

MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, MARCH 30, 1904

Number 1071

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 and Summer Line for immediate delivery is big and by far the greatest line in the state for Children, Boys and Men.

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

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. R. McINTYRE Manager

**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.

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

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

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 The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.

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

IMPORTANT FEATURES.

- Page.
2. Window Trimming.
3. Bright Colors.
4. Around the State.
5. Grand Rapids Gossip.
6. Shrines of Folly.
8. Editorial.
10. New York Market.
11. Cheese Dishes.
12. Two Kinds of Optimism.
14. Dry Goods.
16. Clothing.
18. Cut Short Corners.
20. Hardware.
24. Woman's World.
26. Clever Idea.
30. Shoes.
32. The Farmer's Hour.
34. Clerks' Corner.
36. Practical Forestry.
37. Hardware Price Current.
38. Routed at Midnight.
39. The Red Man.
40. Commercial Travelers.
42. Drugs—Chemicals.
43. Drug Price Current.
44. Grocery Price Current.
46. Special Price Current.

GENERAL TRADE REVIEW.

While in many localities, notably in Michigan, flood conditions are proving disastrous to trade distribution, yet, taking the country over, the volume of trade is unexpectedly large. Transportation continues at the height of the tide and the industries connected with railway improvement are especially active. In the South the degree of activity and prosperity has never been excelled.

Stock trading in Wall Street has assumed proportions exceeding any corresponding period in many months. This activity seems to be the outcome of the final settlement of the Northern Securities controversy and the general strength of trade conditions. As prices begin to advance the public naturally begin to show interest, although not to an extent to produce any undue or sensational advance.

Iron and steel industries show a greater activity and healthier tone than for a long time. Transportation companies are placing contracts liberally at what are considered high prices. Many more furnaces are in operation than at the beginning of the year and general prices are showing a decidedly advancing tendency. As spring opens building operations are coming forward rapidly. In some of the large centers labor exactions, usually over arbitration technicalities, are serious disturbing factors, although there is no one movement of this kind of any great extent. The advancing season brings a normal demand for spring goods, although textiles are conservative in future business on account of the uncertainty of raw materials. Immediate demand continues good for footwear and Eastern shipments continue heavy.

There has probably never been a time when merchandise distribution in the State was so seriously interrupted by disabled railways. With

cancelled service on many lines and others taking only the most urgent business, it is a serious matter to keep a great proportion of the towns supplied with necessities. Of course, the interruption and loss now seem very serious, but when normal conditions are restored it will be surprising how quickly the effects of the interruption will be forgotten.

BET SUGAR FIGURES.

The total beet sugar production of the United States for the season 1903-1904 amounted to 208,135 tons, compared with 195,463 tons in the previous year, an increase of 12,672 tons. Nine new factories were established, making the total number in operation fifty-three, as against forty-four for the season of 1902-03. In volume of production, California leads, with an output of 60,608 tons from seven factories, although Michigan stands first as to number of beet sugar plants operated, having twenty, whose production was 57,064 tons. Colorado comes next with eight factories, producing 39,566 tons, and Utah next with seven factories producing 20,670 tons. Nebraska has three factories, New York two and Wisconsin, Ohio, Minnesota, Oregon, Washington and Idaho one each. New factories are in the process of construction at Mount Pleasant and Charlevoix, Mich., and at Phoenix, Ariz. Work has begun also on a new factory at Sugar City, Idaho, and another one at Chippewa Falls, Wis.

Prominent Irishmen are enlisted in a movement to discourage Irish immigration to the United States. They represent that not only is Ireland's population being reduced to an alarming degree, but that foreigners are crowding in to take the places of the natives and that there is danger that the distinctive character of the race may be lost. Appeal is made to the Irish in America to use their efforts to stop immigration to this country. It is estimated that the passages of more than half the emigrants are prepaid by relatives in the United States.

You can not get damages from any railroad if you are hurt while riding on a pass. The Supreme Court of the United States has just repeated this declaration in the case of a woman who was injured while riding on a pass issued to her husband and herself. She claimed she was not aware of the conditions, but the court holds that she was bound to know them. It seems to be reasonable that if you don't pay the railroad, you can not expect the railroad to pay you.

It is the fellow with the pull who is often pushed to the front.

THE WORK AT PANAMA.

The magnitude of the Panama canal undertaking can scarcely be overestimated. It is one of the greatest engineering feats ever attempted, and its successful completion will be a great tribute to American skill and energy in this department. The Suez canal is scarcely to be compared with it in the difficulties and obstacles encountered. Boring through the backbone of a continent is no trivial task. The question of water supply is important and will necessitate the construction of great dams as an essential part of the enterprise. There will be many advantages and facilities employed in the work which were not obtainable at the time the Suez canal was constructed. Modern machinery has seen many advances, particularly along this line. Dredgers of immense power and capacity will be utilized and the hand work reduced to the minimum, although tens of thousands of men must be employed at best.

The greatest problem and the one most difficult of solution is that which will confront the sanitary experts. The engineers can plan and carry out their schemes, can figure to a nicety just where each line shall run, its levels, the height, the depth, the width and all those things, but their successful accomplishment, even with the aid of the best machinery, after all depends upon human hands. Unless men can work there and keep their health, the progress will be slow, and the cost in human lives may be something terrible. The Government already has sanitary experts interested in and engaged upon this problem. It is confidently asserted that the awful mortality records attending the construction of the isthmian railroads and the De Lesseps canal, so far as it went, will not be duplicated. Therein lies an exceptionally important feature of the responsibility placed upon those in charge. If sanitary conditions can be made satisfactory, the rest of it is merely a matter of time and money.

Uncle Sam has done with Prof. Langley. After having advanced \$25,000 to pay the cost of the Professor's experiments in aerial navigation, he declines to pay more. The Professor is, of course, confident that \$25,000 additional would enable him to perfect his apparatus, but he will have to enlist the interest of individuals not quite so busy with schemes as Uncle Sam.

A skillful salesman is one who is able to successfully maintain the equilibrium of his own mental organism, and to detect and remedy the inharmonies in the minds of his customers.



Changing Display on Short Notice.

Those who are detailed to look after the decorating of the store windows very often find themselves confronted by an empty window at almost a moment's notice. That this can partially be prevented by foresight on the part of the decorator and management has been clearly proven in a number of well-regulated stores. Here it is the rule to draw up a rough plan of the window which is submitted to the management on Saturday night of each week. They outline the following week's work and the plan is then returned to the decorator, thus enabling him to know what is expected of him during the coming week.

However, the arrival of belated merchandise or the successful selling of some particular article may necessitate the changing of a display on a moment's notice. This happens in the best regulated stores, and as it can not be helped there is no use to grumble. A man who is properly equipped with fixtures does not fear these moment's notices. It is the decorator who has not the proper paraphernalia who is troubled.

He must provide himself with handy fixtures that will enable him to place a display quickly and if his employer does not see fit to expend the necessary amount for ready-made ones, he must rely on his ability to copy these expensive fixtures as best he can out of whatever material is available. So he must necessarily be handy with saw and hammer and make standards, etc., in his spare time.

Some simple fixtures that you will find very convenient for building up the rear of your displays are 2 feet, 3 feet and 5 feet pedestals, 4 inches square, with a 12-inch square at the top and bottom. Cover these neatly with green denim or with cotton cloth and paint with wall-water colors. Two 12-inch boards, the length of your window, cleated together and covered in the same manner, will be found very handy to place on the pedestals for a shelf for any goods that require them.

Boards 6 inches wide and from 2 to 3 feet long, stood on end at an angle of 45 degrees and braced at the back with a short end of curtain pole, will form an easel that is very convenient.

The failure of so many young decorators is due to their lack of proper fixtures, and for this there can be no excuse, as there are articles appearing weekly in all the leading trade journals explaining carefully how they can be cheaply made.

You should keep a record of every window, how much goods you used, how many mistakes you made, how you could do the same thing easier next time, and what date these displays were shown. Then when the buyer asks, "How many dozen do you want of this?" you will be able to give him an intelligent answer in

place of guessing at it and returning half that was laid out for you.

Prove by your energy that you are doing the best you can, and gradually you will reach the place where you will be permitted to purchase a few needed fixtures.

Then when you do buy, buy carefully. Make every dollar that you spend work for you. A few stands with several different attachments are cheaper than a stand for every attachment. And do not get the mistaken idea into your head that there are jobs where the decorator has all he wants to work with.

See that the windows are in harmony with the advertising and you will be sure to get your notice as soon as the printer gets his copy, which must be in advance of a sale.

Depend upon a skillful arrangement of merchandise in quick displays rather than upon elaborate designs, for these, to be successful, must be done carefully and require time.

Ora E. Rinehart.

Handling the Goods When the Trim Is Taken Down.

I do not pose as a scribe, but if I can enlighten any one on any particular line with which I am familiar I will be glad to do so. Had the subject been confined to several lines, it might be more thoroughly pointed out.

Nearly all windows are ventilated to admit a current of air and prevent frost or sweating, which, of course, also admits the dust. I have found that even when there was a foot of snow on the ground the dust penetrated in large quantities and settled on the goods. The trimmer should therefore see to it that goods to be returned to stock are thoroughly cleaned and brushed, even although the work itself is left to his assistants. One should never go to a window without a hammer, whisk-broom or dust-rag.

I make it a point to be at the window when trim is taken down, to supervise the work. Especial care should be taken to remove all pins, for if but a single pin is overlooked, a hasty jerk can spoil much valuable material. This is particularly true when piece goods are displayed, and it is therefore advisable that the person who put up the trim should also take it down whenever possible.

Keen competition makes it necessary for the modern merchant to make every detail of his establishment as up to date and practical as possible. The steam sponging machine is now a valuable addition to most establishments. The decorator can put it to most excellent use, and through its manipulation save a great deal of merchandise for the regular stock that would otherwise go on the remnant counter after being taken down from display.

When using such goods as underwear, hosiery, etc., that are taken from boxes, see that they are taken care of in such a way that goods can be replaced when trim comes down. Silks are probably the hardest materials to trim with, the use of pins being prohibited except on the selva. When they are removed from the window the dust should be carefully

wiped off with a flannel cloth and goods folded. They should then be placed on the bottom of the pile for a while, for if not too mused they will through this treatment go back to their original shape. Dress goods invariably allow rougher usage, and if put through the steam sponger after being taken down usually look as good as, and even better, than before they went on display. This rule, however, will not apply to the spring line of dress goods, which, because of delicate colors and sheerness of material, require much care in handling.

After goods have been taken out the window should be thoroughly swept and dusted. Then the glass comes in for its share of cleaning. In warm weather, or after the dan-

ger of freezing or frosting is over, close the ventilators as tightly as possible, thus excluding much outside dirt.

I believe that background settings, varied in design as much as possible, are very effective and necessitate the use of a much smaller quantity of goods to make an attractive display. Neat window cards are also essential. With these two helps—backgrounds and window cards—I not only save a large quantity of goods from the wear and tear of display, but obtain far more gratifying results than could be had if a lot of merchandise were crowded into the window. William D. Stewart.

The reformer never thinks it necessary to practice on himself.

To Our Customers:

Our goods are high and dry and we are prepared to make prompt shipments as soon as the railroads will receive freights.

Give us your orders by mail as promptly as possible, as there will be a congested condition for several days after freights begin moving.

WORDEN GROCER COMPANY

Grand Rapids, Mich.

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.

BRIGHT COLORS

Will Be a Prominent Feature in Men's Wear.

New York, March 28—Are we on the eve of a reform in men's dress? This has been talked about from time immemorial; in fact, from the time bright colors were last in vogue for men; and now the tailors are predicting that color will be a prominent feature in men's wear for this year. Already in London a certain class of young fellows have been seen in theaters and ballrooms wearing brilliant waistcoats with shirts and hosiery to match. The pink or blue coats of the huntsmen, which have, of course, been worn to the hunt suppers and hunt balls, are now occasionally seen in the smart restaurants of London, although just why hunting coats should be considered correct in the city under any circumstances is not mostly clear, because the hunt coat is essentially a coat for the country. Almost every year somebody starts the story that tailors are advocating claret or purple dress coats, and the papers take up the talk with gusto, believing that all of this is true. I doubt very much, however, that the American citizen gives way readily to an innovation of this kind.

There would be this to say in its favor, that men of the upper ten could assume colors and would not be followed by the general class or by the waiters in restaurants, because to keep up a wardrobe of colors would be to incur an enormous expense. It would certainly develop in a short time that a different color scheme would be necessary for different functions. For instance, for a formal dinner, a purple coat with short black satin breeches might be the thing; at the theater something more delicate, perhaps a lavender coat with black long trousers, while for a dance we might find violet, heliotrope and even a delicate pink coming into line. The expense of a wardrobe to follow this out can perhaps be better imagined than figured. The cost of each suit would be greater in the first place, and we would have to have a number of suits. Furthermore, we couldn't wear the same four or five years in succession, as some of us do now, because they would get stale, so to speak. We would have to have a new outfit of dress suits practically every season, and where on earth would your \$15-a-week clerk be found? The man of fortune could stand it easily; in fact, it would be a relief for him to cumulate a pile, for he would be saved from imitation by the common horde.

The ethics of this kind of a fashion might go still farther and be applied to our business suits or perhaps, more strictly speaking, our morning suits, and we might find our customs reverting to the days of the fifteenth century, but on the details of this dress perhaps I had better not waste space. It will be many many years, I believe, before we get there or anywhere near there, and for such a contingency we have today but little to fear. There is a chance, however, and I believe a very good one, for a brighter tone to prevail in our masculine raiment, and at the same time

somewhat less formality in the cut.

We have received word from our friends in England that shepherd's plaid trousers are again coming into favor. Of course, these are not considered as a part of the evening apparel, but for morning and afternoon wear. They are worn by men of every age, whereas formerly it became customary to consider them as a part of an elderly man's wardrobe only. The men of good taste, of course, will wear modest checks in subdued tones, and only men who always run to the extremes in everything will make themselves look like animated chessboards.

Tuxedo or dinner coats are being shown more and more, and by men of good taste, too. I mean by this that they are worn under more circumstances. A more liberal construction is given to the ethics of the dinner coat, and we see it at the theater and at many gatherings where ladies are present, and in the smaller towns it is worn to dances almost as much as the full dress coat. It is not my intention just now to get into a lengthy dissertation on the correct wearing of the dinner coat. I have done so in the past, and now mean to confine my remarks to the style of the coat for spring. It is showing many new features for the spring and those that are imported from old London show the greatest change. On one, for instance, the collar, instead of being silk-faced, was entirely of cloth the same as the body of the coat, and this particular garment was bound at the edge and pockets with the broad braid of mohair, and the cuffs, which were turned up, were similarly finished. One coat which we saw, instead of having buttons on the cuffs, was open like an ordinary cuff and joined by black links. The New York smart tailors are giving this braided coat considerable consideration, but the other features they are not as positive of. They do not know whether their patrons will accept the innovation or not.

I am wondering if we will see as many soft hats worn this spring as we did last. There certainly are as many, if not more, displayed by the smart haberdasher, but I have my doubts about the number that will be worn. Perhaps I am mistaken, in fact, I hope I am, because I rather favor a soft hat under many circumstances. Both soft hats and derbies are very attractive and graceful in design this year. I think that they will be more becoming to the majority of men than the hats for some seasons past. At the same time there seems to be more latitude than is usual.

The glove for spring, I firmly believe, will be identical with the winter glove, that is, for general street wear, the sadler stitch cape glove, while for afternoon dress there will be many gray sueded worn and for evening dress the heavy white glove. In fact, I do not think that we can expect any change from this for some time to come.

Overrode the Law of Supply and Demand.

The remarkable feature of the Sully failure was not that this daring

speculator met with defeat, but that it was delayed as long as it was. In this, however, he was favored by an exceptionally strong statistical situation, it being a fact that in cotton supply and demand have more nearly equaled each other than in almost any other commodity of commerce which can be named. Mr. Sully had probably figured out, as closely as it was possible to do, the available supply of cotton, present and prospective, and its probable relation to the consuming demand, and he felt that with good financial backing he would be in a position to practically dictate terms to the purchasers of cotton.

Where successful corners have been worked, those who have been instrumental in working them have been careful to get out at the right time. Sully overstayed the market. For a long time he had control of the market, and during that time he was instrumental in creating a situation which has been severely felt by some of the mills and has resulted in compelling the public to pay more for cotton cloth. His defeat, therefore, is naturally a matter of great rejoicing among consumers of cotton and buyers of cloth, although temporarily a more or less unsettled situation exists, which will, however, in the course of time, become a clearer and a healthier one.

Readers of "The Pit" will recall the story of Jadwin, who stands for that type of man of which Sully is an illustration, who, by reason of continued successes deceives himself into the belief that he is infallible

as a judge or controller of market values. A person imbued with this belief is quite apt to indulge in acts which any unprejudiced and level-headed man would immediately pronounce as unwise and foolhardy; but this class of men gradually reach that stage where, in their own conceit, they consider themselves impregnable. The awakening to the reality is generally a rude and shocking one.

The trouble is, that this class of men lose sight of the fact that the higher the price of a commodity goes, the greater will be the temptation on the part of holders of supply to unload, the greater will be the torrent which will set in when once the restraining force which has held it in check becomes weakened and removed, the greater will be the sources of supply which will be released. As Jadwin strove against the torrent of the wheat, so Sully strove in vain to stem the torrent of the cotton; so others have striven to stem the tide in their attempts to work successful corners in corn, wool, provisions and other commodities, and so they will continue as long as the cupidity of man tempts him to go so far in his operations that he overrides the law of supply and demand, thus inviting and encompassing his own defeat.—American Cotton Reporter.

Spring Opening Souvenirs

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

W. E. CUMMINGS & CO.

458-460 State St.,

Chicago, Ill

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.

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



Movements of Merchants.

Detroit—W. W. LeRoy has purchased the grocery stock of Marriott Bros.

Kalamazoo—J. H. H. Babcock has removed his drug stock to Galesburg.

Detroit—J. Kuhn & Son have sold their grocery stock to Chas. E. Blessed.

Cadillac—Wm. F. Bradford has purchased the meat market of Carlson & Larson.

Smith's Crossing—Albert Dietiker has sold his grocery stock to James Gowing & Son.

Nashville—A. A. Whiteman, general dealer, has sold his stock to Elmer McKinnis.

Newaygo—A. A. Hemily & Co. succeed L. E. & P. C. Green in the hardware business.

Cedar—S. R. Burke, general merchandise dealer, has sold his stock to J. A. Pennington.

Ionia—The Daniel P. Kelly clothing store has been closed at the instance of J. L. Hudson.

Ishpeming—Oliver Johnson has engaged in the confectionery business in the Theater block.

Coleman—J. J. Coffey has purchased the implement and vehicle stock of Robert M. Swigert.

Grand Ledge—Clarence A. Smith has purchased the drug and grocery stock of Hixson & Bromley.

Saginaw—Chas. E. Himmelein succeeds E. E. Stone as manager of the Metropolitan Dry Goods Co.

Saginaw—James Lester has taken a partner in his meat business under the style of Lester & Meservey.

Ypsilanti—Stewart & Moore, proprietors of the Bazarette, have sold the stock to Mrs. Emely Hale Keavy.

Layton Corners—The Chesaning Hardware & Implement Co. succeeds to the business of Bueche & Schlachter.

Niles—Frank Rowley, of South Bend, has purchased a half interest in the agricultural stock of W. J. Cameron.

Grand Blanc—A. O. McNeil & Son, dealers in hardware and implements, have sold out to Downer & Fairchild.

Matherton—F. B. Ludwick & Co. have engaged in general trade, having purchased the merchandise stock of E. Mather.

South Haven—F. A. Harris has purchased the cigar and confectionery stock of J. L. Minkler at 415 Phoenix street.

Boyne City—W. H. Selkirk will remove his clothing stock from Charlotte to this place as soon as a new building can be erected.

Hartford—Irvin McGowan has purchased the Corwin store building of Riley Zimmermann and will put in a stock of general merchandise.

Concord—E. P. Jameson, of Linden, has purchased the drug stock of R. H. Halsted, who has been engaged in the drug business at this place for the past twenty-five years.

Battle Creek—Webb & Haugh have retired from the grocery business, the former removing to Hastings and the latter going to Arizona.

Hastings—Hall & Diamond, hardware and agricultural implement dealers, have dissolved partnership. The business is continued by Wm. A. Hall.

Tustin—A. R. Bentley & Co. are closing out their stock of general merchandise and will discontinue business on account of the ill health of Mr. Bentley.

Zeeland—F. Elgersma has purchased a half interest in the shoe stock of M. Elzinga and will have the personal management of the business, Mr. Elzinga retiring.

Prairieville—Alex. Murray, of Plainwell, has purchased the interest of Mr. Clement in the Goss Furniture Co. The business will be conducted under the style of Goss & Murray.

New Lothrop—J. G. Cook, agricultural implement dealer, has purchased an interest in the flouring mill of Pierce Bros. The business will be continued under the style of Pierce & Cook.

Scottville—Wm. Freedy, who has been manager of the department store of Fisher Bros. at this place, has purchased an additional interest and is now sole manager of that establishment.

Detroit—The Telfer Coffee Co. has removed from 77 Jefferson avenue to 84 and 86 First street, where it has installed additional machinery and largely increased its facilities for executing orders.

Muskegon—M. H. Dow, who formerly conducted a grocery store at this place and more recently in Fremont, has purchased the grocery stock of P. C. Northhouse, at 161 W. Western avenue.

Eau Claire—J. Laberdy & Son have ordered the machinery for the establishment of a general feed mill. They will have the necessary equipment to grind all kinds of feed for the use of stockmen.

