jalapa, pr 25 30 Maranta, 1/4s 30 35 Podophyllum po. 22 25 Rhei 75 2 15 Rhei, cut 1 25 Rhei, pv 75 2 15 Spigella 35 38 Sanguinari, po 24 32 Serpentaria 65 70 Senega 75 85 Smilax, off's H 60 40 Smilax, M 25 25 Scilla 100 12 Symplecarpus 25 25 Valeriana, Eng. 15 20 Valeriana, Ger 15 20 Zingiber a 14 16 Zingiber j 16 20</p> <p>Semen</p> <p>Anisum 10 16 Aptium (gravel's) 13 15 Bird 1s 40 11 Carul 10 11 Cardamon 70 93 Coriandrum 80 10 Cannabis Sativa 6 1/2 7 Cydonium 75 100 Chenopodium 25 30 Dipterix Odorate. 80 2 100 Foeniculum 10 18 Foenugreek, po 70 9 Fini 40 40 Lini, gr'd bbl 4 30 6 Lobelia 75 80 Pharlaris Cana'n 6 1/2 8 Rapa 50 6 Sinapis Alba 70 9 Sinapis Nigra 90 10</p> <p>Spiritus</p> <p>Frumentum W.D. 2 00 2 50 Frumentum 25 2 10 Juniperis Co O T 1 65 2 00 Juniperis Co 1 90 2 10 Saccharum N E 1 90 2 10 Spt Vini Galli 1 25 2 50 Vini Oporto 1 25 2 50 Vini Alba 1 25 2 50</p> <p>Sponges</p> <p>Florida sheeps w/ carriage 2 50 2 75 Nassau sheeps w/ carriage 2 50 2 75 Velvet extra shps' wool, carriage 2 10 1 50 Extra yellow shps' wool, carriage 2 10 1 25 Grass sheeps w/ carriage 2 10 1 00 Hard, slate use 2 10 1 00 Yellow Reef, for slate use 2 10 1 40</p> <p>Syrups</p> <p>Acacia 50 50 Aurant Cortex 50 50 Zingiber 50 50 Ipecac 50 50 Ferri Iod 50 50 Rhei Arum 50 50 Smilax Off's 50 50 Senega 50 50 Scilla 50 50 Scilla Co 50 50 Tolutan 50 50 Prunus virg 50 50</p> <p>Tinctures</p> <p>Aconitum Nap's R 50 50 Aconitum Nap's R 50 50 Aloe 50 50 Aloe & Myrrh 50 50 Arnica 50 50 Piper Nigra 50 50 Atropine Belladonna 50 50 Aurant Cortex 50 50 Benzoin 50 50 Benzoin Co 50 50 Barosma 50 50 Cantharides 50 50 Capsicum 50 50 Cardamon 50 50 Cardamon Co 50 50 Castor 50 50 Catechu 50 50 Cinchona .</p>
--	--

**We are Importers and Jobbers of Drugs,
Chemicals and Patent Medicines.**

We are dealers in Paints, Oils and Varnishes.

We have a full line of Staple Druggists' Sundries.

**We are the sole proprietors of Weatherly's
Michigan Catarrh Remedy.**

We always have in stock a full line of
Whiskies, Brandies, Gins, Wines and
Rums for medical purposes only.

We give our personal attention to mail orders and guarantee satisfaction.

All orders shipped and invoiced the same day received. Send a trial order.

Hazeltine & Perkins Drug Co.

Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

Index to Markets

By Columns

Col	
A	Axle Grease
B	Bath Brick
	Brooms
	Brushes
	Butter Color
C	Confections
	Candles
	Canned Goods
	Carbon Oils
	Catsup
	Cheese
	Chewing Gum
	Chicory
	Chocolate
	Clothes Lines
	Cocoa
	Cocanut
	Cocoa Shells
	Coffee
	Crackers
D	Dried Fruits
F	Farinaceous Goods
	Fish and Oysters
	Fishing Tackle
	Flavoring Extracts
	Fly Paper
	Fresh Meats
	Fruits
G	Gelatine
	Grain Bags
	Grains and Flour
H	Herbs
	Hides and Pelts
I	Indigo
J	Jelly
L	Licorice
	Lye
M	Meat Extracts
	Molasses
	Mustard
N	Nuts
O	Oives
P	Pipes
	Pickles
	Playing Cards
	Potash
	Provisions
R	Rice
S	Salad Dressing
	Saleratus
	Salt Soda
	Salt Fish
	Seeds
	Shoe Blacking
	Snuff
	Soap
	Soda
	Spices
	Starch
	Sugar
	Syrups
T	Tea
	Tobacco
	Twine
V	Vinegar
W	Washing Powder
	Wicking
	Woodenware
	Wrapping Paper
Y	Yeast Cake