Springport—A. C. Banister, formerly engaged in the grocery business at Tompkins, has purchased the dry goods and grocery stock of J. T. Bancroft and will continue the business at the same location.

Petoskey—Hughes & Martin, who recently purchased the furnishing goods stock of M. Stocking, have sold the same to Sherwood Martin. Mr. Wood will continue to operate his ice cream factory.

Saranac—Chas. L. Miller and Chas. E. Huhn have formed a copartnership and purchased the shoe stock of Willard Cahoon. They have leased the store building now occupied by M. F. Farrington and will remove the stock to that place.

Dowagiac—W. H. Canfield, formerly of this place, but who now represents a Detroit wholesale dry goods house on the road, has formed a partnership in the dry goods business and opened a store under the style of Rowe & Canfield.

Alpena—The Alpena Fruit & Produce Co., Limited, has engaged in the produce, fruit, feed, grain and general mercantile business. The capital stock is \$1,000 and the stock-

holders are Morris Alpern, Millie Wachman and Millie Walsh.

Cheboygan—The Cheboygan Produce & Cold Storage Co. has been organized with an authorized capital stock of \$10,000. The members of the company are A. L. Rase, 70 shares; J. S. Thompson, H. Barber, S. E. Rose, each of whom holds 50 shares, and others.

Flint—The Edwin Sterner Co. has formed a company to deal in steam and hot water heating, gas and electric fixtures. The authorized capital stock is \$30,000. The stockholders are Edwin Sterner, 200 shares; E. W. Hubbard, 15 shares; Wm. Springer, 10 shares, and W. J. Haver, 15 shares.

Homer—F. E. Deming & Co. succeed the dry goods, clothing and shoe firm of Deming, Crum & Co., Limited, having merged the business into a stock company with an authorized capital stock of \$12,880, all of which has been paid in. The members of the company are O. L. Linn, 950 shares; F. E. Deming, 238 shares, and Elsie Linn, 100 shares.

Alma—The Lee Mercantile Co. has been organized with a capital stock of \$30,000 to engage in the mercantile business, having purchased the general merchandise stocks of the Hayt & Pierce Co. and H. J. Vermeulen. The principal members of the company and the amount of stock held by each are as follows: R. P. Lee, Chicago, 600 shares; J. W. VanValkenburgh, Chicago, 300 shares; Wm. Walker, Grand Rapids, 300 shares, and W. G. McPhee, Grand Rapids, 100 shares.

Jackson—Nellie M. Faulkner, senior partner of the Faulkner-Porter Co., has been thrown into bankruptcy by her creditors. Less than a year ago the Faulkner-Porter Co. was started, succeeding the T. M. Smith business. Last October a fire occurred in the store and large insurance money was paid. This was followed by a fire sale. New goods were bought, and a few weeks ago the stock was sold to M. I. Jacobson. It is claimed by a representative of the creditors that from all these sources about \$15,000 or more was realized. The debts, it is said, amount to about \$9,000. Mrs. Faulkner offered to settle on the basis of 20 cents on a dollar, but the creditors demurred, insisting that they should receive their claims in full.

Manufacturing Matters.

Ypsilanti—F. A. Worden & Co., manufacturers of toys, have discontinued business.

Perry—C. D. Sharpe & Co. succeed Levi C. Wilkinson in the lumber and planing mill business.

Saginaw—The Quaker Shade Roller Co. has increased its capital stock from \$100,000 to \$350,000.

Bangor—John Carson, of Hastings, has purchased the lumber yard of H. Nyman & Co. Mr. Nyman will take charge of the sawmill.

Detroit—The Amalgamated Dishwasher Co. has been formed to engage in the manufacturers' agency business. The authorized capital stock is \$15,000, held as follows: C. F. Richards, 1,440 shares; A. Richards, 50 shares, and B. R. Kessler, 10 shares.

Jackson—The Lewis Paper Box Co., manufacturing cheese boxes and other packages, has increased its capitalization from \$10,000 to \$40,000.

Detroit—The C. H. Little Co., manufacturer of cement, lime and builders' supplies, has increased its capital stock from \$75,000 to \$125,000.

South Haven—The Stafford & Goldsmith Co., which recently purchased the Gallagher & Johnson pickle plant, has incorporated its business with a capital stock of \$40,000.

Maple Rapids—A. L. Casterline has purchased I. E. Hewitt's interest in the flouring mill business of Casterline & Hewitt and the mill will again be operated under the style of Casterline & Son.

West Bay City—John J. Bassingthwaite, of Bay City, H. W. Bassingthwaite, of Grand Rapids, and James A. Craig, of Bay City, will shortly erect a grist mill and elevator at this place.

Lansing—The estate of A. Simon has merged its business into a corporation under the style of the A. Simon Iron Co. The capital stock is \$35,000, of which Rachel Simon holds 330 of the 350 shares.

Detroit—The Michigan Macaroni Co., Limited, has formed a corporation with a capital stock of \$20,000, held as follows: Louis Maroni, 540 shares; Oscar M. Springer, 550 shares, and Dominic Launi, 410 shares.

Chief—A new creamery has been established at this place with a capital stock of \$3,450, to be known as the Chief Creamery Co. Jacob Laisy, Chas. Griffith, J. R. Hardy and S. Huff, of Brownston, are members of the company.

Bloomington—E. A. Haven has arranged with E. A. Post, of Allegan, for the manufacture of the latter's patent cheese box. Mr. Haven will start a factory at Bloomington and probably at other places in the State and make the box on a royalty.

Niles—F. A. Hastings, C. K. Anderson and A. E. Dennis, of Chicago, have organized the National Wire Cloth Co. to manufacture wire cloth, screens and novelties at this place. The authorized capital stock is \$50,000, held in equal amounts by the members of the company.

Holland—In consequence of the retirement of C. J. DeRoo as manager of the Walsh-DeRoo Milling & Cereal Co., the management has been vested in a committee composed of I. Marsilje, Heber Walsh and Wm. Brusse. Mr. DeRoo has been connected with the company since its organization in 1882.

Commercial Credit Co., Ltd.

Waldcomb Building, Grand Rapids
Detroit Opera House Block, Detroit

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



Hugh McKenzie is removing his grocery stock from Manistee to this city, locating at 108 Monroe street.

Richards, Kuennen & Co. succeed Barnett, Richards & Kuennen in the plumbing and heating business at 66 West Bridge street.

The Puritan Shoe Co., which is now in liquidation, will discontinue its stores at Grand Rapids, Battle Creek, Saginaw and Jackson.

C. W. Barber has opened what he designates as a table furnishing store at Plainwell. He purchased his groceries of the Judson Grocer Company, his crockery and cutlery of H. Leonard & Sons and his breadstuffs of E. J. Herrick.

J. B. Williams will embark in the banana business at 30 Ottawa street under the style of the Williams Fruit Co. It is generally conceded that Mr. Williams represents the Fruit Dispatch Co., which has made itself very obnoxious to the fruit trade by its arbitrary methods.

John Jasperse and Chris E. Haan have formed a co-partnership under the style of Jasperse & Haan and engaged in the wood and coal business on Grandville Road, adjoining the Alabastine Co. on the east. A shed, 34x96 feet in dimensions, will be erected for the use of the new firm.

The second annual food show under the auspices of the Grand Rapids Retail Grocers' Association will be held at the Furniture Exposition building, corner North Ionia and Fountain streets, from May 5 to 14, inclusive. This location will give the management about twice the floor space it had a year ago and it will be noted by the dates that the period covered by the show has been extended from six to nine days. Every indication points to a large and successful exposition.

Hardware Dealers Postpone Their Banquet.

The fifth annual banquet of the Grand Rapids Retail Hardware Dealers' Association, which was scheduled to occur at the Hotel Cody last evening, was indefinitely postponed on account of the flood. A new date will shortly be arranged two or three weeks hence. The programme prepared for the occasion was as follows:

President's address—Henry Stadt.
Secretary and Treasurer's report—Peter Hendricks.

Violin Solo—Garfield Chapman.
Hardware and paints—W. French.
Hardware in Holland—Thys Stadt.
Vocal Solo—Herman Lohr.
Hardware traveling man—T. E. Dryden.

Hardware on the West Side—O. N. Watson.

Michigan Retail Hardware Dealers' convention—K. S. Judson.
Recitation—Mrs. Burt Heth.

Hardware and plumbing—Glen A. Richards.

Vocal solo—Mrs. Chas. Heth.
The hardware clerk—Chas. L. Winters.

Report of Price and Grievance Committee—C. M. Alden.

Vocal duet—Miss Anna Hensen, Mrs. Chas. Heth.

Talks and jokes—N. E. Won.

The Boys Behind the Counter.

Petoskey—Ira B. Cessna has resigned his position with Beese & Porter to take a position in the carpet department of the Fochtman Furniture Co.'s store.

Laurium—I. K. Fox, who for the past ten years has been manager of the Laurium pharmacy for J. Vivian, has resigned his position to go to Milwaukee, where he has taken a position as assistant manager of the Milwaukee Paint and Varnish Co.

Saugatuck—Earl Blairveldt, of Kalamazoo, succeeds C. W. Parrish as manager of the Thompson & Grice drug store.

Allegan—Harry Baldwin, for the past two years connected with the Sherwood & Griswold Co. as salesman in the dry goods department, will go to Kalamazoo to take a position with the Henderson-Ames Co.

Saginaw—Paul E. Richter, who has been with D. E. Prall & Co. for some months, has taken a position with L. J. Richter, the Gratiot avenue druggist.

Albion—Hadley H. Sheldon has two new clerks in his drug store—Miss Carrie Earl and Orrin Hudnut, of Hanover.

Petoskey—I. M. Hoffman, who for the past year has occupied a position as window trimmer in the dry goods store of S. Rosenthal & Sons, has taken a similar position at the Levinson department store.

Rapid City—Drug clerks have their troubles. A local man recently heard an awful pounding at his door one morning about half past two. Upon going to the door a person said, "Hurry right over to the store." Thinking that some one was dangerously ill he hastily dressed and went to the store. Unlocking and lighting up he was informed that "The baby had chewed the nipple off the nursing bottle" and a new one was wanted.

Ionia—Chas. R. Green succeeds Frank Slocum as pharmacist at W. R. Cutler's drug store.

Eaton Rapids—J. W. Klink has severed his connection with the Co-operative store. He is building a store on his place here in town, where he will sell groceries. He expects to start a wagon on the road as soon as spring opens.

Bay City—A. Beauchamp, formerly in charge of H. G. Wendland & Co.'s clothing department, and for many years with A. Hyman, Bay City, has taken a position with the Hub Clothiers.

A Contest Over the Appointment of Trustee.

Ypsilanti, March 29—There is a vigorous contest on over the appointment of a trustee for Bert H. Comstock, the bankrupt dry goods merchant of this place.

Comstock gave a trust mortgage

on his stock of dry goods here last January to F. C. Stoepel, of Detroit, but his creditors forced him into bankruptcy. The mortgage claimed liabilities of \$47,700. These were increased in the bankruptcy schedule to over \$52,000, and some of the creditors claim the total is larger.

When Mr. Stoepel took charge under the mortgage he made a careful inventory, which showed a total in stock and book accounts of \$30,000, or a shrinkage of \$20,000 since Comstock began business in March, 1899, although it is claimed the books show that during the past four years he has done a large and profitable business. Comstock was also interested in the firm of W. N. Harper & Co., of Port Huron. Before executing his trust mortgage he sold his interest to Wm. Ruddick, of Port Huron, who, in turn, transferred it to Mr. Harper, making the latter sole owner of the business. Harper failed the day after Comstock's mortgage was filed and went into bankruptcy. Some of Comstock's creditors claim he is liable for about \$7,000 of Harper & Co.'s debts, contracted when he was a partner in the concern.

Hides, Tallow, Furs and Wool.

The hide market is some higher for immediate delivery. Sales have been effected at ¼c higher. Supplies are light and the demand at higher values is limited. The leather market is dull and tanners see no profit in tanning. Heavy and extremely light hides show no advance. The market is strong. Sheep skins are well sold up and the supply is light. Shearings for the first sale of the season were high.

Tallow is dull and there is no trading of consequence. Only on concession of price can sales be effected. The market is weak.

Furs of all kinds had a heavy decline at the March sales. There is no market.

The wool season opens up early and strong in price in the State and above Eastern dealers' ideas. It looks like a year of wild buying. Local buyers have made good money the past two years and are anxious to blow it in on the third. Their chance is good on an uncertain year.

Wm. T. Hess.

Novel Window Display.

Cleveland, Ohio, March 28—There is now in a retail hardware store window on Superior street, in this city, a very attractive and catchy trim. It consists of tools and ladies' trimmed hats in spring styles, borrowed or purchased from a nearby milliner. The hats are on standards, dressed with bunting and flowers. Each has a ticket on it. One, for instance, is "Gibson girl, latest style, \$70." Others are priced, \$50, \$60, etc. Around on the floor of the window are many tools with prices. For instance, a saw is \$1, a plane \$1.20, etc. A large sign in the center of the window reads as follows:

"Which is the More satisfactory investment, high-priced Easter bonnets or first-class tools at these extremely low prices?"

H. W. Daner.

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 meager, on account of the floods. 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; 70c for California.

Cocoanuts—\$3.50@3.75 per sack.

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

Eggs—The falling off in receipts, due to the floods, has sent the price up to 16c temporarily, but local dealers expect to see a drop to 14@15c by the end of the week.

Game—Live pigeons, 50@75c per doz.

Grape Fruit—\$3 per box of 60 per crate for assorted.

Grapes—Malagas are steady at \$6@7 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.

Lettuce—Hot house leaf stock fetches 15c per lb.

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

Onions—\$1@1.25 per bu., according to quality.

Oranges—California Navels, \$2.25 for extra choice and \$2.40 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 \$4.25 per crate for assorted.

Potatoes—The price is soaring in nearly every market. Local dealers meet no difficulty in obtaining \$1 per bu. delivered, with every indication of a still higher range of values in the near future.

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

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@2.25 per doz.

Radishes—25c per doz. for hot house.

Spanish Onions—\$1.75 per crate.

Strawberries—Boreal conditions this spring have not favored strawberries. Prices remain high and quality has not been uniform. Many crates have to be picked over at a loss; the berries in some consignments have been fine, but fit only for cooking in syrup or tarts. Shortcake and cream berries have been scarce. Prices are from 40@50c per quart, but fine weather would change conditions in a few days. The berries are from Florida.

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

Tomatoes—\$3 per 6 basket crate.

SHRINES OF FOLLY

As Shown by the Various Easter Openings.

Such a wilderness of fascinating feminine attire, and such a wilderness of lovely materials out of which to construct feminine attire! The most fastidious shopper who could not find something to please in the Monroe street windows since my last write-up were indeed hard to suit. From the daintiest, filmiest goods to those of heavier weights and more serviceable shades, but all of summer wearableness, there was an endless variety from which to choose. Of course, I speak only as one looking into the stores' "eyes," while the interiors fairly teemed with the heart's desire of woman.

And the men's furnishing stores, the shoe establishments and even the groceries had their openings. The first named places naturally did not have for the Fair Sex the absorbing interest that the dry goods stores engendered, but in contrast to this fact it was to be observed that many men paused in front of the latter to admire their displays—men both accompanied and unaccompanied by their wives, friends or sweethearts, or the girls who had promised to be a "sister" to them. Their comments were always amusing in the extreme.

Mr. Miller trimmed the two large Herpolsheimer windows. Mr. Miller is employed in the dress goods department and has had personal charge of the window dressing of this old-established house for some time. When this firm gets moved into its new quarters on the old Friedman site it will take one man's entire time for this work and they have advertised for an expert in this line.

"After we get settled in the new place," says Mr. Mangold, the affable buyer in the suit and cloak department, "we won't take a back seat for anybody in the city on our windows—not for anybody! We have been hampered here for lack of space, but we'll startle the natives before many more moons. We'll show them some windows that are windows, when we get out of here, and the other dealers will be given a chance to look to their laurels."

I suppose when the much-talked-of removal is accomplished the public will be given an opportunity of seeing "an opening as is an opening."

Even with the limited space at his disposal Mr. Miller achieved wonders. Both windows were alike except as to the contents. There was green burlap tacked smoothly all around to a height of, say, eight feet or so. A foot in front of this was a square-latticed fence of the same height. Filling the space between the two at the top was a ledge covered with the burlap, the front edge of which was square-notched and hung down in front to imitate a parapet. On the ledge were palms in pretty jardinières. The fence was an ingenious device composed of sailors' twine, "which," said Mr. Miller, "does not stretch like the ordinary clothesline and is easy to make taut." The squares formed by the

interlacings were about seven inches and at all the intersections there was a shing flat brass-headed tack. These gave the necessary touch of brightness to the green and at the same time brought to the mind of the observer the perhaps-forgotten fact that the coming warm season is to be a "gilt season." The floor was evenly covered with white cotton cloth. At the ends of the trellis, in either window, clambered ivy and morning glories, and little tots dressed in immaculate white (one a boy in kilts and a sailor hat) were in the act of picking the posies. There were two children in each window, accompanied by two ladies (dummy ones) in one and three in the other. One unfeeling bachelor objected to the presence of the former, saying they merely looked like dressed up dolls. But they were as large as many a little one of two or three, and they gave a human interest to the scene by their life-like positions, appealing especially to the women who have babies of their own.

(I shall see to it that the fossil-hearted bachelor reads the above!)

All the five dummies were elegantly appareled. The plain plum-colored suit with the wide cream lace in the sleeves was priced at \$55. All the dummy ladies wore charming hats, as befitted their outdoor environment. These chapeaux admirably shaded into the colors of the suits with which they were worn.

Two hats—"peaches!"—were displayed on tall nickel standards in the background of each show window. The one of folded pale blue chiffon on a wire Napoleon frame was very attractive—until one heard the price, then her heart sank way below zero. A bunch of old-fashioned tea roses, making you think of your grandmother's garden with its borders of spicy pinks, adorned one side of the front. There was also a bunch at the flat back, and nestling at its side was a love of a rosette of blue satin of exactly the same shade as the chiffon, combined with a soft sage green. I never see a rosette but I am reminded of a certain small boy of my acquaintance. He was asked if he knew the name of a little arrangement of pink velvet and ribbon that his mother sometimes wore on going out of an evening. The word they wanted to get out of him was "toque." "R-o-sette?" he said enquiringly. So ever after that a toque, in that family, was referred to as a "rosette."

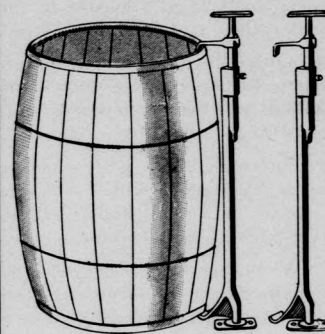
There were two \$100 dresses on exhibition in these two windows: the green voile, on the dummy sitting in the mahogany chair with upholstery that matched the gown of the sitter, and the white voile with the wide light blue satin folded girle and a wonderful garniture, hand applied, on the front of the Eton jacket. I failed to see the price in these two creations as the goods they were fashioned of is purchasable at \$1.35 the yard; but I presume the hand work on the waists and the fact that they were novelties accounted for the harrowing amount asked for them. The two gowns came from the house of Max Heller & Co.

One dummy might have been a window in fourth or fifth mourning. The black skirt that widely flared at her feet—if she had any, which was to be doubted—came from Heyman, Levy & Son. The magnificent \$75 coat that was worn with this skirt was of black taffeta entirely covered with hand-made black (in fact, the whole outfit was of this somber hue) Battenberg lace and there was any quantity of wide plaited chiffon and Cluny lace beautifying the long bell-shaped sleeves and following the whole outline of the wrap. William Fischman made it. 'Twas a garment any woman might well be proud to possess and many were the deep-drawn sighs over the garment, with a determined putting behind of His Satanic Majesty.

There's a something about fine lace that a woman never gets over as long as she lives.

The hat that surmounted the prettily-coiffed head of the first-mentioned lady dummy deserves more than a passing notice. I spoke of the dress as "plum colored." (By the way, it was turned out by M. Aultman & Co.) It was almost a lavender, and the chapeau to wear with it was a real lavender rough straw turban, with an elaborately decorated lilac chiffon band and plum-colored roses drooped at the back. Somewhere in its composition there was a dash of dull turquoise blue. A certain local dress-maker who has exquisite ideas as to harmony of colors, asserts that "only an artist can combine these two colors."

ATLAS ADJUSTABLE BARREL SWING



A necessary article for the groceryman. Adjustable and surpassed by none. Once tried always used.

Stands for Strength, Durability, Cleanliness, Convenience.

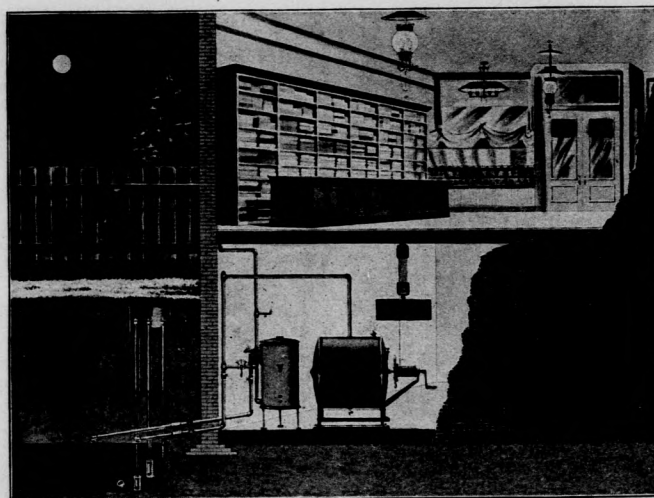
For sale by wholesale grocers.