1

AXLE GREASE

Aurora	55	600
Castor Oil	55	700
Diamond	50	425
Frazer's	75	900
IXL Golden	75	900
BATH BRICK		
American	75	75
English	85	85
BROOMS		
No. 1 Carpet	2.75	
No. 2 Carpet	2.35	
No. 3 Carpet	2.15	
No. 4 Carpet	1.75	
Parlor Gem	2.40	
Common Whisk	85	
Whisk	1.20	
Warehouse	3.00	
BRUSHES		
Solid Back, 8 in	75	
Solid Back, 11 in	95	
Pointed Ends	85	
STOVE		
No. 3	75	
No. 2	1.10	
No. 1	1.75	
SHOE		
No. 8	1.00	
No. 7	1.30	
No. 4	1.90	
No. 3	1.90	
BUTTER COLOR		
W. R. & Co.'s, 15c size	1.25	
W. R. & Co.'s, 25c size	2.00	
CANDLES		
Electric Light, 9s	9%	
Electric Light, 16s	10%	
Paraffine, 6s	9%	
Paraffine, 12s	10%	
Wicking	19%	
CANNED GOODS		
3 lb. Standards	80	
Gals. Standards	2.00	2.25
Standards	85	
BEANS		
Baked	80	1.30
Red Kidney	85	90
String	70	1.15
Wax	75	1.25
BLUEBERRIES		
Standard	1.40	
BROOK TROUT		
2 lb. cans, Spiced	1.90	
CLAMS		
Little Neck, 1 lb. 100	1.25	
Little Neck, 2 lb.	1.50	
CLAM BOUILLON		
Burnham's, 1/2 pt.	1.92	
Burnham's, 1 pt.	3.60	
Burnham's, qts	7.20	
CHERRIES		
Red Standards	1.30	1.50
White	1.50	
CORN		
Fair	1.25	
Good	1.30	
Fancy	1.50	
FRENCH PEAS		
Sur Extra Fine	22	
Extra Fine	19	
Fine	15	
Moyen	11	
GOOSEBERRIES		
Standard	90	
HOMINY		
Standard	85	
LOBSTER		
Star, 1/2 lb.	2.15	
Star, 1 lb.	3.75	
Picni Tails	2.40	
MACKEREL		
Mustard, 1 lb.	1.80	
Mustard, 2 lb.	2.80	
Soused, 1 lb.	1.80	
Soused, 2 lb.	2.80	
Tomato, 1 lb.	1.80	
Tomato, 2 lb.	2.80	
MUSHROOMS		
Hotels	18	20
Buttons	22	25
OYSTERS		
Cove, 1 lb.	90	
Cove, 2 lb.	1.65	
Cove, 1 lb. Oval	1.00	
PEACHES		
Ple	1.10	1.15
Yellow	1.45	1.85
PEARS		
Standard	1.00	
Fancy	1.25	
PEAS		
Marrowfat	90	1.00
Early June	90	1.10
Early June Sifted	1.45	
PLUMS		
Plums	85	
PINEAPPLE		
Grated	1.25	2.75
Sliced	1.25	2.55

2

Pumpkin

Fair	70	
Good	80	
Fancy	1.00	
Gallon	2.25	
RASPBERRIES		
Standard	90	
RUSSIAN CAVIAR		
1/4 lb. cans	3.75	
1/2 lb. cans	7.00	
1 lb can	12.00	
SALMON		
Col'a River, talls.	1.65	
Col'a River, flats.	1.85	
Red Alaska	1.65	
Pink Alaska	1.90	
SARDINES		
Domestic, 1/4s	3%	
Domestic, 1/2s	12%	
Domestic, Must'd.	11	14
California, 1/4s	17	24
French, 1/4s	7	14
French, 1/2s	18	28
SHRIMPS		
Standard	1.20	1.40
SUCCOTASH		
Good	1.50	
Fancy	1.60	
STRAWBERRIES		
Standard	1.10	
Fancy	1.40	
TOMATOES		
Fair	85	95
Good	1.15	
Fancy	1.15	1.40
Gallons	2.75	3.00
CARBON OILS		
Perfection	12%	
Water White	12%	
D. S. Gasoline	12%	
Deodor'd Nap'a	12%	
Cylinder	29	34
Engine	16	22
Black, winter	9	10%
CATSUP		
Columbia, 25 pts.	4.50	
Columbia, 25 1/2 pts.	4.60	
Snider's quarts	3.25	
Snider's pints	2.25	
Snider's 1/2 pints	1.30	
CHEESE		
Acme	12	
Amboy	12	
Carson City	12	
Elsie	13	
Emblem	12 1/2	
Gem	12 1/2	
Gold Medal	12 1/2	
Ideal	12	
Jersey	12 1/2	
Riverside	12	
Brick	12 1/2	13
Edam	11	10
Leiden	17	
Limburger	12 1/2	13
Pineapple	50	75
Sap	20	20
CHEWING GUM		
American Flag Spruce	55	
Beeman's Pepsin	60	
Black Jack	55	
Largest Gum Made	60	
Sen Sen	55	
Sen Sen Breath Per'e	1.00	
Sugar Leaf	55	
Yucatan	55	
CHICORY		
Bulk	5	
Red	5	
Eagle	4	
Frank's	7	
Schener's	6	
CHOCOLATE		
Walter Baker & Co.'s	23	
Premium Sweet	31	
Vanilla	41	
Caracas	35	
Eagle	28	
CLOTHES LINES		
60 ft. 3 thread, extra	1.00	
72 ft. 3 thread, extra	1.40	
90 ft. 3 thread, extra	1.70	
60 ft. 6 thread, extra	1.29	
72 ft. 6 thread, extra	1.50	
JUTE		
60 ft.	75	
72 ft.	90	
90 ft.	1.05	
120 ft.	1.50	
COTTON VICTOR		
50 ft.	1.10	
60 ft.	1.35	
70 ft.	1.60	
COTTON WINDSOR		
50 ft.	1.30	
60 ft.	1.44	
70 ft.	1.80	
80 ft.	2.00	

3

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	38
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	31
Webb	31
Wilbur, 1/4s	41
Wilbur, 1/2s	42
COCOANUT	
Dunham's 1/4s	26
Dunham's 1/2s & 1/4s	26 1/2
Dunham's 1/4s	27
Dunham's 1/2s	28
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
Peaberry	16
Maracaibo	
Fair	13 1/2
Choice	16 1/2
Mexican	
Choice	16 1/2
Fancy	19
Guatemala	
Choice	15
Java	
African	12
Fancy African	17
O. G.	25
P. G.	31
Arabian Mocha	
Package	21
New York Basis	
Arbuckle	12 00
Dilworth	12 00
Jersey	12 00
Lion	12 00
McLaughlin's XXXX sold	
to retailers only. Mail all	
orders direct to W. F.	
McLaughlin & Co., Chicago.	
Extract	
Holland, 1/2 gro boxes	95
Felix, 1/2 gross	1.15
Hummel's foil, 1/2 gro	85
Hummel's tin, 1/2 gro	1.43

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
Faust	7 1/2
Argo	7
Extra Farina	7 1/2
Sweet Goods	
Assorted Cake	10
Bagley Gems	8 1/2
Belle Rose	8 1/2
Hent's Water	16
Butter Thin	13
Coco Bar	10
Cococanut Taffy	12
Cinnamon Bar	9
Coffee Cake, N. B. C.	10
Coffee Cake, Iced	10
Cococanut Macaroons	13
Cracknels	16
Currant Fruit	10
Chocolate Dainty	16
Cartwheels	9
Dixie Cookie	8 1/2
Frosted Creams	8 1/2
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 Crummet	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	12
Lemon Gems	10
Lem Yen	10
Maple Cake	10
Marshmallow	16
Marshmallow Cream	16
Marshmallow Wafers	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
Pretzellettes, hand m'd	8
Pretzellettes, 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	8 1/

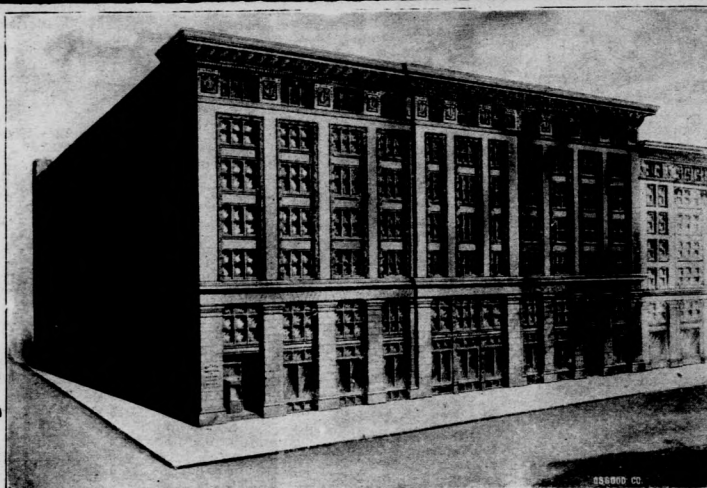
6	7	8	9	10	11
MOLASSES Fancy Open Kettle ... 40 Choice ... 35 Fair ... 26 Good ... 22 Half barrels 2c extra MUSTARD Horse Radish, 1 dz ... 1 75 Horse Radish, 2 dz ... 3 50 Bayle's Celery, 1 dz ... 1 00 OLIVES Bulk, 1 gal. kegs ... 1 00 Bulk, 3 gal. kegs ... 85 Bulk, 5 gal. kegs ... 85 Manzanilla, 7 oz ... 80 Queen, pints ... 2 35 Queen, 19 oz ... 4 50 Queen, 28 oz ... 7 00 Stuffed, 5 oz ... 90 Stuffed, 8 oz ... 1 45 Stuffed, 10 oz ... 2 30 PIPES Clay, No. 216 ... 1 70 Clay, T. D., full count ... 65 Cob, No. 3 ... 85 PICKLES Medium Barrels, 1,200 count ... 7 75 Half bbls, 600 count ... 4 50 Small Half bbls, 1,200 count ... 5 50 Barrels, 2,400 count ... 9 50 PLAYING CARDS No. 90, Steamboat ... 85 No. 15, Rival, assorted ... 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, Tourment whist ... 25 POTASH 48 cans in case Babbitt's ... 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 00 Family Mess Loin ... 17 50 Clear Family ... 13 50 Dry Salt Meats Bellies ... 9 50 S P Bellies ... 10 50 Extra shorts ... 9 50 Smoked Meats 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) Bacon, clear ... 10 @ 12 1/2 California hams ... 8 Boiled Hams ... 17 Picnic Boiled Hams ... 12 1/2 Berlin Ham pr's'd ... 8 3/4 Mince Ham ... 9 Lard Compound ... 7 1/4 Pure ... 8 1/4 60 lb. tubs, advance ... 8 1/4 80 lb. tubs, advance ... 1 1/4 80 lb. tins, advance ... 1 1/4 20 lb. pails, advance ... 3/4 10 lb. pails, advance ... 3/4 5 lb. pails, advance ... 1 3 lb. pails, advance ... 1 Sausages Bologna ... 5 1/2 Liver ... 6 1/2 Frankfort ... 8 Pork ... 8 Veal ... 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. ... 1 10 1/4 bbls., 40 lbs. ... 1 90 1/4 bbls. ... 3 75 1 bbls. ... 7 50 Kits, 15 lbs. 1/4 bbls., 40 lbs. ... 1 25 1/4 bbls., 80 lbs. ... 2 60 Casings Hogs, per lb. ... 26 Beef rounds, set ... 15 Beef middles, set ... 45 Sheep, per bundle ... 70 Uncolored Buttrine Solid, dairy ... 9 10 @ 10 Rolls, dairy ... 10 1/2 @ 11 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 ... 85 Deviled ham, 1/4 ... 85 Mustard, white ... 8 Poppy ... 8 Potted tongue, 1/4 ... 85 RICE Domestic Carolina head ... 6 @ 5 1/2 Carolina No. 1 ... 5 1/2 Carolina No. 2 ... 5 Broken ... 3 @ 3 1/2 Japan, No. 1 ... 5 @ 5 1/2 Japan, No. 3 ... 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 ... 3 15 Deland's ... 3 00 Dwight's Cow ... 3 15 Emblem ... 2 10 L. P. ... 3 00 Wyandotte, 100 % ... 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 00 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 Brls, 120 bags, 2 1/2 lbs ... 3 25 Brls, 100 bags, 3 lbs ... 3 00 Brls, 60 bags, 5 lbs ... 3 00 Brls, 50 bags, 6 lbs ... 3 00 Brls, 30 bags, 10 lbs ... 2 75 Brls, 22 bags, 14 lbs ... 2 85 Brls, 320 lbs. bulk ... 2 25 Cases, 24 cts, 3 lbs ... 1 25 Butter Brls, 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 5lb. 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 1/2 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 ... 8 50 White hoops, bbl. ... 8 50 White hoops, 1/2 bbl. ... 4 50 White hoops keg. ... 60 @ 65 Norwegian Round, 100 lbs ... 3 60 Round, 50 lbs ... 2 10 Scaled ... 18 Trout No. 1, 100 lbs ... 5 50 No. 1, 40 lbs ... 2 50 No. 1, 10 lbs ... 70 No. 1, 8 lbs ... 59 Mackerel Mess 100 lbs. ... 14 50 Mess 50 lbs. ... 7 75 Mess 10 lbs. ... 1 75 Mess 8 lbs. ... 1 45 No. 1, 100 lbs. ... 13 00 No. 1, 50 lbs. ... 7 00 No. 1, 10 lbs. ... 1 60 No. 1, 8 lbs. ... 1 35 Whitefish No. 1 No. 2 Fam 100 lbs. ... 7 50 50 &s. ... 3 60 10 lbs. ... 90 8 lbs. ... 75 SEEDS Anise ... 15 Canary, Smyrna ... 6 Caraway ... 8 Cardamon, Malabar ... 1 00 Celery ... 10 Hemp, Russian ... 4 Mixed Bird ... 4 Mustard, white ... 8 Rape ... 8 Cattle 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 ... 85 French Rappie, in jars ... 85	SOAP Central City Soap Co's brand. Jaxon ... 3 10 Jaxon, 5 box, del. ... 3 05 Jaxon, 10 box, del. ... 3 00 Johnson Soap Co. brands Silver King ... 3 65 Calumet Family ... 2 75 Scotch Family ... 2 85 Cuba ... 2 35 J. S. Kirk & Co. brands American Family ... 4 05 Dusky Diamond, 50 doz. ... 80 Dusky D'nd., 100 doz. ... 