Atlas Barrel Swing Co.
Petoskey, Mich.

Michigan Gas Machine Co.

Morenci, Michigan

Manufacturers of the



Michigan Gas Machines

They give the brightest light of any gas machine on the market; are the most economical. One will last fifty years with good usage. We will cheerfully send a catalogue on request. State how many lights you need and we will furnish you with an estimate by return mail.

A sensible brown-invested dummy completed the five. Her brown hat shaded into the color so loved by brunettes—buff. The suit came from Plaut & Bamberg's.

As to the manufacturers referred to, they are all New York firms, of whom Herpolsheimer has the exclusive representation in this city, with the exception of the last-named company.

* * *

Steketee & Sons pay much more attention to window display since they put in their modern front. Their trims now rank favorably with the best. In keeping with the solid common sense of their ancestry, their windows in the past have naturally partaken of the intensely practical, but with the younger element now at the helm, their exhibits are gradually coming to tempt Frivolous Woman fully as much as do those of any of the other dry goods merchants on their street. Some of their evening stuffs displayed last week were veritable dreams.

Around the three sides of their west window there was pale green shade cloth, neatly overlapping, which did not clash with the green summer fabrics in its proximity. Three high square white columns arose at the back, joined together by flat scroll designs. On the middle one, like a goddess presiding over the loveliness below, stood a pale green bust of a beautiful-faced young woman, the green tints touched here and there with a warm brown. In and out among the surrounding scroll work were festoons of white China silk, and above the shade cloth at the sides and at intervals high in the background were disposed Easter lilies made of paper—just enough—to call attention to the fact that the display antedated that festival day of the Church.

Most of the goods in this window were draped on high nickel display rods supported by a standard. There were two notable exceptions—an evening shade of blue satin and a maize shade of messeline, both "made in America"—God bless her! I was informed that this is the correct spelling for this new silk, but I notice that the Dry Goods Economist spells the second syllable with an "a." 'Tis said that, when a new weave of silk appears across the Pond which gives promise of popularity, the weavers at Patterson obtain swatches and, with their knowledge of this industry, are soon able exactly to duplicate the samples for the home market. This corn-colored messeline—or messaline—was certainly one of the most beautiful things imaginable, seeming, all at the same time, to shade into white, brown and pink, yet you could call it nothing on earth but a pale buff. It somehow reminded one of a rare piece of Tiffany Favril. Light mode, sage and Nile green, cadet blue, baby blue, lavender and gray were other tints represented. There was also a piece of pink silk the shade of the heart of a Bride's maid rose. Laid on this was a narrow trimming of iridescent sequins combined with tiny iridescent beads and imitation pearls.

In the center of the window was some all-over silver-spangled net. The foundation for these goods is often purchased abroad and the spangles are applied in this country, as this method saves some duty and the result is just the same as to appearance of the finished product.

I will omit reference to the Boston Store's and Friedman's exhibits, as I have given considerable attention to their windows of late, except to mention the fine \$80 white linen suit given prominence by the latter and the dainty white lace dress displayed by the former. Friedman had the skirt draped onto a form that ended at the waist line and the separate pieces to use for the waist were arranged nearby. The suit was very, very handsome—for the woman of means, a poor girl had to turn her head the other way, it was not for her. There was an elaborate Battenberg design all over the dress, to within a foot of the belt, the linen being cut away underneath. Square medallions of fine Swiss embroidery were set in at regular intervals, adding much to the effect—and to the cost!

Spring's windows—what shall I say of them! They were so very attractive that I shall leave them until another week, when there will be more space at my disposal. I have reached my limit for this week's issue.

Hatpin a Woman's Weapon.

Every day it becomes evident that women need some weapon of defense against assault which they can wield handily and which is always available. Of late, the hatpin has come to the fore as such an implement. As a rule, women dread revolvers. Few women possess the nerve necessary to use a pistol with effect when attacked. Then there is an objection to a revolver in the possession of a woman that she would be averse to suspecting the motive of every man she met, and would probably fail to draw the revolver until too late, for fear of making a foolish mistake. What, then, can be provided for her that will be formidable to a foe, yet absolutely safe, so far as she is concerned, and ever ready at hand, whether wanted for use or not?

The answer to the puzzle has been provided by those who make women's hatpins. A hatpin has been designed that is intended primarily for use as a weapon of defense. It is in reality a stiletto masquerading as an innocent hatpin. It is made of fine steel that will bend, but not break, as sharp as a needle, and hardened at the end so that it can be used with deadly effect as a dagger, and with a handle that enables a woman to grasp it for use as a weapon and hold it so that it can not easily be pulled from her hand.

There are two ways of holding this hatpin. It can be held with the thumb pressed against the top or with the button grasped in the palm of the hand. In either way it is a weapon not to be despised.

The method of using it to the best advantage when attacked is to aim at the face of the highwayman. A woman armed with one of these sti-

lettos is able to do more damage in a few seconds than a man unarmed. The wicked little blade is so small that it is impossible to grasp it to wrench it away from her, and yet so keen is it that, thrust home by a woman frenzied by fear, it is likely to pierce through any ordinary clothing into a vital part of a highwayman's anatomy.

There are times in most women's lives when a suspicious-looking character comes into the office and prudence whispers, "Beware of him." While most women would shrink under these circumstances from pulling out a revolver, it is an innocent act to put the hand to the hat and draw out one of her stiletto-like hatpins. With this in her hand, the nervous woman is ready for the stranger, whatever his intentions. If he is a thief, it is more than probable that he will mark the act and let the woman pass unmolested.

The Vanderbilt Millions.

The community of interest idea was an example which was widely followed by the other great system. Outside of bountiful crops, this important move on Mr. Vanderbilt's part had as much as anything to do with the notable rise in stocks, and the expansion in many lines of business, adding hundreds of millions to stock market values. The wealth of the Vanderbilt family grew by leaps and bounds under this magical influence. The fortune of nearly one hundred million dollars which Commodore Cornelius Vanderbilt handed down to his son, William H., and which the latter in turn doubled, has again been nearly doubled, some claim, attaining to four hundred million dollars, during the career of his sons. To William K. belongs the credit for the greater part of this gain. While not forgetting that the boom in business helped largely to expand all great fortunes, like those of the Vanderbilts and Goulds, William K. Vanderbilt's contribution to prosperity was second to that of no other man in the country.

R. H. Burnett.

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 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.

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

AUTOMOBILE BARGAINS

1903 Winton 20 H. P. touring car, 1903 Waterless Knox, 1902 Winton phaeton, two Oldsmobiles, second hand electric runabout, 1903 U. S. Long Distance with top, refinished White steam carriage with top, Toledo steam carriage, four passenger, dos-a-dos, two steam runabouts, all in good running order. Prices from \$400 up.

ADAMS & HART, 12 W. Bridge St., Grand Rapids

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.

WE WILL START YOU

in the

DRY GOODS BUSINESS

for

\$133.00

Write for particulars

LYON BROTHERS,

Madison, Market and Monroe Streets
CHICAGO, ILL.

PAPER BOXES

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

Cereal Food, Candy, Shoe, Corset and Other Trades

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

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



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 accompanied by a signed order for the paper.
Without specific instructions to the contrary, all subscriptions are continued indefinitely. 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 30, 1904

THE PENALTY OF AVARICE.

In the good old days of forty years ago, when those who are now prominent in business in this city were better acquainted with canoes, shotguns, muskrat traps and bows and arrows than with other utensils, the east bank of Grand River passed, from what is now the northwest corner of Lyon and Campau streets, diagonally to about where the present entrance to the Fourth National Bank is seen. Thence it took a southerly direction to Louis street where it turned slightly to the west and extended to a point on Fulton street directly at the rear of the old Barnard House, which is still standing. About 125 feet west of this shore was the east bank of Island No. 1, whose length was from about 100 feet north of Pearl street to an equal distance south of Louis street. The eight-foot channel thus indicated was deep enough from the opening of navigation to June 1, and sometimes until August, to permit the several steamboats plying between this city and Grand Haven to land regularly just below Pearl street. During the freshet seasons, these boats would come up the east channel, tie up about where the French Room of the Hotel Pantlind now flourishes, unload the freight and lie there until morning. With passengers and freight aboard, the lines would be cast off and around the head of the Island the boats would go on the down-river journey.

In the geography of Grand Rapids 40 years ago, our river at Pearl street was about a thousand feet wide because of the little bay that set in at that point toward Canal street. In the present geography our river at that point is about 600 feet wide and about the same ratio of difference is shown from 500 feet above the Bridge street bridge to the city's public lighting station.

Forty years ago the only obstructions to the high water flow of Grand River at this point were Bridge street bridge and the islands, the latter being entirely submerged early each spring. To-day five bridges span the remaining six-tenths of the old channel. Forty years ago there was no Turner street tunnel opening under the bed of the Grand Trunk Railway, so that the deluge brought down Indian Mill Creek was held

within bounds until it reached the river.

All of these changes account for the record flood of 1904 and the "made land" obstructions were the chief causes. Estimates are made that our flood losses this year will aggregate a million dollars. This figure will not be reached, in all likelihood, when the books are balanced, but the aggregate of flood losses the past decade will much more than counterbalance the aggregate of profits made by the filling in of our river on either side. And, worse than that, while these profits have been enjoyed by a few persons the losses have affected the peace and pockets of thousands of our citizens. Indeed, it seems quite probable that the depreciation in real estate values through the flooded districts, in consequence of our experience the past week, will represent the cost of a levee 20 feet high on both sides of the river from the "Big Bend" to the Plaster Mills. Dame Nature submits to more or less imposition at times, but she collects heavy tolls eventually.

EQUAL TO THE EMERGENCY.

Every citizen of Grand Rapids must feel a thrill of pride as he contemplates the spontaneous, prompt and very intelligent manner in which the sufferers by the inundation were cared for, and that, too, without a single loss of human life.

In spite of the unprecedented fall of snow the past winter and the associate fact that we had but one day of genuine thawing weather during that time, we did not expect the deluge of water that came upon us so suddenly. This is accounted for by the fact that the spring break-up, so far as the ice was concerned, was very well behaved. The river rose to a good height, with intervening days of nipping cold weather and of balmy melting weather as though Nature was inclined to favor us by extending the outflow of the winter's watery accumulations to the last limit. Old residents predicted and experts figured, each one showing that the danger was not great.

The estimates were all at fault, however, for, without any warning, the floods came down and in a single day three-fifths of the business and residence district on the West Side became rushing waterways with thousands of people marooned, hungry, cold and in despair. Then it was that the city officials and hundreds of volunteer assistants came to the rescue with money, food, clothing and personal efforts and in this way was it that the people of Grand Rapids took care of their own unfortunates.

According to the Railway Age some 6,908 miles of new road are now under contract or construction, compared with 8,500 miles at this time last year. The end of last year showed that about 68 per cent. of the 8,500 miles, or 5,786 miles, were actually built; and if the same proportion of actual to contracted construction is maintained this year the amount of steam road extension will be only about 4,700 miles.

THE NEUTRALITY OF COREA.

Much stress has been laid by the Russian Government upon the alleged neutrality of Corea. The Japanese have been accused of violating the neutrality of the port of Chemulpo when notice was given the commander of the Russian cruiser Variag that his ship would be fired on in the harbor if he did not come out. The Japanese have also been denounced for landing troops in Corea, notwithstanding the previous announcement by the Korean Government that the country would follow a neutral course in the event of war. Although the Koreans are aiding the Japanese to a certain extent, Russia, in order to carry out her claim that she recognizes the neutrality of Corea, has announced that if her armies find Koreans in arms they will be treated simply as individual belligerents and not as representatives of the armed strength of their country, which is now being coerced by Japan.

That this claim that Corea must be considered neutral territory is preposterous is evident to every impartial person. The whole cause of the war was Russia's aggressions in Manchuria and Corea. Unmindful of Korean neutrality, Russia had already crossed the Yalu River and constructed defenses before the war commenced, and it was the evident purpose of Russia to annex the northern portion of the peninsula that induced Japan to finally break off negotiations and inaugurate hostilities.

In Mr. Hay's remarkable note to the Powers inviting their co-operation in restricting the sphere of hostilities, no mention was made of Corea, that country being naturally considered as within the zone of the war and of no special interest to England. As a matter of fact, the Russian press has openly admitted that it is the purpose of Russia to annex Corea if successful in the present conflict.

The preservation of the independence of Corea has been the alleged cause of the present war from the Japanese standpoint. That Russia intended eventually to push southward from Manchuria and annex the Hermit Kingdom, is so plain that nobody can pretend to doubt it. Such an intention was naturally to be resisted by Japan, and was the real cause of the war. Such being the case, it would be absurd to hold that the very territory that is the main cause of contention should be exempt from being made part of the theatre of the war.

Should Russia win in the present conflict it is certain that she would annex Corea entirely without regard to the fact that the Korean Government is acting under Japanese coercion at the present time. On the other hand, should Japan prove successful, Corea would be placed under Japanese control, possibly it might be allowed a sort of autonomy under Japanese tutelage. To all intents and purposes, however, the country would remain a Japanese dependency, with no more right of initiative in foreign affairs than has Cuba.

The Japanese Government has sent Marquis Ito to Seoul to confer with

the Emperor of Corea. Ostensibly Ito's mission is to explain to the Emperor that the Japanese have no designs on his throne and have only the good of his country at heart, but the real purpose is undoubtedly to secure the good will and active co-operation of the Koreans during the existing war. Marquis Ito is the leading statesman of Japan, and practically the founder of the Constitution and present form of Government. The mere fact that he has been sent to Seoul indicates that the work he has in hand is of the first importance in connection with current events.

ORANGE GROWERS UGLY.

Important changes in the marketing of California oranges are pending. Where heretofore there has been a continuous drift of sentiment toward co-operative marketing—and last year the California Fruit Agency, a co-operative combination of the principal exchanges and associations in the State, controlled the bulk of the crop—this year the independents, or those outside the combine, have developed unexpected strength and promise to make things exceedingly interesting for the combination.

Meetings are being held all over Southern California, and local leagues are being organized, which will eventually be formed into one large and influential association, which can compete successfully with the agency. The growers are asking why a crop of 30,000 cars of oranges pays only about \$4,000,000 profit, when a few years ago one much smaller paid a profit of \$15,000,000. This year the total shipments will be 30,000 cars, or 12,000,000 boxes.

A railroad tie made of scrap leather from shoeshops is the latest. It has been tried in the West. The leather is taken into a disintegrator, refined, and molded into a tie hard enough to have spikes nailed securely into it. The three great essentials in a cross tie are apparently found in this leather sleeper, for it is guaranteed to hold a spike, the fishplate will not splinter in it, and it will not rot. It might also be added that in the case of elevated roads it may serve to deaden the noise of passing trains. Sample ties which have already been down twenty-eight months fail to show the least wear.

The Russians grow respectful of their foes, the Japanese. They were rather contemptuous when the war began. They said that all the advantages the Japanese had gained were due to the unexpected alacrity with which they inaugurated their naval campaign. Now they are admitting that something is due to the skill and efficiency of the Japanese forces. They point to proofs of the ability of the Japanese as marksmen. Many palpable hits, it is conceded, were made by the gunners on the Japanese fleet engaged in the bombardment of Port Arthur.

There won't be many traitors among the Japanese if they are to make a practice of burying traitors alive, as they are reported to have done in one recent instance.

ABOUT DIAMONDS.

Amsterdam is, and long has been, the headquarters of the diamond trade and industry.

The reason for this appears to be that, until comparatively modern times, all the diamonds came from Asia, and the Dutch colonies in Java, the Spice Islands and other parts of the Boran Archipelago made the Dutch East India Company enormously rich, so that its members were the first European nabobs. They indulged their fancy for diamonds to a great extent, and so it was that their city of Amsterdam became the European headquarters for diamonds.

The Brazilian diamonds were not discovered until long after the European conquest of America, and even later than that were the diamonds of the Ural Mountains in Russia known. The discovery of the diamond mines of South Africa dates back only a few decades, but they are by far the richest on the globe.

United States Consul Hill, at Amsterdam, in a report to the Department of Commerce at Washington, gives some interesting information concerning the diamond industry of Amsterdam. When diamonds are taken from the mines they are only transparent pebbles, needing to be cut and polished before they can be used for jewelry. According to Consul Hill, although the diamond industry is prospering at Antwerp, and since 1893 has taken root in New York also, Amsterdam is far and away the greatest diamond mart in the world, and nearly all the rough diamonds brought there to be split, polished and cut are of South African origin, although stones from Brazil, British Guiana, Australia and Borneo are handled.

Mr. Louis Tas, one of the best-known diamond brokers, estimates the output of the De Beers African mines annually at £3,000,000 (\$14,599,500), and of other mines at £1,000,000 (\$4,866,500). Add to this the cost of labor, the profits of the London syndicate, etc., and he thinks that the annual output of diamonds is worth about £7,000,000 (\$34,065,500).

Mr. Tas, however, places the output of the De Beers Company much too low, as the last statement shows that the output was £5,000,000 (\$24,332,500) for the year ended June 30, 1903. Gardner Williams, of that Company, is authority for the statement that all other mines produce but 5 per cent. annually of the amount of the De Beers product. The same authority states that the output of the De Beers mines for the eleven years ended June 30, 1899, was 24,476,000 carats, showing an annual product of more than 2,200,000 carats.

Mr. Kuenz, another expert, estimates that the South African mines have added \$400,000,000 worth of diamonds to the world's supply, of which not 5 per cent. are lost in a hundred years, so that practically the entire world's production in all time is now in existence.

Mr. Tas gives the leading countries of consumption in the following order: United States, Russia, France and England. Mr. Williams ranges countries of importation from South

Africa thus: United States, England, Germany, France and Italy.

The United States cuts no figure at all as a producer of precious stones, the total annual amount being less than \$200,000, five-sixths of which are sapphires and turquoises, but stands first as the destination of these gems. The enormous private fortunes of the Americans will finally result in building up a great diamond mart in this country. The time will come when private collections will far outstrip in splendor and richness the crown jewels of European kingdoms.

According to Mr. Hill, diamond workers are divided into cutters, splitters and polishers. There are about 9,000 people engaged in this industry in Amsterdam. Mr. Tas puts the number down at 8,956. He also states the number of factories at 64, with 7,400 mills. For ten hours' daily work in diamond factories the weekly wages are from \$10 to \$20, according to the character of the service, splitters receiving the highest pay.

The export of diamonds to the United States in 1862 amounted to only \$2,080; in 1863, \$4,971.84; in 1864, \$1,689.80; in 1872, \$5,200—all Brazilian stones. In 1874 Cape of Good Hope diamonds appear in the list of exports, and amounted in that year to \$32,739.90. From 1882 on, the exports of diamonds to the United States attain prominence. The duty on polished diamonds imported into the United States is 10 per cent. of their value. Rough diamonds are admitted free.

The building outlook in New York City is described as being very disheartening. People are familiar with the troubles which attended that branch of business last year and millions upon millions of money which would have been paid out in wages were idle because of the strikes inaugurated by walking delegates. The contractors were at their wits' end and much hardship was imposed upon the working people, most of whom would have very much preferred to be busy at the old rates. It was thought that last season's experience would be salutary and that this spring would see things in better and more promising shape. On the contrary, the reports are that the builders are blue and that already strikes are contemplated or are in progress which threaten to paralyze the business for still another season. Meanwhile those who intended to invest largely in new structures will simply bide their time, or put their money into something else. One of the natural results is a material raise in rents, because the supply of fair-priced apartments has not been permitted to keep pace with the demand. The state of affairs is certainly most unfortunate for all concerned.

The electrical exhibit at the St. Louis Exposition will include most all the important electrical productions of the last decade. Forty per cent. of the space has been allotted to foreign nations; the remainder will be occupied by individual exhibits from the United States. Eighty per cent. of the exhibit will be shown in action, and 10 per cent. in part action.

PHILIPPINE GOVERNMENT.

"No news is always good news" from the Philippines, as it indicates that things are moving along in a satisfactory manner. If there is anything wrong, we hear of it promptly enough. When we consider the space devoted to Philippine affairs two or three years ago, it is difficult to realize that when Governor Taft submitted his recent and farewell annual report the press agents at Washington did not think it worth so much as a paragraph, and as the printed document has not yet come to hand, the general public is almost as ignorant of conditions in the archipelago as it was during the days of Spanish sovereignty. Occasionally the islands are visited by some thoughtful correspondent who has no particular theory to support and so gives us an impartial report of what he has seen. Such a one seems to be James A. Le Roy, who recently contributed to the New York Post a very interesting account of the progress of the Filipinos in the art of local self-government.

At first the municipalities were organized substantially on the territorial lines of the old Spanish pueblos. Experience, however, showed that in many cases these were too small to bear the cost of effective local government, or to form a satisfactory legislative unit, and besides were often absolutely dominated by a "cacique," or boss, and by consolidation the number of municipalities was reduced about 30 per cent. This was generally unpopular, as the local pride of the Filipinos in their pueblos was quite marked and a most desirable basis upon which to build a public sentiment for local improvements. It was, however, deemed necessary, and within a few years it is believed that there will grow up a greater local pride in the stronger municipal organizations. Of course, the bosses whose local rule has been disturbed will make what trouble they can for a while, but they will doubtless soon learn to combine and divide the spoils on the most approved American plan. This reorganization of the municipalities, with fine tact, has been placed almost entirely in the hands of the three Filipino members of the Commission, who have traveled through the islands, explaining in public addresses in each case the reasons for the change. The Commission has also, by general law, somewhat curtailed the measure of local independence in regard to provisions for education and police which was originally given, the object being to assure an increasing effectiveness in the school system and the resolute enforcement of regulations for public order. In financial affairs, municipalities are quite effectively controlled by the provincial boards, composed of the Governor, elected by the people and usually a Filipino, and the Treasurer and "Supervisor" (provincial engineer), who have thus far necessarily been Americans for lack of qualified Filipinos. These officials, however, are appointed under civil service rules, and there are already Filipinos on the eligible list for these places and it is understood that they will have the preference in appointment.