80 Jap Rose ... 3 75 White 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 Acme, 100 % lb. bars ... 3 10 Big Master ... 4 00 Snow Boy P'dr. 100 pk. ... 4 00 Marselles ... 4 00 Proctor & Gamble brands Lenox ... 3 10 Ivory, 6 oz ... 4 00 Ivory, 10 oz ... 6 75 Star ... 3 25 A. B. Wrisley brands Good Cheer ... 4 00 Old Churn ... 4 00 Secouring 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 Kegs, English ... 4 1/2 SPICES Whole Spices Allspice ... 12 Cassia, China in mats. ... 12 Cassia, Batavia, bund. ... 28 Cassia, Saigon, broken. ... 40 Cassia, Saigon, in rolls. ... 25 Cloves, Amboyna ... 25 Cloves, Zanzibar ... 25 Nutmegs, 75-80 ... 50 Nutmegs, 105-10 ... 40 Nutmegs, 115-20 ... 35 Pepper, Singapore, blk. ... 15 Pepper, Singp. white ... 25 Pepper, shot ... 17 Pure Ground in Bulk Allspice ... 16 Cassia, Batavia ... 28 Cassia, Saigon ... 28 Cloves, Zanzibar ... 22 Ginger, African ... 15 Ginger, Cochinchina ... 18 Ginger, Jamaica ... 25 Mace ... 65 Mustard ... 18 Pepper, Singapore, blk. ... 17 Pepper, Singp. white ... 28 Pepper, Cayenne ... 20 Sage ... 20 STARCH Common Gloss ... 5 3lb. packages ... 4 1/2 6lb. packages ... 5 1/2 40 and 50 lb. boxes ... 3 @ 2 1/2 Barrels ... 3 @ 2 1/2 Common Corn 20 1lb. packages ... 5 40 1lb. packages ... 4 1/2 @ 7 SYRUPS Corn Barrels ... 22 1/2 Half barrels ... 24 1/2 20lb. cans, 1/2 dz in case ... 1 60 10lb. cans, 1/2 dz in case ... 1 60 5lb. cans, 1 dz in case ... 1 60 2 1/2 lb. cans, 2 dz in case ... 1 85 Pure Cane Fair ... 16 Good ... 20 Choice ... 25 TEA Japan Sundried, medium ... 24 Sundried, choice ... 32 Sundried, fancy ... 36 Regular, medium ... 24 Regular, choice ... 32 Regular, fancy ... 36 Basket-fired, medium ... 31 Basket-fired, choice ... 38 Nibs ... 22 @ 24 Siftings ... 12 @ 11 Fannings ... 12 @ 11 Gunpowder Moyune, medium ... 30 Moyune, choice ... 32 Moyune, fancy ... 40 Pingsuey, medium ... 30 Pingsuey, choice ... 30 Pingsuey, fancy ... 40 Young Hyson Choice ... 30 Fancy ... 36 Oolong Formosa, fancy ... 42 Amoy, medium ... 25 Amoy, choice ... 32 English Breakfast Medium ... 20 Choice ... 30 Fancy ... 40 India Ceylon, choice ... 22 Fancy ... 22	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 ... 32 Kyo ... 34 Hiawatha ... 41 Battle Axe ... 33 American Eagle ... 32 Standard Navy ... 36 Spear Head, 16 oz. ... 42 Spear Head, 8 oz. ... 44 Nobby Twist ... 48 Jolly Tar ... 36 Old Honesty ... 42 Toddy ... 33 J. T. ... 36 Piper Hellsick ... 63 Boot Jack ... 78 Honey Dip Twist ... 39 Black Standard ... 38 Cadillac ... 38 Forge ... 30 Nickel Twist ... 50 Smoking Sweet Core ... 34 Flat Car ... 32 Great Navy ... 34 Warpath ... 26 Bamboo, 16 oz. ... 25 I X L, 16 oz. ... 27 I X L, 16 oz., pails ... 31 Honey Dew ... 37 Gold Block ... 37 Flagman ... 40 Chips ... 33 Kiln Dried ... 21 Pike's Mixture ... 39 Duke's Cameo ... 39 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, 2 1/2 oz. ... 35 Peerless, 1 2-3 oz. ... 36 Air Brake ... 36 Cant Hook ... 30 Country Club ... 32-34 Forex-XXXX ... 28 Good Indian ... 23 Self Binder ... 20-22 Silver Foam ... 34 TWINE Cotton, 3 ply ... 26 Cotton, 4 ply ... 26 Dute, 2 ply ... 14 Hemp, 6 ply ... 13 Flax, medium ... 20 Wool, 1lb. balls ... 6 VINEGAR Malt White Wine, 40 gr. ... 8 Malt White Wine, 80 gr. ... 11 Pure Cider, B & B ... 11 Pure Cider, Red Star ... 11 Pure Cider, Robinson ... 11 Pure Cider, Silver ... 11 WASHING POWDER Diamond Flake ... 2 75 Gold Brick ... 2 75 Gold Dust, regular ... 4 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 75 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, wide band ... 1 25 Market ... 35 Splint, large ... 6 00 Splint, medium ... 5 00 Splint, small ... 4 00 Willow, Clothes, large ... 7 25 Willow Clothes, med ... 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 ... 45 No. 2 Oval, 250 in crate ... 45 No. 3 Oval, 250 in crate ... 45 No. 5 Oval, 250 in crate ... 60 Churns Barrel, 5 gal., each ... 2 40 Barrel, 10 gal., each ... 2 55 Barrel, 15 gal., each ... 2 70 Clothes Pins Round head, 5 gross bx. ... 55 Round head, cartons ... 75	Egg Crates Humpty Dumpty ... 