Upon the whole, the success of these local governments has been fair. Some of the Filipino Governors are proving really effective administrators and leaders of public opinion, and others are not. The subordinate officials, also, who are all Filipinos, greatly vary in efficiency. Mr. Le Roy certainly does not report any such general effectiveness in local self-government as would justify this country in yielding to the clamor of the anti-imperialists and turning the Philippines loose. On the other hand, he finds that there is an unexpectedly large minority of American officials who are wholly out of sympathy with the Commission's idea of "the Philippines for the Filipinos" and frankly favor the exploitation of the islands by Americans, including the monopolization of office-holding. Many of these appear to be ex-volunteer army officers, who learned to despise and hate the Filipinos during the war and roughly lord it over the "niggers" now, when official station gives them the opportunity. Such officials are gotten rid of as fast as possible. They constitute only a minority of the American officials, but there are too many of them. It is also true that a few American Treasurers and quite a number of subordinate officers have stolen the money intrusted to them. This has caused no loss to the Treasury, which was well secured, but it has disgraced the American character where it was of national importance that it should command perfect respect. There is not likely to be much more of it. It is impossible long to escape detection, and a proved American official thief in the Philippines has absolutely no hope of mercy. He is prosecuted on every count which can be charged against him, and if convicted invariably gets the extreme sentence of the law. There are as yet no political parties among the Filipinos in our meaning of the word, and will not be until the election of a Legislature gives the opportunity to divide on local issues. Upon the whole, this evidently fair report contributed to an anti-imperialist journal supplies the best evidence which we have seen of the evidence which we have seen of our government of the Philippines and the judgment and success with which it is beginning the development of a genuine public sentiment in a people accustomed to personal rule.

The Russians deride the Japanese cavalry horses as sorry beasts and the cavalymen as awkward riders. But Kipling's description of a Japanese cavalry charge should not be forgotten, for it is said to have been substantially correct. He said it ended by the troopers continuing on their course after their horses had stopped. The quadruped is a minor quantity in a mounted force of that type, and the biped with the saber and the gun in his hands is an enemy not to be despised.

Fresh people ought to be sat upon, but it is different with fresh paint.

The people who look for trouble are generally those who find fault.



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, March 26—There has been more activity in the coffee market this week than last. Buyers show more interest and some fairly large lots were taken. Quotations are slightly higher and the general undertone is rather favorable to the seller, while quotations show a fractional advance from previous ones. At the close Rio No. 7 is worth 63½c. In store and afloat there are 3,063,190 bags, against 2,656,036 bags at the same time last year. A steady market prevails for mild coffees, and West India growths are held quite firmly at quotations. Good Cucuta, 8½c; East Indias, steady at full former rates.

Some of the sugar refineries are from a week to ten days behind in deliveries. This must be due to some other reason than active trade, because the whole week has been as dull a period as could be imagined, new business being in fact practically nil. But a big trade is confidently looked for a little later.

Transactions in tea have been few and unimportant. Values are well sustained, but trade seems to have good stocks on hand and until the season is further advanced no great activity is anticipated, and even then no "boom" is looked for.

In rice we have simply one story from every dealer—dull. Sales are of smallest possible lots and buyers show no interest whatever. Quotations are without change.

Some 800 cases of nutmegs sold at auction from 18½@18¼c—prices considerably below the market value. Aside from this there is nothing doing in the spice market. Prices are unchanged on the general line.

There has been a fair consuming demand for grocery grades of New Orleans molasses. The market is fairly well cleaned up and prices are well sustained on all grades. Syrups are steady and practically unchanged.

There is a little more call for prunes, but dried fruits generally are very quiet.

In canned goods we are simply between hay and grass. Holders are trying to reduce stocks and one can find some bargains almost anywhere. An offering of peas by a Philadelphia concern was one that attracted considerable attention. Trade can be called active and when new goods arrive the market will be in better shape than for several seasons. Salmon is doing well, and cheap grades of pink that have been a burden for two or three years are now very materially reduced—one of the blessings(?) of war.

The better qualities of butter are firmly held and quotations show some advance as the supply is hardly sufficient to meet the demand. Supplies on the way, too, are reported as rather light, so the outlook

at the moment is in favor of the seller. Top grades of Western creamery, 24½c; seconds to firsts, 17@24c; held goods, 18@20½c; imitation creamery, 16@18c, latter for fancy stock, and market is rather quiet; renovated, 15@17½c; factory, 13½@14½c.

The movement of cheese has been very light and quotations are practically without change. Full cream small size remains stationary at 12c. Quite an export trade has been done this week at quotations ranging from 8½@10c.

Eggs for a day or so have been in light receipt and the holders have not been anxious to sell. At the close the market is strong and the outlook is favorable for the coming week. Fresh-gathered Western, 17½c; seconds to firsts, 17@17¼c; inferior, 15½@16½c; Western duck eggs, 34c.

The Smallest Store in New York.

The smallest business house in New York City is a little shop located at 13 North William street, a small thoroughfare just east of the bridge and off Park row. The actual inside measurements of the little shop are three feet nine inches by four feet two inches, and there is just room for a small gas stove and two three-legged stools. On one of these the tailor sits at his work. The other is for the waiting customer, for the business in this shop is mainly in the nature of emergency repairs. If there should be a rush of two customers, one of them would be obliged to remain outside until his turn came. The shop from the outside looks bigger than it is, for on the wall there is a showcase filled with garments, which looks like a store front. It is, however, part of the wall. For this tiny little shop the lessees, a father and son, pay \$75 per month rental and make a living besides. Only one of the men is in the store at a time for obvious reasons.

A Schoolboy's Composition on Dogs.

A dog is an animal which has got four feet. Two of them are in the front of him and two in the back. They are most always tame and kind, but if you tease one he will bite and a dog bite is poison like a snake. Dogs can live in any kind of country cold or hot and they will eat anything, even some eat slop in the alleys. They are a very smart thing and are taught to do much. Some jump through holes in wood and some do funny things. Dogs sleep much more in the daytime than he does in the night as they have to keep watch at night and not go to sleep then. Most dogs have got hair, but some dogs have longer hair than other ones, they have all color hairs and do not like to be clean. Dogs live to be older than a cat does, but do not get gray when they do so, but die different. Most dogs die from being shot by policemen or smell gas and then choke. They are named by people after them.

A salesman should not criticise the methods of a competitor and never reveal what he may learn about the business of one customer to another.

Storage Eggs Wanted

I am in the market for 10,000 cases of strictly fresh eggs, for which I will pay the highest market price at your station. Prompt returns.

William Andre, Grand Ledge, Michigan

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 whitewood and veneer basswood cases. Carload lots, mixed car lots or quantities to suit purchaser. We manufacture every kind of fillers known to the trade, and sell same in mixed cars or lesser quantities to suit purchaser. Also Excelsior, Nails and Flats constantly in stock. Prompt shipment and courteous treatment. Warehouses and factory on Grand River, Eaton Rapids, Michigan. Address

L. J. SMITH & CO., Eaton Rapids, Mich.

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

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.

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.

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.

CHEESE DISHES.

Different Ways of Preparing and Serving Them.

Cheese Straws.

To make cheese straws mix one cupful of flour with a half cupful of grated Parmesan cheese, a dash of cayenne, one-half teaspoonful of salt and the yolk of one egg, then add enough water to make a paste sufficiently consistent to roll. Place it on a board and roll to one-quarter inch thick, cut it into narrow strips and roll so each piece will be the size and length of a lead pencil. Place them in a baking tin and press each end on the pan so that they will not contract. Bake to a light brown in a moderate oven. Serve with salad. These straws will keep for several days and should be heated just before serving.

Cheese Soup.

Few people realize how delicious a soup can be made of cheese. It consists of one and a half cupfuls of flour, one pint of rich cream, four tablespoonfuls of butter, four of grated Parmesan cheese, a speck of cayenne, two eggs, three quarts of pale soup stock. Mix flour, cream, butter, cheese and pepper together; place the basin in another of hot water and stir until the mixture becomes a smooth, firm paste. Break into it the two eggs and mix quickly and thoroughly. Cook two minutes longer and put away to cool. When cool roll into balls about the size of a large walnut. When the balls are all formed drop them into boiling water and cook gently five minutes, then pour the soup stock over them. Parmesan cheese should also be served with this soup.

Cheese Canapeas.

Cut bread into slices one-half inch thick. Stamp them with a biscuit cutter into circles; then, moving the cutter to one side, cut them into crescent form, or, if preferred, cut the bread into strips three inches thick and one and one-half inches wide; saute them in a little butter on both sides to an amber color. Cover them with a thick layer of grated cheese, sprinkle with salt, pepper and a dash of cayenne; fifteen minutes before the time to serve place them in the oven to soften the cheese. Serve at once very hot. Or, cut some toasted bread into small pieces and serve with a little French mustard. Dip in melted butter, then roll in grated cheese; sprinkle with salt, pepper and a dash of cayenne, and place in a hot oven fifteen minutes to soften the cheese. Serve very hot.

Cheese Souffle.

One tablespoonful of butter, one heaping tablespoonful of flour, half a cupful of milk, one cupful of grated cheese, three eggs, half a teaspoonful of salt, a speck of cayenne. Put the butter in the saucepan and when hot add the flour and stir until smooth but not brown; add the milk and seasoning. Cook two minutes, then add the yolks of the eggs well beaten and the cheese; set away to cool. When cold add the whites beaten to a stiff froth; turn into a buttered dish and bake twenty-five minutes. Serve the moment it comes from the oven. The dish in which this is baked should hold a quart.

Welsh Rarebit.

One pound of cheese, one cupful of ale or beer, a dash of cayenne, one teaspoonful of dry mustard, one teaspoonful of salt. Grate or cut into small pieces fresh American cheese; place it in a saucepan or chafing dish with three-quarters of the ale; stir until it is entirely melted; then season with mustard, salt and pepper and pour it over slices of hot toast. Cut in triangles or circles. Everything must be very hot and it must be served at once, as the cheese quickly hardens. By some a rarebit is considered better by the addition of a scant teaspoonful of butter, a few drops of onion juice and the yolks of two eggs added just before serving; the eggs make it a little richer and prevent the cheese hardening so quickly. Milk may be used instead of ale to melt the cheese, in which case the eggs should also be used.

Cheese Patties.

Make small round croustades, which are made of bread cut in circles, the center removed and sauted in butter, or they may be dipped in butter and placed in the oven until they become a delicate brown. Fill the centers with a mixture of two ounces of grated cheese, one-half tablespoonful of butter, one tablespoonful of milk, a little salt and pepper. Place the croustades again in the oven to melt the cheese and serve very hot.

Cottage Cheese.

Place a panful of milk that has become soured enough to become thick or clabby over a pan of hot water; let it heat slowly until the whey has separated from the curd; do not let it boil or the curd will become tough; then strain it through a cloth and press out all the whey; stir into the curd enough butter, cream and salt to make it moist and of good flavor. Work it well with a spoon until it becomes fine grained and consistent; then mold it into balls. Chopped chives may be added to this with good results.

Cheese Sandwiches.

Cheese makes excellent filling for sandwiches. American or Grier cheese may be cut in thin slices and added to thin slices of bread, which have been thinly spread with butter and sprinkled with a little salt and paprika. Cheese may be grated and rubbed to a paste with butter, spread on bread and dusted with salt and pepper. Still another filling consists of one tablespoonful of butter mixed to a smooth paste with two tablespoonfuls of grated cheese, a saltspoonful each of salt, paprika and dry mustard, a little anchovy paste, a teaspoonful of vinegar. This should be spread between thin slices of dry toast.

Cheese Croquettes.

Grate half a pound of American cheese, mix in a scant tablespoonful of butter, a tablespoonful of milk, and egg beaten so to break it, half a teaspoonful of salt, a dash of paprika, mix to a smooth paste and mold into small croquettes, using a tablespoonful of the paste for each croquette; this will make eight croquettes. Add a little milk with the yoke of an egg, and roll the croquettes in milk, and then in cracker dust; fry for a minute in hot fat; they should be a delicate brown and creamy inside.

EGGS

Brand New Proposition
Money in It for Every Egg Shipper

Write or wire for full particulars.

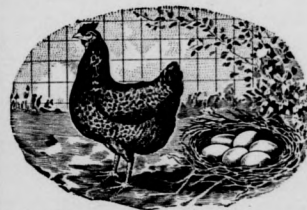
Harrison Bros. Co.

9 So. Market St., BOSTON

Reference—Michigan Tradesman.

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

The egg market is firm at present. We expect, however, that as soon as the warm spring days arrive it will be some lower. Call us up by telephone at our expense and let us try



and trade with you on eggs. Be sure and do this. Would be pleased to have you come and see us and look our new plant over. There is no better in Michigan.

LANSING COLD STORAGE CO. LANSING MICHIGAN

Fresh Country Butter

I always want it—of course, got to have it.

Eggs

Have to have 20,000 cases selected or straight run stock, and while I hate to do it like everything, I suppose I've got to pay a third more than they are worth. I never gamble myself, but my friends do, and as I have to store these eggs to please them, I am in the market. Write me.

Process Butter

I make tons of the highest grade process on the market, put up in any style you like; finest quality, high flavor, made entirely from fresh roll butter, cream, milk and salt. Wholesale only. Also fine fresh creamery butter all sizes, low prices.

Iowa Dairy Separators

I am State agent for them. I want local agents, good, bright, live men. I have a cream separator that is a genuine farmer's machine, and by that I mean the very best. Easy to clean, very long lived, easy to run, the closest kind of a skimmer on hot or cold milk, very few parts, and they replaced at low cost. What more does any one want? Who has one as good? I guarantee them every time.

E. F. Dudley

Owosso, Mich.

TWO KINDS OF OPTIMISM.

Facts Which Prove That the World Is Growing Better.

A recent writer in the Outlook has been congratulating us upon the optimistic trend of our national literature. Harper's Weekly, in an editorial, discusses the same matter, and refers to two distinct kinds of optimism—the optimism which is profound and well grounded, and, on the other hand, the optimism of well-fed, well-housed cattle. The writer says: "Before we become too self-laudatory we should examine into the true reasonableness of the faith that is in us. Are we optimistic because we are comfortable? Let us analyze our optimism," he goes on to urge, "and find out whether it is the optimism of a great faith in the far-off divine event, or the light-hearted optimism of childhood before the dawn of reflection."

This is a matter well worth consideration, for optimism that is worth anything does not come easy to most people. The hard facts of existence cry out against an easy-going confidence that all's well anyway. There are a good many people in the world who would repudiate the accusation that they were downright pessimists, but who nevertheless are not very active optimists. They habitually look backward to the "good old times," and find little in the ways of the world in these modern days that they deem worthy of unqualified praise. There are probably very few thinking people anywhere who are pessimists out and out; yet one does not have to look far to find some who are pessimists in and out—not thoroughlygoing convinced, ready to make a stout denial of the goodness of the universe, but conscious of a chill in the air. A shadow falls across the way and the doubt arises whether it be not the shadow of something malign in the nature of things, as persisten as any good influence which comes with the sunshine and the natural gladness of life.

In its worst conceivable form pessimism has never entered into the mind of any sane philosopher, although old-fashioned Calvinism comes pretty near it. The thoroughgoing pessimist would say that the universe is controlled by an evil intelligence, and that all things are purposely arranged to produce evil and misery forever. The worst existing form of pessimism is generally the absence of optimism—a doubt whether the facts of experience indicate a moral and intellectual order in the nature of things, of which human life is an essential part. That is the worst of it, but that is bad enough; for so one must look upon the universe as a vast purposeless, worse than useless realm of active disorder and magnificent insanity. This earth is a very small part of the universe. The stars of the midnight sky are suns with their train of worlds, and on these millions of other worlds we must suppose the processes of evolution to be going on just as here with us; and so the pessimist must extend his negation to these other worlds, and assert that in them life rises, culminates and fades away leaving no record. To be consistent, he who so

reads the history of life on this earth must affirm that this process has been going on in the universe forever and will go on forever, uselessly. Few men would be willing to allow their imagination free range in this way and apply their pessimism consistently.

Optimism that is worth anything does not come easily to most thinking people. Easygoing, unthinking, gentle belief that all's well whatever happens, declining to look at the woes and horrors of the world, denying the profound waywardness and wickedness of human nature, refusing to grapple by the throat the real evils of life—such simple optimism does not amount to much and it is easily upset. The kind of optimism that is worth something comes to one who sees and thinks a good deal about the sad and sterner aspects of life. It is perhaps most valuable when it comes as the net result of the questioning of a naturally skeptical mind. This is the sort of belief in the fundamental goodness of the world and intelligent purpose of the Infinite and Eternal Energy that comes to many of us. We can not make any other way of thought work. As a philosopher has well said: "I have observed that while optimism is always urging us to be consistent and thoroughgoing in our faith in it, pessimism, on the contrary, can never be consistently applied; but in all the highest moments of life the pessimist must act like an optimist, must face the way of hope and progress, must trust in truth and duty, love and goodness, as if they were indeed eternal. I have observed that the agnostic can not remain on the narrow fence of hesitating doubt. He must act and live on one side or the other—toward evil or toward good—and it seems evident that his most successful action is when he goes heartily over to the side of good."

But, some one asks, do you mean to assert that one can not remain neutral in this matter, keeping his mind open until more evidence is in? May one not refuse to be either optimist or pessimist, and simply wait until he can feel sure he is right before coming to a conclusion? That is exactly what we mean to say. Here is something of vital importance in the life and thought of every man. He must perforce take sides in this question; it is a forced option. As Professor William James says, writing of religion: "We can not escape the issue by remaining skeptical and waiting for more light, because, although we do avoid error in that way, if religion be untrue, we lose the good, if it be true, just as certainly as if we positively chose to disbelieve. It is as if a man should hesitate indefinitely to ask a certain woman to marry him because he was not perfectly sure that she would prove an angel after he brought her home. Would he not cut himself off from that particular angel-possibility as decisively as if he went and married some one else?"

It is a great solace, when the evil of the world presses upon us, if we are held firmly in the grasp of a few convictions relating to human nature and the laws of progress. One may

admit all that is charged against society in Europe and America, and still hold that there is vastly more good developed in human nature today than ever before, that on the whole the mighty struggles of the world are tending toward better conditions for all men, and that at last, for the first time in the history of the world, the laws of progress are so well understood and so well applied that there is now no danger of a total lapse of society into dark ages and barbarous conditions. The advance of human progress is not even and equal all along the line; sometimes, indeed, here and there the line wavers and falls back a little, and it is not hard to point out these relapses into barbarism. But to admit this and to lament these

Automobiles

We can satisfy the most exacting as to Price, Quality and Perfection of Machinery

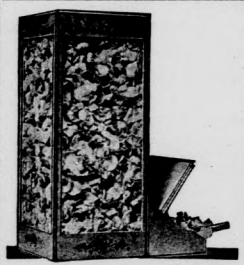
If you contemplate purchasing an Automobile it will pay you to write us first and get our prices.

Sherwood Hall Co.,

Limited
Grand Rapids, Mich.

MEYER'S RED SEAL BRAND SARATOGA CHIPS

Have a standard reputation for their superior quality over others.



MEYER'S Improved Show Case

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

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

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

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

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

SALT SENSE

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

Take salt, for instance.

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

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

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

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

Write for information about our popular 1/4 bushel (14 lb.) sack of Butter Salt which retails at 25c.

DIAMOND CRYSTAL SALT COMPANY,
St. Clair, Mich.

retrograde movements is not to give up to pessimism, but rather is it a confirmation of our optimism, because our very feeling of disappointment is an indication of our high ideals, which are themselves a part and product of the order of nature and a promise of better things to come. Man is as much a part of nature and under nature's laws as the vegetable kingdom. Nature's teachings are found not merely in the fiery volcano or the devouring leopard but in the generous hand that rescues from danger, in human pity and human hopefulness. And so as the end and fruit of the whole evolutionary process is moral, how can we hold, by any logic, that the process and the law governing all are devoid of ethical import?

Many are alarmed because the last half century has been a period of disintegration. They have taken the breaking up of systems for destruction, whereas "the very tension and energy of the movements which have broken up creeds and system, whether in state or church, in business or social life, have released the elements of a new order, have set free the forces which tend toward progress and unity." The time in which we live is a time of readjustment along many lines, and to meet the new problems of political, social and religious progress there are needed men of right thought and feeling, of faith and courage. No creed but that of a rational optimism, carefully thought out and applied to the necessities of mankind, can furnish permanent stimulus, the consolation and strength which the worker needs.

Solid Business Essential to Success of New Merchant.

Written for the Tradesman.

A successful business man said, the other day, in the writer's hearing, "A man just starting in business naturally wants all the business he can get and in many cases this same business is a loss to him."

Never were more true words spoken. Take, for instance, the man who opens up a store in a comparatively small city in which there are already several other merchants in the same line. If Tom, Dick or Harry comes to him and wants goods on credit he gives them what they ask for when his own better judgment tells him that the prospects for getting his money are very poor.

Why does he do this? Because he wants to do business. He wants people's trade and he wants things to be moving. It is this very idea that business must be done at all costs that is causing a great many of the failures which are daily recorded.

Many times are people heard to remark, "I don't see how Blank keeps his head above water. You never see him getting much business. His place is never crowded with people." Still, Blank is keeping his head above water and in many cases he is making more money than his competitor who makes a great show of always being busy.

When a store is filled with people it does not necessarily mean that a large and paying business is being done. Some of the largest are fail-

ing daily and the larger the business the louder the crash when it goes down.

Good solid business is what the new merchant wants, not the canned goods and fancy prune kind alone, but the good old salt pork and wash-board kind as well—the kind that stays with him six days in a week, four weeks in a month and twelve months in a year. That is the kind of trade that counts.

When a merchant has settled up his books for the month and finds that all the old standbys have paid up good he goes to sleep at night a great deal more easily than his competitor up the street who has been doing a "rushing" business but whose patrons did no rushing to the desk to pay up at the end of the month.

It may seem hard at first to see business go out of the door, but the sensible man soon sees that it is a great deal wiser to see this than to see people walking out with goods under their arms which will never be paid for.

Burton Allen.

Recent Business Changes Among Indiana Merchants.

Batesville—Thie & Vanderheide continue the hardware business of John H. Thie.

Bunker Hill—Barron & McIlwain have purchased the grocery stock of Robert Miller & Co.

Decatur—The Harrod & Wagner Shoe Co., manufacturer of infants' shoes, are closing out the business.

Decatur—Kalver & Friedman, dealers in clothing and furnishing goods, have dissolved partnership. The business is continued by Kalver & Sons.

Elkhart—Willard Kurtz has sold his grocery stock to Himebaugh & Raugh.

Elkhart—Mrs. C. F. McGranahan has purchased the millinery stock of Miss A. Misner.

Evansville—Geo. P. Boicourt has taken a partner in his grocery business under the style of Boicourt & Dreher.

Evansville—The style of the Wintz & Meyer Furniture Co. has been changed to the Wintz Furniture Co.

Fort Wayne—J. M. Stouder & Co. have merged their hardware business into a corporation with a capital stock of \$10,000. The style remains the same.

Indianapolis—Bernd Bros., wagon-makers, have incorporated under the style of the Bernd Bros. Co.

Indianapolis—The Faulkner-Webb Co. has increased its capital stock to \$215,000.

Indianapolis—The National Lawn Furniture Manufacturing Co. has formed a stock company.

Kewanna—Martha E. Helmick has purchased the general merchandise stock of E. A. Elston.

Millville—Neff Bros., dealers in merchandise, have sold their stock to G. W. McLean.

Princeton—A. Cash & Co. is the new style under which the grocery business of Arch. Cash is now conducted.

Richmond—Geo. Denker has purchased the boot and shoe stock of E. F. Marshmeyer.

Wabash—S. M. Blount & Co., deal-

er in teas, spices and confectionery, have incorporated their business as the S. M. Blount Co.

Fowlerton—A receiver has been appointed by the Industrial Window Glass Co.

Hints and Bits.

Building castles in the air is nice while it lasts, but the chronic air-castle builder is apt to get a bad fall. The higher you soar the greater the distance you'll have to drop, and the severer the jolt when you land on Mother Earth. Better wait until they invent airships before you attempt a trip skyward.

Fools, like pickles, are infinite in their variety. Heaven help the fool, though, who fancies that all the world's a fool but him.

Life owes every man a living, but some folks are too lazy to collect it.

Face the world with a smile and you take the edge from its blows and the smart from its bruises.

Advice is a good thing to keep for yourself; you may need it some day.

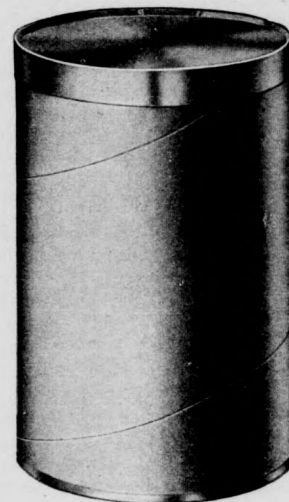
Nowadays folks haven't time to listen to a long tale of woe. Cut it short, or, better, cut it out.

The man who hesitates to do a thing that must be done is like the timid bather who cowers at the water's edge, racking himself with anticipations that are tenfold worse than the realization.

These would-be cynics! They remind one of the shy debutante trying, oh! so hard, to look seasoned and worldly-wise.—Haberdasher.

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

If you use this 1 lb. coffee box



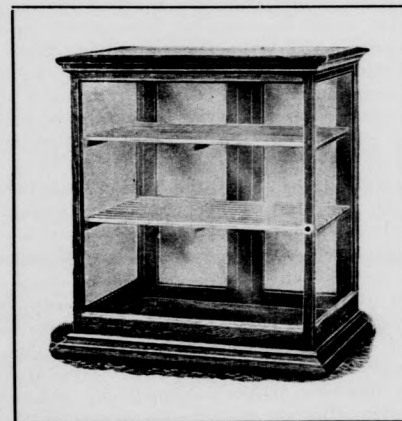
Gem Fibre Package Co.

Detroit, Michigan

Makers of

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

A Bargain In a Bread Case



\$6.00 Each, boxed, during April Only

White Oak, well finished. 31 inches long, 22 inches deep, 33 inches high.

Grand Rapids Fixtures Co.

Bartlett and South Ionia Streets, Grand Rapids, Michigan

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

DRY GOODS

Weekly Market Review of the Principal Staples.

Underwear—Underwear is in small supply in jobbers' hands, but nevertheless the makers are receiving very few orders. Mills are closing down in many instances and running on reduced time is quite general. Balbriggan and ribs are having a fair jobbing business, and mesh underwear is becoming quite an important factor in the business. Woolen and merino goods mills are starting on their fall business, which promises to be heavy.

Hosiery—Hosiery is generally earlier in demand than underwear, so that there has been no occasion for worriment. Staple goods are generally taken by the retailer in place of fancies for his hosiery needs, especially in half hose. Outside of neat embroidery goods there is little doing. Lace goods and grays are in little request. Tans are in a fair position. In ladies' hose everything seems to be to satisfy needs. Lace hose seems to have the preference, but fancies of all descriptions are in good request. New importations are being copied to a marked degree for fall and winter wear, although the French idea that hose should match the costume is not looked upon very favorably here. Styles with lace applique are too complicated for domestic mills in general, and only the more simple lines are being duplicated.

The Sully Failure—The awful break in cotton values, due to the Sully failure, was looked upon at the time as a very serious affair as regards the goods situation, but a day or two after the collapse the excitement was not so intense and commission men were under the impression that what effect it would have on the goods market would be only of a temporary nature. Nevertheless, it was agreed that buyers would exercise even more caution than they have been doing these past few months in placing orders on the strength that some of the other large bull factors in cotton would be obliged to go to the wall and place cotton on its proper basis. It is very plausible that general business in cotton goods will feel the effect of the assignment for some time to come, and that hereafter there will be a great deal of difficulty experienced by buyers who desire to contract for goods on long-time deliveries. For a day or two after the collapse business was almost at a complete standstill, but much encouragement was felt when the reports came in that cotton values had turned upwards. While the manufacturer is pleased to hear that one of the principal factors of the present bull movement in cotton has reached the end of his rope, for the time being at least, he does not want to see too large a break in cotton until it becomes time to think of contracting for his coming year's supply of cot-

ton. If the market at any time in the near future should drop below the point at which his present supply was bought, it would be very natural to expect that the buyers of goods would demand that all future business be based on the lower prices of cotton. This, in consequence, would result in more or less loss.

Brown Cottons—While the trade as a class feel disinclined to buy beyond immediate requirements, they feel safer with these goods in stock than they do with any other of the staple lines. They are bound to sell then sooner or later as stocks in retailers' hands are not overlarge. Whether a continuation of this little improvement will be experienced the coming few weeks it remains to be seen. It is quite likely, however, that more or less spot business will be done right along, although there will be very likely a number of buyers who will remain on the fence awaiting the results of the recent disturbance in cotton.

Bleached Goods—There has been considerable business in muslins, organdies, nainsooks and cambrics in the jobbing market, but the jobbers have given little or no business to first hands. Jobbers are said to be down almost to bare boards in these white goods, but they are making no move to replace their depleted stocks. At this writing there seems to be a general impression that the fine white goods are going to play an important part in the coming fall business. Creators of fashion, it is understood, are giving out advice to the effect that for next winter the goods worn will be white and simplicity itself in construction. With this advice as a cue, manufacturers are not giving much attention to novelties that have not already been placed on the market successfully and especially so of the heavy goods, whether fancy or piece dye.

Wash Fabrics—The market for wash fabrics has been fairly satisfactory, although the greater part of the business for the coming summer has been placed in first hands. Jobbers are doing more or less business with the retail trade. Goods that have a reputation are well sold up and the late business has gone to other hands. Gingham has been a strong factor since the opening of the season and the outlook is encouraging for a good fall jobbing demand.

Wool Dress Goods—The dress goods end of the market is still in a quiet period without much interest in any one direction. The agents have tried time and again to determine the status of various lines, but without any great success. Plain goods showed up best in the initial ordering and some of the semi-fancy lines, yet there has been much interest in regard to the more fancy effects. The buyers evidently believe in extreme caution this season, however, and this has led them to pick up small lots here and there which have been just enough to hold out promises for the mills which make them, yet it can not be said that there is any guarantee whatever for the future of these goods. In fact, the purchases of fancies have been just

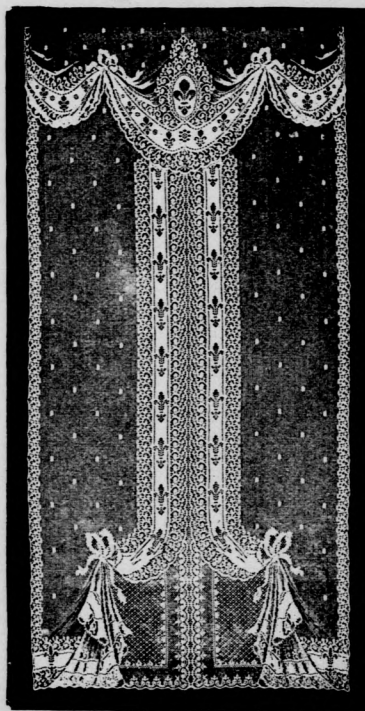
enough to keep every one concerned guessing. Of course, the dress goods business depends very largely on the fashions of the season, and as this usually develops very late, so must the dress goods business develop late, and as far as the cutting-up trade is concerned, the later it develops the better it will suit them, in other words, the cutting-up trade would prefer to have the mills do business on the jobbing plan and make up the goods and hold for their convenience, and it seems to be coming nearer and nearer to this method of doing business each season. The fashions from abroad for the spring and summer have declared recently for the plain fabrics, but all this does not say by any means that the same will hold true for next fall. There is just enough promise of it to keep those concerned on the uneasy side.

Worsted—The fancy worsted situation is one of great uncertainty still, and some of the lines that the agents feel are the best in the market are yet to be placed in a position that their sponsors feel is secured. Undoubtedly much of this trouble is due to the fact that buyers avoided, to some extent, the very highest priced ranges and these are the ones in question. Again, some mills showed such a variety that the clothiers undoubtedly could make selections from but a part of the lines; and, odd as it might appear, in some cases they all avoided certain styles as though the matter had been prearranged, and the agent can offer no explanation whatever for the occurrence. The allurements of the mer-

cerized worsted lines proved too great in many instances, and kept them from the very finest grades, and it must be remembered that the number of lines shown of mercerized worsteds was greater than ever before. Medium grade worsteds have actually secured the largest proportion of the business, however.

Carpets—The manufacturers of three-quarter carpets continue active, especially those engaged on tapestry and velvet carpets. The initial orders were exceptionally large this season, and many mills on some patterns booked enough initial orders to keep them busy the whole season without duplicates. Some of the smaller mills report the duplicate orders coming in slowly. The retailer who purchased freely of carpets this season and who carries any stock over into next season, will, no doubt, be ahead of the game as everything points to a further advance next season on all grades of carpets, particularly those using worsted warps and filling, as manufacturers are already anticipating further advances on their goods. Not that they will make any more profit by the advance, but it must be made of necessity to meet the advance on wool. Manufacturers of wool ingrain, who have been quite busy up to recently, are now stopping off many of their looms, due to the limited duplicate orders for goods. Occasional exceptions to this condition are found where there are enough orders still uncompleted on their books to keep the looms active up to April 15. Some mills commence to get out their new patterns

\$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

from April 1. This season the manufacturers will more generally than last season get out a full line of new patterns. The samples will be ready to show their trade about May 1, and a strong effort will be made to run full capacity next season.

Smyrna Rugs—The general business is dull. Occasionally mills are found where the makers who keep abreast of the times and have introduced new and attractive patterns have continued busy up to the present time and have enough business to keep them employed up to the close of the season. Those who run on old patterns have found orders limited, especially duplicates. Some large mills have commenced to reduce their working force. Manufacturers of some grades have been obliged to pay from 6@8c per pound higher for cotton yarn this season, as compared with last season, and for wool filling yarn from 1/2@1c per pound. Next season the price of wool will enter into the question of cost more largely.

Right Way to Run a Paper Pattern Department.

Only a few years ago a paper pattern was a rarity, a prize to be carefully preserved and grudgingly loaned to less fortunate friends. To-day designs for every article of attire a woman needs for herself or her children are embodied in the catalogue of the paper pattern manufacturer.

To the progressive dry goods man, therefore, a pattern department is an absolute necessity, which if conducted on up-to-date business lines can not fail to have a material effect upon the sales of all the allied departments in his establishment.

Right here is where many fail and blame the pattern for non-success. They apparently think it should sell itself and hide it in a dark, out-of-the-way corner of the store, put a young and inexperienced girl in charge and await a miraculous number of sales. No greater mistake than such neglect is possible.

Give the department ample space in a central position with plenty of counter room for demonstrations. Make all its appointments as attractive as possible; a palm or two, a little drapery, a few dainty cards with appropriate inscriptions, neatly framed fashion plates, etc., draw attention.

The clerk in charge must be tactful, practical and sympathetic—sympathetic above all things—and courteously patient. She must be able to point out the beauties or novel features of each design, put them together, explain their construction, lighten the difficulty of the novice and suggest styles, materials, trimmings, etc., to the uncertain. Also she should be daily coached as to what novelties, special sales, etc., are to be featured, and if she is intelligent and tactful, customers can be guided from one department to another until everything necessary for the customer is obtained. This is most important.

The harm done by ignorant, incompetent and indifferent help to the average store every day is incalculable, especially in departments that

demand patience and address from their attendants.

The stock must be kept clean, in perfect order, and be handled carefully. Hastily refolded pieces, tattered and dirty envelopes, convey a bad impression. Every design catalogued should be kept in stock and such models as prove exceptionally good sellers reordered in time to supply all demands without delay.

Push the patterns. Feature them in your newspaper advertisements. The manufacturer will gladly supply cuts free of charge by the aid of which many attractive advertisements may be developed. Special sales of material, for instance, can be emphasized and the pattern advertised at one and the same time—two birds with one stone. Take a bargain sale of foulard, select the cuts of a few costumes adaptable to the material, group them attractively with appropriate descriptions, giving quantities of goods required and cost of the whole. That will result in big sales.

The distribution of fashion sheets free each month is a most important feature. The average woman likes to know all about the latest styles and waits expectantly for the publication of the new fashions.

A more effective and lasting advertising medium has never been evolved. Distribute them liberally, enclose them in every parcel that leaves the store. Place a pile, neatly folded, in a conspicuous position where all who will can help themselves. Mail them regularly to out-of-town customers. Remember that in most cases they are not merely scanned and thrown away but are added to the sewing room library and carefully preserved for future reference. Remember, too, that the advertisement on the front page should be its most prominent feature. Change it every month.

If you do not sell paper patterns, you are losing money. If you do and neglect them, you are wasting money. In either case get busy and reform.

E. Adams.

Beware of Fault Finders.

Beware of people who are constantly belittling others, finding flaws and defects in their characters or slyly insinuating that they are not quite what they ought to be. Such persons are dangerous and not to be trusted. A disparaging mind is a limited, rutty, unhealthy mind. It can neither see nor acknowledge good in others. It is a jealous mind; it is positively painful to it to hear others spoken well of, praised or commended for any virtue or good point. If it can not deny the existence of the alleged good, it will seek to minimize it by a malicious "if" or "but," or try in some other way to throw a doubt on the character of the person praised.

A large, healthy, normal mind will see the good in another much more quickly than the evil, but a narrow, belittling mind has an eye only for faults—for the unlovely and the crooked. The clean, the beautiful, the true and the magnanimous are too large for its vision. It delights in tearing down or destroying, but it is incapable of upbuilding.

When you hear a person trying to belittle another, discard him from your list of friends, unless you can help him to remedy his fault. Do not flatter yourself that those who tell you of the failings of other people, and criticize and hold them up to ridicule, will not treat you in the same way when an opportunity presents itself. Such people are incapable of true friendship, for true friendship helps, instead of hinders; it never exposes the weak point in a friend's character, or suffers anyone to speak ill of him.

One of the finest fruits of culture is the power to see the man or woman whom God made in his own image, and not the one who is scarred by faults and deficiencies. It is only the generous, loving soul who ever attains to this degree of culture. It is only the broad, charitable, magnanimous, great-hearted man or woman who is blind to the defects of others and enlarges their good qualities.

An opportunity of associating with people who see the best instead of the worst in us is worth far, far more to us than an opportunity to make money. It increases a hundredfold our power to develop noble characters.

O. S. Marden.

Each fruit grower of New York will be furnished with a padded barrel by the State Commission to the World's Fair. The barrel will be packed by the grower and shipped to the Fair at State expense.

You can generally size up a man by the things he doesn't do.

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.

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.

RUGS

FROM OLD CARPETS

THE SANITARY KIND

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

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

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

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.

FLOOR COVERINGS

We carry a complete line of MATTING, OIL CLOTH
and LINOLEUMS

MATTINGS at 10 1/2 cents per yard and better.

FLOOR OIL CLOTH at 17 1/2 cents per yard and better.

LINOLEUMS at 42 1/2 cents per yard and better.

Our goods are new and our patterns are new and desirable.

P. STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Michigan.



**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 Campbell St.
Grand Rapids, Mich.



Put the Customer at Ease.

Like a good, clever little business hostess, you make the customer—a stranger—feel at home in that store. The patron may ask for gloves. You show a box of suede gloves. "These are very nice, but I want the dressed kid." You show another box and there is no harm done.

"Will you measure my hand, please?"

"Why, certainly."

"How much are these?"

"\$1.50."

"I'll take this gray pair and one pair of the same style and size in black."

Such a pleasant way of trading.

The clever salesclerk is the one who gets some kind of goods on the counter without waiting to ask the why and the wherefore. Show goods—show the wrong goods, but do not stand interrogating the customer until she is sorry that she came in.

When you are in a restaurant, seated, waiting for the steak or oysters, it is so nice to have something to nibble on, some bread or a roll, or a pickle or something—this gives you occupation—helps you to be at ease—and maybe you'll give a big order before you get through.

Just so the average customer does not like to sit at a counter and answer questions across the bare wood—give her something to look at and soon you will have drawn out with little questioning the wishes of the purchaser.

I went into a stately clothing establishment in Manhattan to see if I could buy a business suit.

"Clothing, sir?" said a dapper front-door man, not meaning to be brusque. They had the call system there, so the man whose turn it was came up and looked me over.

"What kind of suit?" he said.

"Business suit." I had told the front-door man and he had told my inquisitor, but it was habit.

"Sack or cutaway?"

I really did not know which I wanted, so I meekly said I was not sure which. I said, "Whatever they are wearing."

"Mixed goods or plain?"

"Well, I did think of a blue serge, but I haven't looked at any suits so far this season."

All this time I had not been shown a suit. I should have been grateful to have been shown a fat man's suit or one that would only fit the skeleton dude—anything, anything—but all these questions before the line of other salesmen whose "call" it was not. I did not see a friendly face, save one—the emotionless countenance of the wax figure whose silent lips could not ask questions.

"About what price?"

This was too much. I did not get a suit that day. On my way out I was interviewed by a front-door man as to whether "I had found what I wanted?" I was non-committal, refusing to make a report or to state the

reason why I did not buy—just passing it off in a conventional way. It was only habit with the salesman, and he had his living to earn, and I reckon I had done the same myself many a time. For I was a salesman, too, but I never before knew what it was to be "held up" when trying to buy something, like a judge to make the customer show cause why she should be shown any goods.

I went back to the yardstick counter determined that whatever others might do, that as far as possible I was going to be known as the salesman who sold goods without asking questions.

Getting Better Prices.

Manufacturers of slippers, sandals, etc., are demanding an advance on orders which are being placed, and that they are insisting upon the same is evidenced by the fact that a prominent Eastern manufacturer of the above class of goods says that during the past three or four weeks he has refused to accept orders for one thousand cases at the old prices.

"Only Tuesday," said he, "I returned an order for 165 cases, informing the sender that I could not accept the same without an advance of from two to five cents per pair according to the quality of the product. I have received an answer stating that they would agree to a slight advance, but I wrote back that I must have the full advance quoted or else they would have to place the order elsewhere. The advance I quoted merely covered the increased cost of soles and cut top lifts, and means that I am keeping my lines up to the standard quality. In fact, the advance is no more than placing prices back to where they were three or four years ago on staple lines.