2 40 No. 1, complete ... 32 No. 2, complete ... 18 Faucets Cork lined, 8 in ... 65 Cork lined, 9 in ... 75 Cork lined, 10 in ... 85 Cedar, 8 in ... 55 Mop Sticks Trojan spring ... 90 Eclipse patent spring ... 85 No. 1 common ... 75 No. 2 pat. brush holder ... 85 12lb. cotton mop heads ... 25 Ideal No. 7 ... 90 Pails 2-hoop Standard ... 1 60 3-hoop Standard ... 1 75 2-wire, Cable ... 1 70 3-wire, Cable ... 1 90 Cedar, all red, brass ... 1 25 Paper, Eureka ... 2 25 Fibre ... 2 70 Toothpicks Hardwood ... 2 50 Softwood ... 2 75 Banquet ... 1 50 Ideal ... 1 50 Traps Mouse, wood, 2 holes ... 22 Mouse, wood, 4 holes ... 45 Mouse, wood, 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 ... 1 20 17 in. Butter ... 3 25 19 in. Butter ... 4 75 Assorted 13-15-17 ... 2 25 Assorted 15-17-19 ... 3 25 WRAPPING PAPER Common Straw ... 1 1/2 Fibre Manila, white ... 2 1/2 Fibre Manila, colored ... 4 No. 1 Manila ... 4 Cream Manila ... 4 Butcher's Manila ... 2 1/2 Wax Butter, short c't. ... 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 Haddock ... 10 @ 11 Clisces or Herring ... 5 Bluefish ... 11 @ 12 Live Lobster ... 25 Boiled Lobster ... 27 Cod ... 12 @ 12 1/2 Haddock ... 8 Pike ... 8 1/2 Perch, dressed ... 7 Smoked White ... 12 @ 12 1/2 Red Snapper ... 12 @ 13 Col. River Salmon ... 12 @ 13 Mackerel ... 13 @ 20 OYSTERS Cans F. H. Counts ... 37 Extra Selects ... 30 Selects ... 25 Perfection Standards ... 24 Anchors ... 22 Standards ... 22 Bulk Standard, gal. ... 1 20 Selects, gal. ... 1 40 Extra Selects, gal. ... 1 60 Fairhaven Counts, gal. ... 1 75 Shell Oysters, per 100 ... 1 00 Shell Clams, per 100 ... 1 00 Clams, gal. ... 1 25 HIDES AND PELTS Hides Green No. 1 ... 7 Green No. 2 ... 8 Cured No. 1 ... 8 1/2 Cured No. 2 ... 7 1/2 Calfskins, green No. 1 ... 10	Calfskins, green No. 2 ... 8 1/2 Calfskins, cured No. 1 ... 11 Calfskins, cured No. 2 ... 9 1/2 Steer Hides 60lbs. over ... 34 Cow hides 60lbs. over ... 34 Pelts Old Wool ... 50 @ 1 50 Shearlings ... 50 @ 1 50 Tallow No. 1 ... 4 1/2 No. 2 ... 3 1/2 Wool Washed, fine ... 20 Washed, medium ... 23 Unwashed, fine ... 14 @ 16 Unwashed, medium ... 20 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 Special ... 7 1/2 Conserves ... 7 1/2 Royal ... 8 1/2 Ribbon ... 9 Broken ... 8 Cut Loaf ... 8 English Rock ... 9 Kindergarten ... 8 1/2 Bon Ton Cream ... 8 1/2 French Cream ... 11 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 ... 12 Sugared Peanuts ... 10 Salted Peanuts ... 10 Starlight Kisses ... 10 San Blas Goodies ... 12 Lozenges, plain ... 9 Lozenges, printed ... 10 Champion Chocolate ... 11 Eclipse Chocolates ... 13 Quintette Chocolates ... 12 Champion Gum Drops ... 8 Moss Drops ... 9 Lemon Sours ... 9 Imperial ... 9 Ital. Cream Opera ... 12 Ital. Cream Bon Bons ... 12 20 lb. pails ... 12 Molasses Chews, 15lb. ... 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 ... 85 Dark No. 12 ... 1 00 Gum Drops ... 35 O. F. Licorice Drops ... 35 Lozenges, plain ... 55 Lozenges, printed ... 55 Imperial ... 55 Mottos ... 60 Cream Bar ... 55 Molasses Bar ... 55 Hand Made Crms. 80 @ 90 Cream Buttons, Pep. and Wintergreen ... 55 String Rock ... 55 Wintergreen Berries ... 55 Old Time Assorted, 25 ... 2 50 Buster Brown Goodies 30lb. case ... 3 25 F. Bosenberger's brands. Caramels ... 10 Nuts caramels ... 14 Kisses ... 12 Chocolates ... 11-20 Pop Corn Maple Jake, per case ... 3 00 Cracker Jack ... 3 00 Pop Corn Balls ... 1 30 NUTS Whole Almonds, Tarragona ... 16 Almonds, Ivica ... 16 Almonds, California srt ... 16 shelled, new ... 14 @ 16 Brazil ... 11 Walnuts, French ... 11 Walnuts, soft shelled ... 11 Cal. No. 1 ... 15 @ 16 Table Nuts, fancy ... 11 Pecans, Med. ... 9 Pecans, Ex. Large ... 10 Pecans, Jumbo ... 11 Hickory Nuts per bu. ... 11 Ohio new ... 1 75 Cocoanuts ... 4 Chestnuts, per bu. ... 4 Shelled Spanish Peanuts. 7 1/2 @ 8 Peanut Halves ... 35 Walnut Halves ... 32 Filbert Meats ... 25 Alicante Almonds ... 34 Jordan Almonds ... 47 Peanuts Fancy, H. P. Suns. 6 1/2 @ 7 Fancy, H. P. Suns. ... 7 Roasted ... 7 1/2 @ 8 Choice, H. P. J. ... 8 1/2 bo. Roasted ... 9 @ 9 1/2