"Some manufacturers will tell you that they are not asking any advance, but are making a shoe at a price, that is, they are filling orders, but giving a poorer shoe. Now this is an unsatisfactory way of conducting business, because a dealer, after receiving the goods and finding they are not what they ought to be, will return the same, which means a loss to the manufacturer. It is my belief that it is far better to notify the trade that you can not make goods at former prices than to endeavor to make them believe you can do so by shipping inferior shoes. I intend to either get my price or not make the shoes, and if others would take the same stand it would be better for all hands."

Japanese cooks in New York are demanding from \$40 to \$50 a month, and those of special skill get a good deal more. A yacht cook expects at least \$75 a month, and when the yachting season opens they will be hard to find even at that price. The only Japanese coachman in New York gets \$50 a month. You may still have a general housework Japanese who will do everything for a small family, but wash, at from \$25 to \$40 a month. If the family is larger than three or four the Japanese general houseworkman will have none of you.

Carries things with a high hand—the poker player.

Wile Brothers & Weill

Manufacturing Clothiers

Ellicott Street, corner of Carroll Street

Buffalo, N. Y., March 18, 1904.

Gentlemen:—Our booklet for Spring 1904 is now ready for mailing.

Such quantity as you want of them we will be pleased to send you gratis—bearing your name and address—for distribution to your customers, or, if you send us a list of names, mail them direct. Do not hesitate to ask us for these booklets or for our large 3 sheet posters—union or non-union—or price-cards, and all other advertising matter,

Even though you never bought a dollar's worth of goods of us—for you are the man we are after. We feel we can be of mutual benefit to each other.

We won't bother you to-day telling you about our great line of Pan-American Guaranteed Clothing, as it is in between seasons, but if you are not all bought up for Spring and are looking for a few exceptional values tell us so and we will do the rest.

We are still showing some choice patterns, especially in the \$7, \$7.50 and \$8.50 lines. A postal will bring samples, express prepaid.

We expect to blow our trumpet soon for the Fall campaign.

We hope by the time our men start on the road to be better acquainted with you and have your permission to show you our offerings for next Fall.

We trust to be favored with an early reply from you, giving us all details as regards what advertising you want, and remain,

Yours respectfully,

WILE BROS. & WEILL.

Some Guideposts for Salesmen.

The first rule for the salesman behind the neckwear or any other counter is: Be a gentleman all the time. The second rule is: Know your goods and where to put your hand on them. Third: Do not forget that in sizing up your customer you will be likely to make a mistake; therefore, do not betray to him that you have concluded he wants a nine-cent collar instead of a two-dollar cravat. It is better to over-rate a man than to under-rate him. You can climb down easily, but going up is hard work.

Do not argue with a customer. No man was ever convinced that way. State your case and let it rest. If your customer thinks he knows more than you do, be silent. If you are right he will come around to your opinion. If you argue with him you will be likely to lose the sale and the customer.

Learn how to talk effectively. This is not so big a contract as it seems, but it means a whole lot nevertheless. In order to talk well the salesman must know his goods and be enthusiastic about his business. He must regulate his enthusiasm into quiet channels, however, and, in forcing business, take care to force it gently. Anything loud or openly aggressive should be tabooed. The quiet force that interests and exerts a constant pressure tells on the customer.

Different successful salesmen have various methods. Some men talk quietly all the time, while others say very little. The writer bought a necktie of one of the latter kind recently to find out how he did it. He is the peer of any salesman in his line in Chicago. "I want a necktie," said the writer. "Yes, sir," responded the gentleman just referred to, and he passed behind the counter and began dealing out cravats with as much smoothness and manual dexterity as a professional dealer of cards. In about five seconds he had a ten-foot counter covered with neckwear, and the only observation he had made was that the price of that line was a dollar and a half each. His look was direct, his manner that of a man of business. He carried to the writer's mind the impression that he expected to sell the writer a good tie. He did. In the conversation which followed the salesman expressed the opinion that every man behind the counter must know his work, his goods, and be interested. He must be sincere in his work. Whether he will do much talking depends on circumstances, but he should be able to talk to the point in case it shall be necessary. In making the suggestion as to avoiding an argument with a customer, the speaker cited a recent experience of his own, where he had kept silent against his own conviction, simply stating his view without arguing with or offending the customer. The result was that he sold a good bill of merchandise and made a permanent customer for the store. —Apparel Gazette.

Reads Somewhat Like a Fairy Tale.

Once there was an awfully rich man.

Thus far the story is one that can be easily believed.

He had so much money that he grew tired of making it.

Here the story begins to sound fishy, but there is worse to come.

He began to devise ways and means for getting rid of his wealth. The first thing he did was to quit making money.

This seems hard to believe, but you are requested to make an earnest effort to swallow it.

He did not give any of his wealth to the established charities. He founded no universities and endowed no public libraries. He gave great chunks of it to such deserving persons as he could find and employed confidential agents to report to him the names of people who needed help but were too proud to ask anybody for it.

His donations were either anonymous or were made with the express understanding that both the gift and the name of the donor were to be kept secret.

Here the story becomes almost incredible—but read on.

One day while waiting at a railway station in a small village for another train to pass, he strolled into the waiting room and picked up a copy of the village paper that somebody had read and thrown aside.

He looked through the paper and noted that the editor was making frantic appeals to his delinquent subscribers to pay up, as money was needed to keep the Bugle going and enable him to pay for a new press that had just been added to the office equipment.

He rushed back into the train, grabbed his valise and started downtown.

Entering the office of the Bugle a few minutes later, he addressed a tired-looking young man who was working off a job of sale bills for a farmer.

"Young fellow," he said, taking him to one side, "are you the editor and proprietor?"

"Yes, sir."

"How much would it take to put your paper on its feet and make it a paying institution?"

"It would take at least \$2,000," responded the editor, looking at him with suspicion.

"Two thousand nothing! Young man, will you accept a present of \$10,000 from a total stranger, who has money to burn and wants to help his fellow-men?"

The editor passed his hand nervously across his brow and cleared his throat.

"No, sir," he replied, huskily. "I would not! I don't want any man's charity!"

All this sounds extremely apocryphal, but don't balk at it. The story is not all told yet.

"Young man," persisted the caller, "what is the subscription price of your paper?"

"One dollar a year."

"In advance?"

"Yes, sir."

"Well, my name is—"

His name is suppressed for obvious reasons.

"—and I want to subscribe for one copy of the Bugle for 10,000 years, and will pay in advance. Will you

take the money for that? Here is my check for the amount."

"Yes, sir," promptly replied the editor. "I'll take it, because that's business, and the paper will go to your address all that time. The Bugle is here to stay."

Pocketing his check and shaking his new subscriber heartily by the hand, he went back to his job of sale bills as if nothing unusual had happened.

A Scientific Diagnosis.

"What is your diagnosis?" asked the older physician of his young confrere, who is earnest, but inexperienced, and who has been called in consultation.

"Well," said the younger medico, "there doesn't seem to be much the matter. The patient has a slight fever and some little tightness of the chest. I should say there was nothing more than a cold bothering him."

"My boy," said the older man kindly, "you have gone about it wrong. Note these symptoms: A white marble stairway in the entrance hall, gold furniture in the parlor, cut glass and silver galore in the dining-room, two automobiles in the side yard, a solid mahogany—"

"But what has that to do with the sickness of Mr. Gumpurse?"

"It has lots to do with it. The man has congestion of the bank-account, and the proper move for us is to relieve that as much as possible."

Believe in yourself; it is often comfortable to be lonely.

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

M. I. SCHLOSS

MANUFACTURER OF

MEN'S AND BOYS' CLOTHING

143 JEFFERSON AVE.
DETROIT, MICHIGAN

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

Those New Brown Overalls and Coats are Sun and Perspiration Proof

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



Clapp Clothing Company

Manufacturers of Gladiator Clothing
Grand Rapids, Mich.

CUT SHORT CORNERS.

Wherein Clerks Injure Themselves and the Store.

Not long ago I was in a store at just the closing hour—a few minutes before 6 o'clock—and watched the operations of the clerks and the manner in which they served the customers. Maybe those of us who have passed the clerking stage of business once did our work in the same way, but it hardly seems as though we could have been so foolish and shortsighted. At least, it is proper and a very opportune time to now say something to all clerks about the way they perform at closing time, and what is not good for them or the stores in which they work.

One young man, whose duty was evidently to bring in the goods displayed on the outside near the door, was in a fearful and wonderful hurry. Three customers came in the door and nearly had a collision with him and his armfuls of goods, and not until particularly requested did he wait on any of them. He anxiously glanced at the clock every time he came into the store and his face had a pained expression, something like that which might appear on a man's face when the fate of a nation depended on his activity. I could have taken the goods which I had picked out without assistance from any one in the store, walked quietly out, and no one would ever have been the wiser or richer.

Another clerk was almost grabbing the goods from the fingers of his customer as fast as she rejected them and jamming them on the shelves with all possible speed. Another was pulling the covers for the goods on the counters from beneath the counters while he was using every effort that word and voice could produce to persuade a customer to hurry up and either buy or get out so he could go on at the covering of the goods. Another clerk stood behind a show case and stingily handed out hair ornaments for a woman to examine, being careful not to bring out anything but that especially asked for by the customer, and also being careful to immediately replace those rejected and with such promptitude as to give the customer to understand that hurry was the watchword. All of the clerks, perhaps a dozen in number, were equally occupied doing everything possible to hurry up the closing minute and be ready to rush for the door as soon as the clock sounded the hour.

It could not be possible that the store in mind is the only store in the country where such haste is shown by clerks; in fact, I know other stores of the same sort, and there must be a few hundreds more that I don't know where closing minute is a part of the hard work of the clerks, and where the closing minute is kept in mind from the time the afternoon work begins. With all my strength I am in favor of fixed hours for doing store business, but with all my strength I am teetotally opposed to clerks acting like a lot of cattle trying to get to the feed trough.

The reasons why a store should not have fixed hours for doing business are very few, and are overpowered

by the reasons why the hours should be fixed, especially the hours for closing. Why should a store employ be expected to work an indefinite number of hours when every other employment has fixed time for beginning and quitting work? Why can not a store establish a reasonable rule for its business transactions, based on local conditions and necessities, and stick to those hours? Won't any community uphold and think better of the merchant who does that sort of business?

On the other hand, a privilege and a favor and a right accorded to any one are least appreciated and least deserved when abused and misused, as is the case when clerks who are supposed to quit work at 6 o'clock deliberately injure the business of the store by hustling customers about and almost refusing to wait upon them through the haste to be ready to get out of the door before the clock is striking. It matters not that the firm says nothing about it, for it is more than probable the firm is busy with office work, or other matters, and knows nothing about the summary manner in which customers are treated. Every one of you who is guilty of the trick knows that it is not the thing to do, and that you are running the risk of offending customers and injuring the trade of the store every time you do it.

When there are no customers to wait upon it is all right to hurry with your work, but whenever there is a customer who is ready to look at and possibly purchase anything whatsoever, it is your business and the customer's right that every trouble be taken to please and satisfy that would be taken if the time was earlier in the day. If the closing hour is 6 o'clock, the doors should be closed and fastened, but all the customers who are at the time in the store should be properly waited upon, even although it may require an hour to do it. You may growl at having to remain, but you will not think of growling on the next stormy day when there are not two dozen customers to wait upon during all the day. Don't put the shoe on the other foot, but see if you can't make it fit where it belongs.

In great department stores where a hundred or more clerks have to be handled like a small army, other provisions are made for seeing that customers are not at the counters when the closing bell rings, but in the vast majority of stores the customers are personal acquaintances of somebody connected with the store, and although it is understood the store closes at a certain time, such people can not be made to always understand that they are to hurry with their purchases. On the other hand, any person in town is liable to suddenly find out a want that needs to be filled at once, and if that person reaches the store on the stroke of the closing hour the clerk who attempts to freeze her out in any way is a plain fool. The store needs and can use all the business that will come to it, and the business that comes is not mean-intentioned or desirous of abridging any of your rights and privileges.

You need, as much as does the store, all the possible good that can accrue from taking care of customers under the most disagreeable and exasperating conditions and circumstances. If it is a closing-time customer who seems to have deliberately chosen that time in order to keep you a few minutes longer, don't be foolish enough to show temper or discomfiture of any sort, but serve that customer with all possible speed and ease. Such a customer will remember the circumstance long after you have forgotten it, and you will lose nothing by having attended to what may have seemed to you particularly exasperating at the time. The crankiness of a customer and the disposition to ward any possible meanness are more often the reflection

of the attitude of the clerk than a natural outbreak.

The bad habits acquired at closing time are not only the bad habits of that hour, but lead into others of the all-day kind. The shortness with which a customer is treated at one time begets a habit that treats other customers with shortness at other times; the disposition to slight and hurry matters unduly at one hour begets the habit of doing the same thing at all hours. And the clerk who becomes addicted to habits of that sort does as much harm to his personal prospects as he does to the actual business of the store.

The slight of a customer, which you think the customer does not observe, or does not think about at the time, is remembered more often than

MACKINAW **SEASON, 1904.**



BLUE **LINE**

THE IDEAL

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 Tonia Street, Grand Rapids, Michigan

The greatest stock in Michigan, largest sample rooms and one of the biggest lines (including union-made) of samples to select from in the Union, for Children, Boys and Men. Excellent fitters, equitable prices, all styles for spring and summer wear; also Stouts, Slims, Etc. Spring Top Coats, Rain Coats, Cravettes. Everything ready for immediate shipment. Remember, good terms, one price to all.

Mail orders solicited.

Phones, Bell, 1282; Cit, 1957

you would like to know. You have not got to handle customers as you would thin-shelled eggs, but you have got to always keep in mind that the customer is doing a greater favor to the store by coming to it to trade than the store is doing the customer by having the needed goods at hand. Your obligations are to the store and to the customer always, and the customer owes you nothing but the common courtesies belonging to square treatment. The favors are on the side of the customer to give, and you have got to remember it or fall into fatal errors that will be expensive to the store and to yourself.

It is altogether too easy to be able to think you got rid of a disagreeable customer so readily, or that you have succeeded in stopping such a customer from asking so many annoying privileges, or that you know So-and-So will not bother you again for such a thing. Mental and expressed sentiments of that sort are not business thought at all. If a customer is disagreeable in any way, it is your business to think the least possible of it, and you may be sure any attempt on your part to meet her disagreeable tendencies with like tendencies of your own will aggravate the case and make matters worse, although the customer may say nothing.

The store is kept in existence by the patronage of the public, and you are furnished a position and wages through that same patronage. Whatever you do that will in any way injure public opinion will also injure your chances. The store and your work are not items that are tolerant and merely brook the existence of people and wait upon them and take their money out of a spirit of accommodation and charity, and the high-minded attitude of clerks that look upon the lateness of a customer, the unusual requests of a customer, the possibly disagreeable demands of a customer as a sort of usurpation of rights and a battering down of the self-respect of the clerk is close to the verge of what Josh Billings once termed dampfulness.

There are certain rights and privileges that belong to a store and its people upon which outsiders sometimes impose, but such imposition is rare and it is always within the province of the firm to decide and take action and never within the rights of the clerks to become important concerning such rights trodden upon. Take care of every customer, great and small, mighty and lowly, to the best of your ability, no matter what the hour or the circumstances, and you will never regret your reasonable action. It is better that a customer should impose upon you than that you should deliberately impose upon the customer and yourself.—Drygoodsman.

Dangerous Symptom.

Wife—You must send me away for my health at once. I am going into a decline.

Husband—Why, whatever makes you think so?

Wife—All my dresses are beginning to feel comfortable.

Necessity of Controlling a Bad Temper.

Don't lose your temper.

Every proprietor of a retail store should impress upon his clerks the importance of having himself under such perfect control that he will never lose his temper, no matter how much a customer may aggravate him.

It is very trying at times for a clerk, innocent of any wrong doing or wrong intent, to stand calm and serene while he listens to the unmerited abuse a customer heaps upon the store and its goods. It hurts a young man's pride to listen to this abuse without retorting in kind. It makes him feel cheap and he almost feels as if he was lacking in manly courage. He wants to abuse the grumbler first and then kick him out of the store.

But the clerk is not behind the counter for the purpose of exercising his muscle or driving away trade. He is there to sell goods, and it is an important part of his duties to have better control of his temper than the man who is a chronic fault-finder.

No clerk must suppose that he sacrifices any manhood when he refuses to lose his temper because some customer is dissatisfied. He should know that it takes a lot of moral courage to listen patiently and without getting angry at a customer who fumes and frets because the last cigars bought were rank, or the smoking tobacco was the worst stuff he ever put in a pipe. It is very trying to the nerves, to be sure, but it is a splendid test of a young man's real worth. If he has the moral courage to listen attentively to the complaining customer, and speaks kindly to him in answer to his tirades, the chances are he will make a firm friend of that same abusive fellow. The grumbler may not have had cause to complain, but the clerk should rather pity him than lose his temper. The man may have had business troubles, domestic troubles, or he may have physical ailments that throw him temporarily out of gear, and he just must let off the surplus meanness that has been generated in

him. The chances are that after he blows off and takes a little walk in the fresh air and feels thoroughly ashamed of himself and wishes he understood how it was that the cigar clerk was able to remain unruffled throughout the recital of the grievances he never had, he will be sure to return and will like to trade with that clerk so well he will not patronize any other.

There is a peculiar streak in human nature that makes men like those who will let them storm and rave to their heart's content without complaining. The man who can not control himself may have a sneaking notion that he is making a fool of himself, but he does not want his listeners to appear to think so. He resents being told that he is a fool, even if he knows it himself. He likes to feel that the man who does not complain of his folly "understands him," and he thinks he is a great man for that reason.

Don't lose your temper.

That is about the first lesson the proprietor should give his clerk, and he should drum it into him until the lesson is thoroughly learned.

It is not as simple a matter for a clerk to learn to hold his tongue as it is to tell him to do so. No matter how much the proud young man may resolve to control himself, he will find that he is all fired up and ready to fight back before he knows it. Any one can act like that. But it takes a lot of self-culture to avoid acting in that way. It is the same kind of training that the soldier or naval officer has to go through. These men are trained to fight and yet to remain calm and in the fullest possession of their faculties while they face the greatest danger. They must bear in mind always that:

"Whom the gods would destroy, they first make mad."

In all retail business it pays for a clerk to control his temper under severe provocation. For that reason he should school himself so thoroughly that he will be able to listen calmly to a customer who is disposed to be abusive.—Retailer's 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

DO YOU DESIRE

to

**SELL OUT
Your Business?**

A clear and complete statement of the facts from our auditing and accounting department, duly certified to, could be relied upon by the would-be purchaser and greatly assist you in the deal. Write for particulars.

The Michigan Trust Co.

Grand Rapids, Mich.

ESTABLISHED IN 1889



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 hustling are making big money. One of them made \$3,500 last year. Our system is the best known and most popular one 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



Most Fascinating Branch of the Retail Hardware Business.

Selling cutlery is, in my opinion, the most fascinating part of the retail hardware business, and I believe the view is shared by every hardware dealer who handles that class of goods.

The work has its vexatious features, but, on the whole, no department of the business yields better returns for the money invested and the trouble expended in the effort to make sales. I assume that nearly every merchant handles some cutlery.

It is of importance that the manager or buyer of a cutlery stock should be thoroughly familiar with the line he carries—both as to its quality and as compared with competitive lines.

It should not be enough to know merely that a knife is worth a dollar because it costs about eight dollars a dozen—the salesman should be able to analyze the construction of the article and to submit proof if necessary to his customer of why he asks his price. Such knowledge helps to make sales of high priced goods, and also insures the house of not paying too much for its stock.

One man in every store should be placed in charge of the cutlery stock, and made responsible for its condition. By this means fewer rusty pieces will be found and fewer losses sustained from that cause. Where a large force of salesmen are employed, only the most capable should be allowed to sell this line of goods, and these men should be trained well in the art of selling.

It is just as silly to allow the porter or the stockman to handle fine knives or scissors as it would be to send your chief clerk on a busy day to load a truck or to black a stove. The latter might do his part well enough, but the untrained helper will either lose a sale or sell a fifty cent article, where one worth twice or three times the money might have been disposed of just as easily.

A well assorted, rather than a large stock is chiefly to be desired. A comparatively small stock can be made to look large by careful arrangement. Shears and scissors are very attractive when hung in a wall case with a glass front, so displayed that each size may be plainly seen from the customer's position. Pocket knives show to particularly good advantage spread out on trays in a show case. The line thus shown looks larger, and nothing helps to sell goods more than the ability to impress the buyer with the idea that you have the goods—lots of them.

Carvers are a very sightly stock and prominent location in the case should be given them. Carvers in cases should be shown without the covers—they can be placed to better advantage in this way; besides the covers are very liable to become soiled or marred in the frequent handling if placed under the box itself.

Table knives look very well displayed in boxes for the purpose, which many of the manufacturers now furnish gratis to their customers. If they can be kept behind glass doors, so much the better, but if exposed to the dust in the store, the danger of selling is slight and the samples should always be sold at every opportunity.

Razors are hard to display to advantage except in tightly closed cases, as the dust quickly spoils the fine edge. A good method of selling these goods is to use a flexible roll which will hold one or two of each pattern, and make sales from that roll—replacing the one sold with a fresh one from the stock.

Show cases containing cutlery should be kept scrupulously clean, and the contents equally so. A good way to prevent rusty goods is to place near the case a basket in which the salesman may put the articles shown or handled and leave the wiping and polishing of them to the person in charge of the stock.


Every tray or box of cutlery should be plainly marked so that the customer may read at a glance the value of the piece. This method lightens the work of selling and tells the buyer that you have but one price.

When a merchant has abundant window room, one window, or at least a large part of a window, should contain a display of cutlery at all seasons of the year. This window should be changed often and made as attractive as possible. The value of this plan will be felt very forcibly at the Christmas season. People will just as naturally seek at holiday time the store which so displays cutlery as they will for laces, etc., the store which they know carries the best line of those items throughout the year.

There is no season when cutlery is not salable—special sale days help to keep alive interest in the line and many quiet weeks may be made busy and profitable by a little energy on the part of the force in the store.

Cutlery should be advertised both in the newspapers and particularly in the show window—which is always the retail merchant's best advertising medium. Nothing that we sell admits of more effective display or of more pleasure to the passerby while examining.

Most manufacturers leave the matter of guaranty with the dealer, taking back any goods which he (the dealer) sees fit to exchange. Because of this leniency, many dealers allow themselves to be imposed upon by careless or unscrupulous customers, who return goods, damaged surely enough, but in that condition solely through their own fault. Such goods should not be exchanged, and the surest way to prevent these outrages is to explain the warranty clearly at the time of sale. The warranty should cover only defects in temper, springs, handles, imperfect fitting of parts, flaws and inferior quality. If any of these defects exist (and they can be readily seen), the piece should be cheerfully exchanged; but it is an injustice to the dealer and the maker to exchange goods under any other circumstances. In such cases the complete knowledge of the line han-



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."

When You Want Best Quality

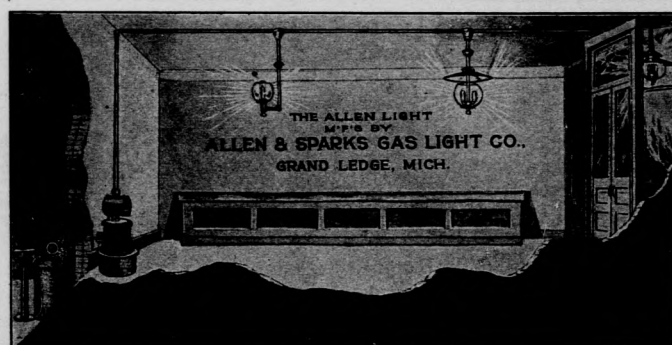
ASK
FOR THE BRANDS

**Crown and
Fletcher Special**



Fletcher Hardware Co.

Detroit, Michigan
Jobbers of Hardware



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.

dled—its average record with your trade, etc.—is of great importance.

The greatest courtesy should be shown customers—this applies to every department in the store, but is specially important in the cutlery department. Among ladies particularly the obliging salesman is asked for an opinion frequently, and his opinion is always respected. It pays to appear anxious to show and explain goods pleasantly to ladies—they are appreciative cutlery buyers, and we all know what a good advertisement a well-pleased woman is.

A large line of sundries may be sold at good profit in connection with the cutlery department. Among them are shaving soap, lather brushes, shaving cups, combs, razor strops, mirrors, manicure instruments and dog collars. The dealer must be governed by his location, the size of his city or town, and the spending ability of his community. It is well, however, to be optimistic on this point; people will buy good things at a fair price if they are approached properly and are given good service. It is better to overestimate a prospective customer's price limit than to underestimate it. A person's garb may suggest to a salesman but little prospect of a good sale, whereas the same person may have a passion for good cutlery and be anxious to pay a good price for what will please his fancy.

We have learned that it pays to always show moderately high priced goods. For example: A customer rarely asks for a knife at a certain price, but will usually say "Show me a knife." We then ask his preference as to size. Having that information, we show first several patterns of the size indicated which sell at a moderately high price. If the price is higher than the customer wishes to pay he will quickly make known that fact either verbally or by his manner. In such a case, lower priced goods are shown, and many times the better knife is sold. This applies as well to other goods in the line.

"Quality" should be the foundation upon which to build a business in cutlery. The average man and woman never forget the store which sold him or her a satisfactory article, and they just as surely remember the store which sold them something inferior. It is perfectly proper for a hardware dealer to carry low-priced cutlery, but it is a grave mistake to over-state the quality of such goods to your customer.

We should always try to sell an article which we believe is going to give satisfaction, the right kind of argument will usually accomplish this, and as every successful business man says, "The recollection of quality is remembered long after the price is forgotten."

J. B. Foley.

Play on Words.

"How's business?" asked the dealer in office supplies.

"Just moving," replied the storage man. "How is it with you?"

"Oh, stationery."

Some people seem always sure they are right and then do the other thing.

The Kind of Introduction That Pays.

There is much merit in the right kind of an introduction system. And the extent to which it pays probably depends less upon the location of the store than the store itself and the way business is conducted. Introducing a customer from one stock to another can be as profitably carried out in a strictly furnishing goods store as in our selling furnishings and clothing. Success from its adoption can only result through the rigid enforcement of a discipline and liberal premiums which will keep the ambitious endeavor of salesmen always at the earnest enthusiastic point.

Like all good things a successful system of introduction needs some head whose business it is to see that it is always kept productive. Lack of interest is sufficient to cripple any plan used as an incentive to increase business. Interest must, therefore, be maintained, and the desire to earn more must be ever uppermost in the salesman's mind, not only for himself but for his employer. The desire to please customers must be constantly on tap. Its flow must be spontaneous and natural. Salesmen must not seem to force their introductions.

There are two stores in New York where a system of introduction is carried on successfully, which means profitably, through the managers having before them the points brought out above. They are the Eugene P. Peyser stores, one located on Broadway and the other on Fulton street. In blocks much traversed by "transients" as well as "regulars," the neighborhoods being honeycombed with business offices and salesrooms. The stores depend almost wholly on their window displays of merchandise, with prices ticketed thereon, as the means of attracting trade. At the Fulton street store the clothing department occupies one store and furnishings the other, both being level with the street; at the Broadway store the clothing department is located on the second floor, the furnishings on the store floor proper. The clothing salesman introduce customers to the furnishings, and vice versa. The furnishing salesman introduces his customer to other departments on his floor, and also to the clothing department, dwelling upon the merit and character of their clothes. If there is a special sale on it is brought to the notice of the customer, and a request is made to inspect it. He is at the same time interested in a gracefully polite but natural way. This is the one thing which impresses the customer on entering the store, the interest taken in him, the earnest desire to please and serve while enquiring his wants.

The incentive to the salesman for all this is 1 per cent. of the sales. If there is a sale of suits at \$10 on, on which there is a premium of 50 cents, the clothing man divides this with the furnishing salesman, each getting 1 per cent. extra for the introduction, making thirty-five cents each on the sale. When the sale is made an introduction slip is made out, which is O. K'd by the man on the floor, and this is passed in to the cashier and

goes with the regular P. M's to each salesman's credit.

When the slip is passed in at the desk the cashier hands the salesman who were instrumental in effecting the sale a brass check. Each salesman must have effected three introductions a day and be able to show at least three brass introduction checks for each day's work, in default of which he is fined ten cents.

The store managers informed the writer that the system as they carry it out works like a charm all around, and has been very productive in increasing sales and in introducing customers from one department to the other, making them better acquainted with the stores and the merchandise.

--Apparel Gazette.

Which One?

One of us, dear—
But one—
Will sit by a bed with a marvelous fear,
And clasp a hand
Growing cold as it feels for the spirit
land—
Darling, which one?

One of us, dear—
But one—
Will stand by the other's coffin bier
And look and weep
While those marble lips strange silence keep—
Darling, which one?

One of us, dear—
But one—
By an open grave will drop a tear
And homeward go,
The anguish of an unshared grief to know—
Darling, which one?
One of us, darling, it must be;
It may be you will slip from me;
Or perhaps my life may just be done—
Which one?

Hard work—of others—can be made the foundation of your advancement.

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

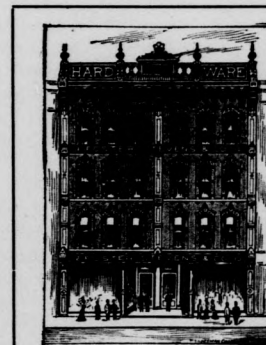
Mixed Paint, White Lead, Shingle Stains, Wood Fillers

Sole Manufacturers CRYSTAL-ROCK FINISH for Interior and Exterior Use

Corner 15th and Lucas Streets, Toledo Ohio

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

Foster, Stevens & Co.



Grand Rapids, Michigan

Advantages of Having Efficient Hardware Salesmen.

In taking up this subject, which we all realize is a large one and intimately connected in many ways with nearly every department of mercantile business, from the buyer to the man who collects the accounts, I take the liberty to encroach on these various departments as occasion seems to demand. In justification of this I need but call your attention to the fact that a salesman must not be held accountable for the mistakes of the buyer nor yet of the collector, who may turn a good customer away by lack of tact in his work. These suggestions ought to be of more value by thus broadening the scope of our thought, from the fact that many, if not most, of our hardware dealers are both buyers and salesmen, and possibly collectors, too.

In pursuance of this idea we ask you to remember that as buyers we must do the planning that will result in sales when the opportunity comes to the salesman to show his worth. This caution may seem unnecessary to many of you; but wait a moment.

Take as an illustration the steel range business, and in this there is a lesson for the buyer and the man who is expected to make the sale. While the ideas presented on this subject will be more valuable to the smaller and less experienced dealer in the State, yet they may not be wholly lost on the "big fish."

We have seen three or four kinds of steel ranges of about equal quality and price, with no features of importance to distinguish one from the other. In such a store a customer appears on the scene enquiring if the dealer has a good steel range. "Certainly; here is a good one right here," is the reply, or words to that effect. You notice that we give him better judgment than to say that he has three or four good ranges—some might even make this mistake. He goes on to show him the good qualities of the range. This will take him but a short time, for this man does not know much about steel ranges or he would not have allowed some shrewd traveling salesman to sell him so many kinds.

When he has told the customer all the good points he knows the prospective purchaser is probably not fully satisfied. He looks down the line and enquires, "What's the matter with this range?" pointing to another make on the floor. Now what is our foolish buyer to say? Here are two or three more varieties of ranges similar to the first. He can not say, "This is not so good," if the range is of equal price as the other, for if so, why should he keep it on sale?

If our customer is a shrewd one (the most of them are), he discovers that our stove dealer has several ranges and does not himself know which is the best one. This condition of mind does not lead him to purchase at once. He has formed the opinion that here are several good ranges, and thinks he "will look around a little."

In another store he finds our wise buyer and salesman. The latter talks with him only a moment and he has

found that his customer wants a first class article for heavy work and with a good, large oven. He is willing to pay a price if satisfied that he is getting his money's worth. Our wise salesman has one range that he can for several good reasons show to this intended purchaser as the best range for this particular man's requirements. He has such definite convictions on the subject that he soon has his customer enthused and a sale is closed.

If it is thought desirable to handle three or four different kinds of ranges, they should be ranges of distinct points of difference, which are explainable to the customer. This gives the salesman the opportunity to decide what range will probably meet the needs of this particular man, and in showing the article he emphasizes these points.

The clerk—I can not call him a salesman—who has not intelligence and energy enough to investigate the different kinds of stoves and ranges and other goods that he handles and form definite opinions that he can intelligently express—such a clerk, I say, has missed his calling.

The efficient clerk takes a broad view of the wants of the trade. If the stove customer is a poor man or wants something for temporary use, do not try to sell him the best you have in the house, even although it would do his work. You should have a stove on the floor that you can conscientiously recommend as the equal of anything made at a similar price. But to get to our subject in its purity.

Our efficient salesman will make the most of any opportunity in and out of the store in making himself friends. He can by his cordial words and actions cement the ties of friendship with customers and draw new ones by the same means. Some clerks are so short sighted as to think that they have done their work when they have shown the goods that the customer asks to see, and then when the closing hour comes and they can lock the door, the interests of their employer are not thought of until the store is entered again. Just here some clerks who read this will say, "Do you want us to solicit sales after hours?" and I would answer, very seldom unless approached on the subject. But in a thousand ways between the opening of a year's business and its close one can remember his employer's interests in some slight way that will be of benefit to him; and what is a benefit to one is also to the other in the end. A salesman who is uniformly friendly and courteous unconsciously draws his friends and associates toward the business house with which he is employed. The world is full of employers who are overworked and are constantly looking for the efficient young person on whom they can shift responsibility. The candidate for one of these positions can and must show his fitness for the promotion while he holds the more humble one. Some assume to say, "When my employer pays me more I will work harder and be more efficient." This is beginning at the wrong end—he must first make himself valuable, then the

promotion will come; it may be in the service of the same man or another.

An efficient salesman will be careful to keep seasonable goods well displayed. This often causes extra work, but if the spare moments are improved this can be done without interfering with his duties in waiting on the trade. The clerk who finds much time to sit on or lean against the counter in business hours will soon have all of his time at his disposal.

With proper discretion we can present the merits of new goods that are placed in stock with which the trade is not familiar. This must be done carefully, presenting only such goods as we are sure will interest the party and taking his time only when we are quite sure that he has it to spare.

There is trouble at times in stores where several clerks are employed by a desire on their part to joke and have much sport during times when trade is quiet and they have no customer to occupy them for a short period. On such occasions they may be inclined to gather in one part of the store and indulge in noisy fun. This interferes with the work of the office force and if there is one customer in another part of the store attempting to purchase goods, the sale will be much interfered with by a burst of boisterous laughter from these idle clerks.

Our stores and employes should create a business impression on those who come to inspect our wares. I do not want to be understood that salesmen must "put on a long face," as we sometimes express it, but any

Greenville Planter Co.

GREENVILLE, MICHIGAN
Manufacturers of



The Eureka Potato Planter, a tube planter with locking jaws and an adjustable depth gauge.

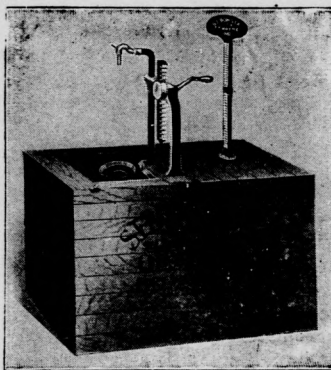
The Pingree Potato Planter, a stick planter with locking jaws and an adjustable depth gauge.

The Dewey Potato Planter, a non-locking stick planter with an adjustable depth gauge.

The Swan Potato Planter, a non-locking planter with a stationary depth gauge. See cut above.

The Segment Corn and Bean Planter. Accurate, light, compact, simple, durable and cheap. No cast parts. Sold by jobbers generally.

Economy Is Clear Gain



FIRST FLOOR OUTFIT.

Bowser Outfits

Are Built to Last.

THEY HAVE

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

We Make FIFTY DIFFERENT STYLES
Send for Catalogue "M"

SO STOP WASTING TIME AND OIL

BY USING OLD OUT
OF DATE METHODS.
TURN YOUR PRE-
SENT LOSS INTO GAIN
BY INSTALLING THE

IMPROVED

BOWSER

SELF-MEASURING
AND COMPUTING

OIL OUTFIT

It Saves Oil

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

It Saves Time And Labor

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

Saves Oil Time Money

S. F. BOWSER & CO.

FORT WAYNE, INDIANA

sport and fun should be of a quiet nature which will not interfere with the work of the establishment. Cheap jokes and undignified conduct do not tend to build up any mercantile business. Our friends usually visit us in our homes or at other social gatherings. At our stores they expect to be met in a business way only, as a usual thing.

Efficient salesmen in taking orders to be delivered will be very careful to get all the details that are necessary to the intelligent filling of the order. They will also note if it is a "rush order" and see to it that any promise made is diligently carried out.

Valuable salesmen will not extend credit except as authorized to do so. Much tact is required in handling applications for credit so that they can be referred to the credit man without making the customer feel that his case is held up unnecessarily. It is usually best if the clerk can spare the time to go with the applicant to the credit man and explain the case in a few words, simply stating the man's needs, in so far as he understands them. He should not assume to make any recommendations, however, but withdraw, leaving the customer to the tender mercies of the credit department.

The efficient salesman must give careful attention to any complaint, whether it be of a trivial nature or of more importance, remembering that the customer thinks it of more importance or he would not report it. These should usually be reported to the manager, except in cases where the clerk is certain that he will be able to fully adjust the matter.

The least said about competitors the better. As a rule let them do their own advertising.

An efficient clerk will check in all goods that come into his department with great care, reporting any shortage in an intelligent manner. He will see that shortages or goods in "bad order" from the railroad company are correctly noted on expense bills, before making receipts. If these details are carefully looked after there will be no trouble in collecting damage from the transportation company.

This can be done with express shortages or damage either in handling or delay. In getting information on which to base a claim against express companies we must be even more careful than on the freight claims.

Another source of loss arises from goods being stolen from tinshop or rear door. It should not be necessary for the manager to look after such matters. These doors should be carefully looked after, that there be no drain in that direction.

The front door also needs attention, for a different purpose, however. Those who have charge of or happen to be near should see to it that the door is opened and closed for every lady, if possible, and for the men, too, when practical. If the door is controlled by check and spring it is often very difficult for a lady to get in or out.

In this it becomes a very practical matter, as well as a courtesy which will be very much appreciated.

To sum it up, the efficient salesman is a man of ability, who will look after his employer's interests as though they were his own. He will grow into and make himself such a valued part of the business that he will either get a good, steady increase of salary or be able in time to get an interest in the business. If not after the proper time, when he thinks he has become sufficiently conversant with the line of business, he may, by giving timely notice, withdraw and enter business for himself, with good prospect of success in the venture.

W. H. Pinkerton.

Many Different Ways of Making a Living.

"What has always interested me," says a man who has traveled extensively, "and puzzled me, too, when I was traveling through a great city, was to figure out how all the people could find ways to make a living." The fact is that the resourceful individual in this country can generally find a way to make a living if he really sets about it. A day or two ago we read an account of a woman who had hit on a new plan. She was raising fancy mice and selling them to bird raisers. The account did not say why she raised fancy colored mice rather than just plain mice or why she sold them to bird raisers, unless they were to be fed to the birds, in which case we could not understand why fancy mice would be any better than any other mice, but the account stated that she found a ready market for all the mice she could raise, and was clearing up from thirty to thirty-five dollars a week at the business. A few pairs of mice were sufficient to start business with as they multiply with great rapidity and are not hard to keep. We are not prepared to say that there is an opening for the mice business here in Topeka, but we give the story as illustrating one of the ways in which a bright, independent woman managed to make a good living and lay by some cash for a rainy day.

Some time ago a woman who had been raised in luxury was left a widow with small means. She had to make a living for herself and it looked like a pretty hard proposition. It finally occurred to her that she had been pretty apt in making out menus for dinner parties when she was in position to give them, and she also knew that housekeepers were often troubled to know what to set up in the way of a dinner or luncheon when they had a few friends or little party or still more when they had more elaborate parties. She concluded that she would try an experiment and went to one of her friends whom she had known in the days of her prosperity and proposed to do the ordering for her dinner parties so far as the table was concerned. The friend fell in with the idea at once as it took a good deal of responsibility off her mind. She pleased the friend so well that she recommended her to another lady. In a little while she had a regular line of customers and had all she could do. She was a careful buyer, knew just where to get what she wanted and not only got better goods than the average

housekeeper could get but she got them enough cheaper so that her patrons found that it was economy to allow her to do the ordering and pay her a commission. She had solved the problem of how to make a good living and still keep her health. It beat sewing in a hot, illy-ventilated room or acting as governess for some rich woman's children.—Merchants' Journal.

Meant What It Said.

Mr. Leighton has none of the spirit of a bargain hunter, and Mrs. Leighton decided that to have him accompany her on one of her Monday expeditions was more of a trial than a pleasure, in spite of his capabilities as a bundle carrier.

"Edward, I wish you would look at that golf vest and see if you don't think it is exactly, in every particular, like the one we saw at Brown's. That was only three seventy-five, and this is four and a quarter. I am sure I don't know what they mean by calling these bargains," said Mrs. Leighton.

"I can't see that it says they are bargains on that placard," said Mr. Leighton, in an uncomfortably clear tone. "It says, 'These goods are being sold regardless of cost,' and probably they are, my dear."

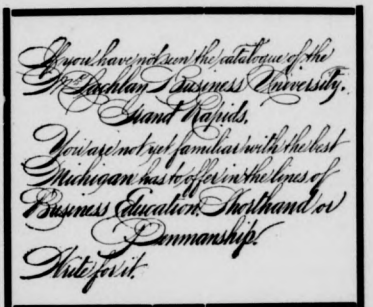
More Than 1,500 New Accounts Last Year in Our Savings Department Alone

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



JOHN T. BEADLE WHOLESALE MANUFACTURER



HARNESS

TRAVERSE CITY, MICHIGAN

FULL LINE OF HORSE BLANKETS AT LOWEST PRICES



The trade driving powers of Forest City Methods are limited only by the size of the territory to be drawn from.
Moses Cleveland
of ye
Forest City Paint & Varnish Co.

Increase Your Paint Business

Not only can you get the largest slice of the paint trade in your locality, but you can enjoy the whole loaf of paint success—increase your general business proportionally—by accepting the agency in your territory for

Forest City Paint

It means selling high grade paint—paint that goes on easily, covers well, protects and lasts; paint that folks will come back for and tell their friends about.

It means having the backing and assistance of a progressive and successful house, and the advantage of plenty of effective local advertising, free—helps that are sure to bring you success.

Our Paint Proposition explains all. Your name and address on a postal will bring it. Send for it to-day

Forest City Paint & Varnish Co.

Kirtland St.
Cleveland, Ohio



How a Man Should Treat His Mother-in-Law.