BUTLER BROTHERS

NEW YORK CHICAGO ST. LOUIS



This is the
catalogue that
fills these
buildings
with business

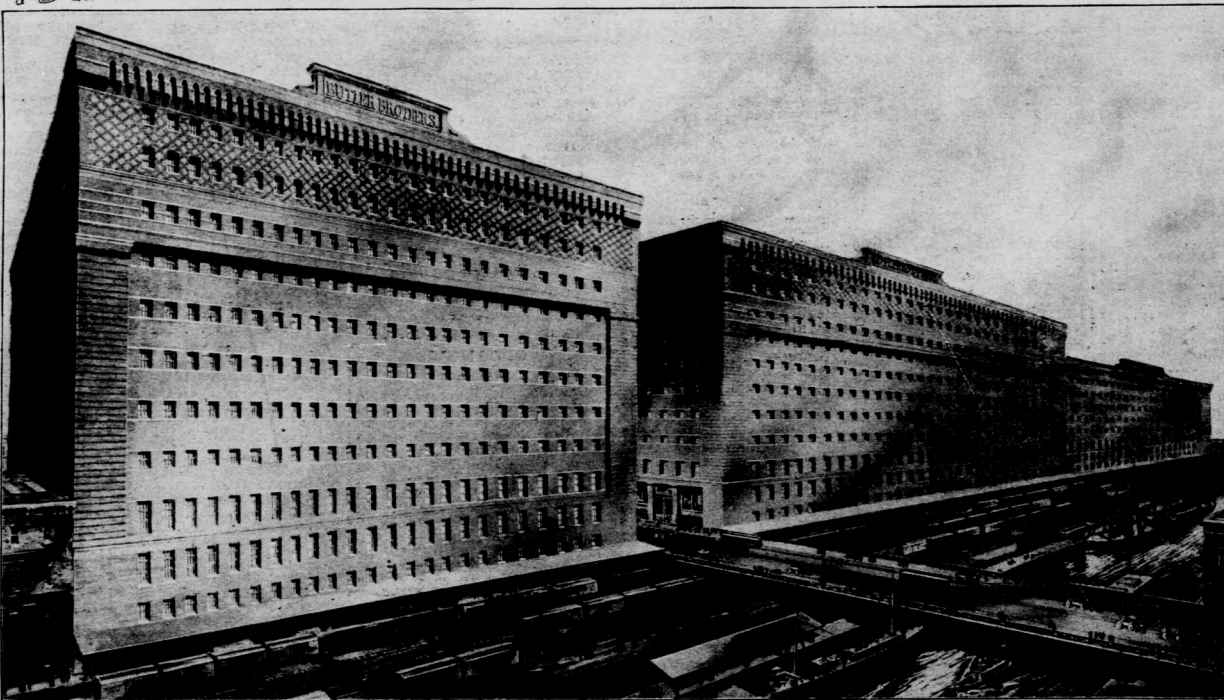


ST. LOUIS BUILDING



NEW YORK BUILDING

The principal Spring
edition is ready to mail.
Free to merchants. Ask
for Catalogue No. J496.



CHICAGO HOUSE

The United States and Cotton.

The high price of cotton has prompted a great many speculations and prophecies as to the future source of supply. It has been repeatedly suggested that there is danger of competition which in time might seriously interfere with the product of which hitherto the United States has had a practical monopoly. A few days since this was made the subject of an interesting speech by Congressman Lovering in the House of Representatives. He pointed out that the serious trouble with the cotton growing business was not so much lack of land in the United States, where it can be profitably grown, as lack of people to cultivate the crop. He cited the statistics of several states to show that of those engaged in cotton growing in 1876, 60 per cent. were black and 40 per cent. white; but that in 1900 these figures had been exactly reversed, the cotton in that year being grown by 60 per cent. white and 40 per cent. black labor. He said that the negroes are constantly leaving the country and going to the cities, which statement he supported by quoting figures. He intimated that there is already difficulty in getting suitable help in the cotton fields. There is plenty of land, but there must be hands to raise the cotton.

The Agricultural Department says that there is no danger that the United States will have any competition in cotton raising which may be considered dangerous. Some cotton has been grown in Brazil, but coffee is a more profitable crop and the planters prefer to stick to that. The same authority says that the annual cotton crop in Egypt is about a million bales, but if the entire available area were used, the product would not exceed four million bales a year. The latter figure is improbable, in view of the fact that grain and food crops are equally, if not more, attractive. Experiments are being made in Africa, but it will be a long while at best before that region is anything like a competitor in the market. In some of her provinces Russia has been doing something in the cotton business, but just now Russia has its hands full with other things, and even under the most favorable circumstances there is nothing to be feared from its rivalry. If the statements made by the Agricultural Department are reliable—and presumably they are—and if Congressman Lovering is right in his premises and conclusions—as presumably he is—the United States ought to be able easily to maintain its supremacy as a cotton growing country. It would seem as if the labor problem ought not to be a very serious one, provided, of course, that the planters will pay a fair price for the work. There is nothing about cotton raising which the ordinary laborer can not learn under competent direction, and there are plenty of Southerners to serve as overseers. The cost of producing the crop may be somewhat advanced, which would have its effect on the market price and as well on the price of cotton cloth. That is something which will adjust itself. A certain amount of cotton is annually needed

to supply the demand and from some source it is reasonable to expect that there will be help enough provided to raise it. In that view of it cotton can still be king and the United States retain its supremacy as a cotton producing country.

Couldn't Stand the Stares.

People who live constantly in the eye of the public soon become so accustomed to the stares of persons on the streets and in the cars that they are practically unconscious of them, but a certain well known Philadelphia soprano had an experience the other day which showed her that there are stares and stares. One warm afternoon last week the singer, after an unusually hard day in her studio, went into Logan Square for a walk and a breath of fresh air. After a quarter of an hour of wandering among the trees, she sat on a bench to rest and read a book, and soon felt the gaze of three little girls who had stopped their play and had sat on the bench opposite to the singer.

The singer glanced at them now and then as she turned a page. She saw that they were discussing her, and that there was evidently a dispute about something, but she went on reading. Soon one of the children slipped down from the bench and, twisting a corner of her frock violently in her embarrassment, sidled over to the soprano and asked in a frightened voice:

"Excuse me, ma'am. Ain't you the lady that sings over to the Cathedral?"

The singer admitted the soft impeachment, and the little girl ran to her friends, and the news was discussed amid much wagging of heads. The next time the soprano looked up the bench held five little girls, instead of three, and they were all sitting perfectly still, looking solemnly across at the singer. The singer read on, and at the next turn of a page again glanced across at the children. This time there were six huddled on the bench, and one seated cross-legged on the ground. All were solemnly staring at her and saying never a word. The soprano began to feel uncomfortable. It was evident that the first three girls had communicated their discovery to their friends, but this would not have mattered to the singer if the children had only discussed her and showed some signs of life, but the seven stares were constant—expressionless—ghastly.

Try as she would to fight the feeling down, the singer was helpless, and, with a last long appealing look that never even swerved one of those seven stares, the singer closed her book and fled to the seclusion of her studio.—Philadelphia Press.

Mark Twain, who is now in Florence, Italy, with his family, is a great favorite among the Italian nobility. The other day a lady asked him what was the American game. "Poker," he replied with the greatest gravity, and then he added: "Madame, to the game of poker the American people owe the most valuable lesson a nation can learn: Never give up, even after you have lost your last chance."

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon65 6 00

BAKING POWDER

Jaxon Brand

JAXON
1/4 lb. cans, 4 doz. case 45
1/2 lb. cans, 4 doz. case 55
1 lb. cans, 2 doz. case 60

Royal



10c size. 90
1/4 lb cans 135
6 oz cans 190
1/2 lb cans 250
3/4 lb cans 375
1 lb cans 480
3 lb cans 13 00
5 lb cans 21 50

BLUING

Arctic 4 oz ovals, p gro 4 00
Arctic 8 oz ovals, p gro 6 00
Arctic 16 oz ro'd, p gro 9 00

BREAKFAST FOOD

Oxford Flakes

No. 1 A, per case....3 60
No. 2 B, per case....3 60
No. 3 C, per case....3 60
No. 1 D, per case....3 60
No. 2 D, per case....3 60
No. 3 D, per case....3 60
No. 1 E, per case....3 60
No. 2 E, per case....3 60
No. 1 F, per case....3 60
No. 3 F, per case....3 60

Grits

Walsh-DeRoo Co.'s Brands



Cases, 24 2 lb pack's..2 60

CIGARS



G. J. Johnson Cigar Co.'s bd.
Less than 500.....33 00
500 or more.....32 00
1,000 or more.....31 00

COCOANUT

Baker's Brazil Shredded



70 1/4 lb pks, per case..2 60
35 1/2 lb pks, per case..2 60
38 1/4 lb pks, per case..2 60
16 1/2 lb pks, 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..
1 lb Top, M & J, 1 lb..
Royal Java,
Royal Java and Mocha..
Java and Mocha Blend..
Boston Combination ..
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; B. Des-
enberg & Co., Kalamazoo;
Symons Bros. & Co., Sagin-
aw; Meisel & Goeschel,
Ray City; Fleibach Co.,
Toledo.

COFFEE SUBSTITUTE

Javril



2 doz. in case4 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

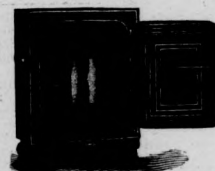
Beef
Carcass6 @ 8
Forequarters5 @ 6
Hindquarters7 1/2 @ 9
Loins8 @ 13
Ribs9 @ 12
Rounds6 1/2 @ 8
Chucks4 1/2 @ 5 1/2
Plates@ 5

Pork
Dressed@ 6
Loins8 1/2 @ 9
Boston Butts7 1/2 @ 7 1/2
Shoulders7 1/2 @ 7 1/2
Leaf Lard8 1/4 @ 8 1/2

Mutton
Carcass6 @ 8
Lamb's11 @ 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

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.

Shoe Stock For Sale—In hustling, rapid-growing town in Southern Michigan. Stock \$1,600, fresh, first-class condition; excellent farming country; poor health; particulars address Shoe Stock, care Michigan Tradesman. 270

For Sale—An up-to-date general stock with store building and fixtures; investment about \$15,000; owner to engage in other lines. J. Barton, Big Rapids, Mich. 261

Hardware, Stoves, Tinware For Sale—Invoices about \$1,700, including fixtures and tin shop. Cause for selling, poor health. Address Indiana, care Michigan Tradesman. 266

Wanted—To buy stock of general merchandise or dry goods stock from \$5,000 to \$12,000 for cash. J. C. Gilbert, Tuscola, Ill. 265

We sell your real estate or business, no matter where located. Send description with lowest cash price. The Hoagland Underwriting Agency, Principal Office, St. Louis, Mo. 264

Men With Rigs—Can make from \$100 to \$200 a month the year round, previous experience in agency business not necessary. Business permanent and pleasant. Write for terms. Joseph Skinner Co., La Crosse, Wis. 274

For Rent—One of the best locations in Indiana for a department store in a county seat town with practically no competition. 40,000 people contribute to the trade. This is a new, up-to-date, modern building; 28,000 feet floor space, or less if wanted. Ready for occupancy about April 10. Address Neal & Co., 1220 Manhattan Bldg., Chicago, Ill. 273

For Sale—Stock of general merchandise and buildings in Western Illinois; country store with postoffice; good trade; good location; good reason for selling. C. H. Bolt, Milledale, Ill. 272

Hardware Stock For Sale—Involving six thousand dollars; an old-established business; clean stock; fine location; brick store one hundred and twenty feet deep by twenty-two wide, three floors; a bargain if taken quick. For full particulars write No. 271, care Michigan Tradesman. 271

Linters—We deal extensively in all grades. Write or wire us when in the market. Mill orders carefully executed. W. F. Klump & Co., New Orleans, La. 282

For Sale—Fine bazaar stock; good town in Central Michigan. Address No. 281, care Michigan Tradesman. 281

Sacrifice Sale—Paying milk route going cheap. Write to-day. Ill health. Address Gorge, Syracuse, Ill. 280

The Fixtures for Sale and Store for Rent—Present tenant going to Grand Rapids April 1. Store doing a business of \$85,000 a year cash. Apply to Hugh McKenzie, Boston Store, Manistee, Mich. 279

We help merchants to make more money. We have spent fifteen years in learning how to do this. We make sales under our "Special Sale System," which brings the merchant 125 to 140 cents on the dollar for his stock, if he simply wishes to reduce same one-half or two-thirds. We also guarantee one hundred cents on the dollar if the merchant wishes to dispose of his stock entirely. This is all accomplished by our New System in thirty days. We do not send out cheap auctioneers or clerks, but a member of our firm superintends the sale. Spot cash also paid. Chicago Promotive & Commission Co., 507 W. Madison St., Chicago, Ill. 263

For Sale—The best picture, fine china and choice furniture store in Ohio, located in Dayton; 100,000 inhabitants; the best trolley center in the country, with surrounding population of 150,000. Clean, up-to-date stock, well selected. The best of reasons for selling. A fine paying business and a most desirable location and long lease. Address W. C. Mayer, 17 and 19 South Main street, Dayton, Ohio. 262

For Sale—A good paying drug store in Grand Rapids, centrally located; clean stock; invoices about \$3,800; a bargain. Address No. 277, care Michigan Tradesman. 277

Wanted—A man to take charge of meat market. Must be a good, competent man, thoroughly honest, steady and temperate. For the right man can furnish steady employment. References required. Address Market, care Michigan Tradesman. 287

For Sale—General store business in fine farming country, doing \$14,000 business, mostly cash. Stock inventories \$3,300, including team and wagon for road work. Will sell or let real estate. This will bear investigation. Enquire Earle R. Williams, Collins, Mich. 284

Cash for Your Stock—Or we will close out for you at your own place of business, or make sale to reduce your stock. Write for information. C. L. Yost & Co., 577 Forest Ave., Detroit, Mich. 2

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

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

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 or Rent—Store building; good farming country; fine opening for doctor; also for general store. Collections are best. Address Frank Keating, Parnell, Mich. 223

To Merchants—Standard chewing tobaccos, 38 cents down. Particulars, Box 3, Rugby, Ill. 261

For Sale—Southern timber lands, hardwood, poplar, cypress and pine. Fine timber lands and stumpage. All Southern States, in large and small areas. 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; invoices \$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

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

Wanted—Second-hand wood working machine for boring or cutting out of oil-stone boxes from solid sticks of wood. Address the Pike Manufacturing Co., Pike, N. H. 190

For Sale—General stock in country town involving 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

Drug Store for sale in Northern Indiana at a bargain. Address No. 181, care Michigan Tradesman. 181

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

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

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 Sale—One of the best 50 barrel water power roller mills in the State. Owing to ill health, will sell at a bargain. Address Geo. Carrington, Trent, Mich. 148

For Sale—Our 250 H. P. engine and boilers now in use; can deliver about May 1; they are in first-class condition and repair and can now be seen in operation at our factory; reason for selling, we are replacing them with new ones, doubling our capacity. Price and description on application. Sligh Furniture Company, Grand Rapids, Mich. 194

For Sale—Farm implement business, established fifteen years. First-class location at Grand Rapids, Mich. Will sell or lease four-story and basement brick building. Stock will inventory about \$10,000. Good reason for selling. No trades desired. Address No. 67, care Michigan Tradesman. 67

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. 40

For Rent—Large store building and basement. Good town, fine location. Address No. 971, care Michigan Tradesman. 971

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

For Sale—480 acres of cut-over hardwood land, three miles north of Thompsonville. House and barn on premises. Pere Marquette railroad runs across one corner of land. Very desirable for stock raising or potato growing. Will exchange for stock of merchandise of any kind. C. C. Tuxbury, 301 Jefferson St., Grand Rapids. 825

One trial will prove how quick and well we fill orders and how much money we can save you. Tradesman Company. Printers Grand Rapids

POSITIONS WANTED.

Wanted—Position as clerk in general or hardware store; five years' experience; 11 references. Address Box 166, Clare, Mich. 288

Window trimmer and card writer now employed on State street, Chicago, desires a position with a first-class dry goods house in Michigan. Address No. 268, care Michigan Tradesman. 268

Pharmacist, Registered, Wants Position—Experienced; good references. P. O. Box 411, Manton, Mich. 226

Wanted—Position as manager of drug store. Eight years' experience in best stores. Capable and reliable German. Best references. Address No. 246, care Michigan Tradesman. 246

We have a first-class profitable side-line 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—Salesmen to sell as a side line our line of handmade clear Havana cigars by the box to their customers and individual smokers. Send us one dollar and we will forward, express paid, a complete agent's outfit, with full instructions, including a box of cigars worth \$2, containing samples of our different brands of cigars. Liberal commission for selling. Gracio Cigar Co., Producers of Clear Havana Cigars, Medina, N. Y. 286

Wanted—Salesman, side line, staple article; liberal terms; references required. Allegretti, 213 Randolph St., Chicago, Ill. 278

Wanted—Special salesman to call on grocery trade. A good thing for a good man. Address Lock Box 169, Pigeon, Mich. 275

Wanted, Salesmen—Men with established trade in Iowa, Northern Wisconsin and Michigan Peninsula. Can give complete line or would pick the sellers to right parties. Tappan Shoe Mfg. Co., Coldwater, Mich. 267

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

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, Dan's Mercantile Agency.) 872

MISCELLANEOUS.

Are You Satisfied—With your present position and salary? If not, write us for plan and booklet. We have openings for managers, secretaries, advertising men, salesmen, book-keepers, etc., paying from \$1,000 to \$10,000 a year. Technical, clerical and executive men of all kinds. High grade exclusively. Hapgood (Inc.), Suite 511, 309 Broadway, New York. 37

Best lying-in hospital in this State; strict secrecy; child adopted; a few who are poor can work out fees. Write to Reed City Sanitarium, Reed City, Mich. 276

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

Merchants Wanting Experienced Clerks of all kinds apply to the Globe Employment & Agency Co., Cadillac, Mich. 217

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