Written for the Tradesman.

The question of how to treat your mother-in-law is admittedly one of the most difficult problems in the world. Sometimes a man treats her as he would, sometimes he has treated her as he could, and occasionally he treats her as he should, so it is interesting to learn that this vexed point in ethics and etiquette has just been definitely settled by the Supreme Court of Indiana which has decreed that a mother-in-law is entitled to filial respect and love from her daughter's husband.

This is a righteous decision—the words of a second Daniel come to judgment—but a good many women will have difficulty in collecting their debt of affection from their sons-in-law, for, to the average man, the Biblical command to love your enemies and bless those that spitefully use you will seem a picnic compared to the lagal order to give the glad hand to your mother-in-law. She is the one person on earth that a man feels he has a right to suspicion without cause, and dislike without reason, and if any court thinks that it has the power to enjoin him from going about with the air and expression of an early Christian martyr every time his

mother-in-law comes on a visit, it has got another guess coming to it.

Just why a mother-in-law should be persona non grata to a man, unless he cherishes a secret grudge against her for having provided him with a wife, has never been sufficiently explained. If he loves his wife, by every law of gallantry he should be filled with the deepest gratitude to her mother as the real author of his domestic bliss. So far from doing this, it is indisputable that most men regard the necessity of acquiring a mother-in-law as the chief drawback to matrimony, and that if all girls were orphans most men would be benedicts. Failing this ideal condition, for it is a little too much to ask even the most unselfish mother to die to help along her daughter's matrimonial prospects, men seek to hedge against possible trouble by hating their mother-in-laws in advance, and the one unbreakable oath that a bridegroom swears to himself on his wedding day is to circumvent her machinations and never to let her have a word to say about the management of his home.

Being thus primed and ready for her, he views her every act with a dark and sinister apprehension gathered from the mother-in-law jokes in the comic papers. He resents her every suggestion and flares up at every word of advice, and the only time when his wife's mother is really welcome in a man's home is when she arrives to take charge of a red and colicky infant, and to straighten out the kinks in a household wrestling helplessly and hopelessly with

the first baby. Then, indeed, she appears not as a usurping tyrant, but as a guardian angel with soothing syrup in her hand.

Of course it is very sad that men should be thus prejudiced against mothers-in-law. More than that, it is unjust. One can bring a hundred sentimental arguments to prove that a mother-in-law is entitled to a man's tenderest affection and should be cherished as if she were his own mother, but, as a matter of fact, while the mother-in-law is far from being the terror she is painted, she does not often do much towards endearing herself to her daughter's husband. She means to do what is right, but there are few things in this world more full of trouble for other people than a good conscientious woman in the high pursuit of her duty.

First and foremost she considers it her sacred mission to protect her child, and there is nothing more characteristically feminine than the diametrically opposite views that woman holds concerning the proper code of marital conduct for her son and her son-in-law. She believes that her son should be a pampered autocrat in his house, and that his wife should peel and pare, and inch and scinch, economizing so that he will not have to work so hard, and that she should be content to spend her life burning incense at his feet. On the other hand, she thinks that her son-in-law should be a meek domestic slave whose business in life is to work himself to death providing her daughter with luxuries. If any man treated

her daughter the way she thinks her son ought to treat his wife, she would be the advance agent for separation and alimony and would say: "Come back to mother, you poor, persecuted angel."

But while love blinds a woman to the shortcomings of her own children, it gives her spectacles with which to see the faults of her son-in-law, and as a general thing she feels it her duty to call his attention to them. Heaven alone knows why a woman should think that her son-in-law married to get two women to take charge of his manners and morals. One critic on the hearth is more than enough, nevertheless, ninety-nine women out of a hundred act as if they thought that they had a perfect right to force their own beruffled and lace trimmed theories of virtue on a man if he happens to marry their daughter. If they are white ribboners there must be no more cakes and ale for him, if they are church-goers he must attend early service, if they disapprove of the races or theater he must take his pleasures on the sly, or else submit to a continuous lecture performance. Hence the strained relations in so many families, and which make the general family gathering a kind of armed peace conference, where everybody has a hammer up his sleeve and is waiting for a chance to use it.

The prevailing lack of entente cordiale between mothers-in-law and sons-in-law is to be deplored on many accounts. Practically, because it is one of the chief causes that leads to divorce, statistics showing that last

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.



year in the petitions for divorce filed by men the interference of the mother-in-law and the troubles stirred up by her were the reason assigned of tenor than any other for the failure of marriage. Sentimentally it is equally to be regretted for it forces the wife to choose between husband and mother—the two people dearest to her on earth—and the two who should have her happiness most at heart. Many a woman is made miserable by the bickering between them. Many a woman feels that her whole life is a walking on eggs, a nerve wrecking effort to juggle with conditions, and keep her mother off the toes of her husband's prejudices, and her husband from walking rough shod over her mother's hobbies.

The pity of this is that it is so unnecessary, and that a legal order should be required binding a man to keep the peace with his mother-in-law. A man should be amenable to no court but Cupid's Court so far as his wife's mother is concerned, and dull indeed must be the woman who can not win the heart of a man when she has so many and such advantageous points of attack as a mother-in-law possesses.

Why, for instance, should she not try to placate a son-in-law instead of antagonizing him? Why not feed him on flattery instead of criticisms, when praise sets so much better on the masculine stomach? Why not cajole him along the road it is desirable for him to travel instead of vainly trying to drive him? Why not lap him in the soothing comforts of good housekeeping? Above all, why not give him the sympathy, comprehension and affection that only an older woman can give a man, and that no young woman ever bestows on any human being except herself? In reality there is every reason that a mother-in-law and a son-in-law instead of being traditional foes should be traditional chums. More than this, considering how glad mothers are as a general thing to get their girls married off, common gratitude demands that they should show their very best consideration to the man who has assumed their daughter's board bill and shopping ticket.

This is not exculpating the man. It takes two to make a quarrel even when the party of the other part is your mother-in-law, and there is not any account of any man having worn himself out trying to make his wife's mother enjoy her visit. At her worst he regards her as an aggressive and marauding dragon that it is his duty to combat, and at the best he looks upon her as a mysterious affliction designed by Providence to reconcile man to the shortness of life.

He justifies his dislike for his wife's mother by saying that when he married he did not marry the whole family, but this is the most stupid mistake he ever makes, and no man ever takes such a long shot at matrimony as when he espouses a woman whose mother is not to his taste. For what the mother is the girl will be. If the mother is broad minded, liberal, the sort of a woman you would not have to have an order of court to make you love, be sure her daughter will make a wife who will keep her

husband enthralled to the end of the chapter. If the mother is narrow, prejudiced, common and vulgar, no matter how ethereal and delightful the girl seems, with increasing age and less desire to please, she will go back to the original cheap pattern of humanity off of which she was cut.

Choose a mother-in-law that you would be as glad to welcome at the train as you would be to see her off, is a dead straight tip to the man who would be happy, although married. If this were done, and if women made as strenuous an effort to please their sons-in-law as they do to boss them, we should need no legal decisions on the subject of how to treat a mother-in-law.

Dorothy Dix.

Why Circulars Sometimes Fail.

Circulars and booklets do not always yield the returns they should because printing is so cheap. It costs so little to get one a lot of circulars that the druggist does not always put the thought and work into them necessary to bring results. The circular should be a straight business talk, concise and definite. Short words and short sentences make easy reading. The first thing that must be accomplished is to fix the reader's attention before he has an opportunity to throw the circular away. The circular must show him some way in which he is to profit, otherwise it fails.

The druggist must have something to offer. If he is announcing the arrival of new goods, he must create an interest in the goods. After the copy has been prepared, the printing remains to be looked after and this, too, is important. No matter how carefully the copy has been prepared or how readable it may be, its effect will be lost if it is printed with poor type on flimsy paper. The reader gets his first impression of a booklet or circular from its general appearance. The type should be clear and readable, the plainer the better. If illustrations are used, they must have some direct connection with the letter press, and should not be put in simply to fill up unless under very unusual circumstances. Good printing is not always a matter of price. Taste is as necessary as good paper, ink or type and every printer can not turn out good work. A circular to be effective must secure attention, and to do this it must possess character.

Thomas W. McLain.

He Talked Far Too Much.

"There goes a young man whom I saved from going to the dogs through drink," remarked a court stenographer. "He is a tip-top fellow and has plenty of ability, but two or three years ago he began to let red liquor get the best of him. He had a good position at the time and I don't think he exactly neglected his work, but it got to be a common thing to see him standing around bar-rooms in the evening about two-thirds full and talking foolish. A few of his intimate friends took the liberty of giving him a quiet hint. As usual in such cases, he got highly indignant and denied point-blank that he had ever been in the least under the influence. All the same, he kept increasing the pace until it became

pretty easy to predict where he was going to land, and it was at that stage of the game I did my great reformation act.

"I was sitting in an uptown restaurant one evening when he came in with some fellow and took a seat at a table without seeing me. He was just drunk enough to be talkative about his private affairs and on the impulse of the moment I pulled out my notebook and took a full shorthand report of every word he said. It was the usual maudlin rot of a boozy man and included numerous very candid details of the speaker's daily life.

"Next morning I copied the whole thing neatly on the typewriter and sent it around to his office. In less than half an hour he came tearing in to me with his eyes fairly hanging out of their sockets.

"Great heavens, Jack," he gasped, "what is this, anyhow?"

"It's a stenographic report of your monologue at —'s last evening," I replied, and gave him a brief explanation.

"Did I really talk like that?" he asked faintly.

"I assure you it is an absolutely verbatim report," said I.

"He turned pale and walked out and from that day to this he hasn't taken a drink. His prospects at present are splendid. All he needed was to hear himself as others heard him."

Have a care for your conscience—it might break loose and interfere with business.



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

CLEVER IDEA.

It Ended the Strike at Bardsley & Co.'s Store.

In the language of the street, Blakesville was "lousy" with money. The town was situated in a rich, thickly settled farming community, and was also a division point on an important trunk line.

The farmers had had bumper crops, all of which had been sold at good prices, and the railroad had every wheel turning and all of its employees working overtime.

Any merchant knows what this meant to the retailers of Blakesville, especially as the weather had proven just right, crisp, snappy, trade-creating, and every one in town looked for a record-breaking fall trade.

Bardsley & Co. had just moved into their new building, four floors and basement, 50 feet front and 150 feet deep, a store that would do credit to a town several times the size of Blakesville.

Every department was crammed with new merchandise, and the new store was to have a house-warming in the way of a special fall opening which would put everything hitherto attempted by local merchants far in the shade.

In fact, the opening was to be important in every respect—music, flowers, souvenirs, floor walkers in Prince Albert coats, double-breasted white vests and carefully creased trousers, et cetera. Of course, the last feature had not been announced in the newspaper advertisements, but had been discussed and decided upon by the two floor walkers.

The saleswomen would wear their prettiest waists, of course, even if they couldn't don train skirts for the occasion.

Every arrangement had been perfected, and the Blakesville Evening Courier had a two-page advertisement with a full offering of good things from every one of the sixteen departments.

To key the interest of the public up to the highest pitch, it was announced that the morning of the opening the store, instead of opening at 8 a. m., as usual would remain closed until 9:30 a. m., and that in addition to the many attractions already outlined there would be "something very special which to miss would be a cause of regret to every lady in Blakesville who fails to attend our opening."

This last rather indefinite but very seductive promise aroused much comment and curiosity, and as early as 9 o'clock a crowd had gathered in front of the store, which was being constantly augmented as the hands of the big clock over the door crept toward the momentous hour, 9:30.

In all the carefully planned details of the opening, not one thing had been forgotten or overlooked, and still there was "a fly in the ointment."

Bardsley's was an old-established store, with a large staff of clerks, but up to the time of moving into the new building the city idea of confining the clerks to their respective departments had never been tried.

Many of the clerks had been with the firm for years, and when Mrs.

Brown came in she expected Harvey Pierce to leave the linen department to sell her a yard and a quarter of ribbon for Maggie's hair bow, and Mrs. Curtis, the next customer, might want Nannie Dean, who had charge of the ribbons, to wait on her for a dozen napkins.

Of course, stocks were always "topsy turvy" on this account, and any time of day one could hear, "Where'll I find that 69-cent corset in size 21, Lizzie?" or "Are we out of No. 50 white cotton, Jennie?" when, if Lizzie had been in the corset stock, where she belonged, instead of selling hosiery, or Jennie had been in the notion department, there would have been fewer questions, better attention to customers and more sales. At least, this is what the management thought, and so had posted this notice:

"Upon removal to our new store, salespeople will not leave their own departments except on call of the floor walker. An up-to-date transfer system has been adopted, and necessary blanks and printed instructions will be furnished to each clerk."

There was much whispered discussion of the new order in the store and talk of it on the way home, all unfavorable. The firm knew of this discontent, but thought it would blow over when the new system was running smoothly, and anyway were more interested in the way the customers would take the innovation.

Removal to the new store had occurred about two weeks before the time set for the opening, and during these two weeks there had been growing discontent among the clerks. When a customer who had been waited on for years by one clerk would say, "And now I want you to help me pick out a dress for Carrie," the reply would be, "I'm awfully sorry, Mrs. Fraser, but I'm not allowed to leave the laces."

"You're not!"

"No, and we don't like it a bit, but it's the way the city stores do, and Mr. Bardsley's bound to have it go that way," and Mrs. Fraser would go to the dress goods department in a spirit not to be pleased with anything, which goes to show that store rules, like laws, must have the support of public sentiment in order to be effective.

However, Bardsley & Co. were clever people, and they felt they were right, and that if the present dissatisfaction of clerks and customers could be overcome, all would in the end indorse the new system.

But what could be done to allay the discontent of the clerks and dispel the opposition of customers?

The members of the firm cudgelled their brains for ten days, and then a solution was found, but nothing was said to either clerks or customers, and it was this new idea which was referred to as "something very special which to miss would be a cause of regret to every lady in Blakesville who fails to attend our opening."

On the Saturday morning appointed for the opening, both members of the firm were down bright and early, and when they arrived an unusual sight met their eyes.

Not a cover had been removed or

a curtain drawn anywhere throughout the store. Everything was as left the night before, the saleswomen stood in whispering groups with hats and wraps still on, and the men were lounging about with overcoats on arm and hats on head.

"Well, well, how's this? how's this?" queried Eugene Bardsley, the head of the firm. "Get to work, folks; there's lots to be done before we open."

There was a moment's silence and then George Pritchard, the head dress goods salesman, stepped forward and said:

"It's just this way, Mr. Bardsley, we don't like this new rule about each clerk staying in his own department, and neither do the customers. We're not going to work until it's changed."

"You're going to strike, then?"

"Yes, we won't work under city rules," chirruped one of the girls.

"Well, you call this a city rule and so you take a city method to kill it," said Bardsley.

"The idea did originate in the city, and so did the idea of strikes. We may be wrong, but we think we're right. You may be wrong, but think you are right. However, that's something we won't fight about. We can not afford to, neither can you."

All the clerks had gathered closely around Bardsley when the ice had been broken by the dress goods salesman's defiance and all were on the qui vive to see how the firm would take the news and what its answer would be.

Bardsley waited until every eye was fixed upon him, and every ear attentive, and then continued: "It would be contrary to business ethics and altogether unreasonable and foolish to permit you, our employees, to regulate the affairs of this business. To admit your right to do this logically followed out would admit your right to fix the hours of opening and closing, the salaries to be paid, and even the selling prices of goods and the kinds of goods we might offer for sale. In short, we would have to take all the risk of operating this business, and you might run it to please yourselves."

"However, we don't think things will come to this pass. We will give you five minutes to decide what you wish to do, and if at the end of that time you are not in your places ready for business, we shall place a notice on the doors saying that there is a strike here, and ask for applications from all who wish to fill your places. I will add, however, that we have a plan which will make the new rule in regard to staying in your various departments popular with both you and the customers of the store."

"This plan is the one we have announced as the special attraction for this morning, and will be put in operation whether you strike or not."

"If you strike I do not think our opening will be delayed more than half an hour."

"Anyway, I should advise you all to go to work, as I can confidently promise you you will not be disappointed."

Bardsley and his partner then withdrew to their private office, and there was a hurried conference among the clerks. The bolder ones were for

"seeing the thing through," and the more timid wanted to "give in." There was indecision written on every countenance until Pritchard, who had been the spokesman of the salespeople, said:

"There won't be any harm in seeing what the firm have up their sleeve. Let's go to work and if the thing doesn't turn out to our satisfaction we can strike at noon when the store's full of customers."

The store opened at 9:30 to a tick, and there wasn't any more strike talk and hasn't been. Both clerks and customers are satisfied, and Bardsley & Co. are doing the business of the town, all due to a clever idea.

What was it?—Drygoodsman.

Too Poor To Be a Bankrupt.

Bankruptcy is a word that means the limit of financial misfortune to most business men, but it isn't the limit by any means. This truth was brought out most forcibly in the office of Henry F. Cassin, United States Commissioner.

Mr. Cassin was approached by a man whose tailor made garments had grown slippery in some spots and frazzled in others. He wore a careworn expression and the need of a haircut on his face.

"Is this the place to institute bankruptcy proceedings?" asked the man.

"It is," said Mr. Cassin.

"Well, I want to file a petition. I have been in business for several years and have made an awful mess of it."

"The proceedings will cost you about \$35," said Mr. Cassin.

"I haven't got any \$35 and can't get it," was the response.

"Sorry, then, but we can't do anything for you," said the Commissioner.

"I knew I was hard up, but blamed if I thought it was possible to be too blamed poor to become a bankrupt," said the applicant as he turned up his coat and made for the door.—New England Grocer.

American Methods Adopted in Russia.

One of the recent reports from Odessa, Russia, by the United States Consul, states that the American system of water filtration has been adopted in many of the cities of Russia. Owing to the turbidity of the large rivers in Russia, they are very objectionable as sources of supply for municipalities or for such manufacturing purposes as papermaking, bleaching, dyeing, the making of chemicals, etc., unless the sedimentary matter carried in suspension is first removed. In 1898 the chief engineer of the Moscow waterworks was sent to the United States to investigate and report on the American system of rapid filtration. On his return to Russia experiments were undertaken which demonstrated that by the American system extremely turbid waters could be rendered bright and clear at a rate of filtration fifty times as fast, and with only about one-thirtieth of the space required under the old sand system, while from a sanitary standpoint the bacteria were reduced over 99 per cent.

- Your Opportunity -



The average merchant neglects his opportunities as a rule and so fails to conserve his own interests. He very often loses a fortune because he does not embrace the opportunities that are at his disposal. Mr. Merchant, we offer you an opportunity to double your cash sales at a cost to you of a postage stamp for each dollar we bring you.

Do you want your competitor's cash trade or will you let him get yours? The opportunity for you to get ahead of your competitor has now presented itself; will you let it slip by?

Do you want to place a lasting advertisement in every home in your community? Do you want exclusive control of a proposition that will start every man, woman and child in your locality talking about your liberality and up-to-date business methods?

STEVENSON & CO.

Dealers in

General Merchandise.

Deckerville, Miss.

Robt. Johns, Esq., Chicago.

Dear Sir—We have used your decorated china ware for the last three years as premiums for trade and will say they are trade winners. They are appreciated by all classes of customers.

Very respectfully yours,
Stevenson.

Our New Porcelain Premium Plan

will enable you to draw cash trade from your competitor that you could not hope to interest with any other method. It costs you a trifle over \$2.00 to sell your competitor's customers goods to the amount of \$100.00. It brings the cash, too, or it costs you nothing.

Maybe you can't afford to spend two dollars for new trade. Then don't write us for particulars.

Our plan goes to but one dealer in a town, and the first one to get in his enquiry from your town will get a handsome booklet, full particulars and a sample of our hand painted china.

If you can't see our plan is a good one, then you are out nothing but your time looking over the proposition and the cent you spend for the postal. We will refund the cent if you don't get your money's worth. Take a chance.

Robert Johns
200 Monroe St.
Chicago

Ask for Ware Sample 81.

Mutual Relations of Employer and Employee.

If it be true that charity covers a multitude of sins, it is truer that temptation creates a horde of criminals. Ever since Adam in the Garden of Eden committed the first sin through temptation (the heritage of which is ours), the weak nature of mankind has fallen before the alluring tempter.

Man is weak. Evolution has strengthened some, weakened others. For the latter there should be a safeguard. No temptation should be placed before weak characters. They err often through causes over which they have no control.

To the small boy, an orchard overflowing with ripe fruits is a great temptation. To the poacher, the unguarded forests and streams filled with game and fish are constant allurements. To the clerk, to the youthful customer, to members of the owner's family, the open cash-drawer in the store is ever a strong temptation, and beckons them onward to take that which is not theirs.

So the husbandman has guarded his orchards with fences and dogs, and the landlord has hired game wardens to care for his preserves; and the storekeeper has adopted devices like the cash register to protect his money.

This removes the greatest cause of crime. Theft, embezzlement, suicide and murder all follow temptation.

Gambling Follows Temptation.

Allured by the love of money, a weak man or boy may plunge into gambling. At first cards, then horse racing, then speculation. His own income, eaten up from losses, suffering for himself and his family staring him in the face, he looks about for means to recoup his losses. He sees the open cash-drawer. He thinks. Only a small sum, he reasons, will help him regain his losses. He hesitates. There is temptation. He wavers—he falls.

It is only a small amount, he argues, but again he wagers the money and again he loses. Once more he plunges his hands into that open cash-drawer, and deeper and deeper he sinks into theft and embezzlement, until exposure comes, and then it is prison or a suicide's grave.

And all this through temptation.

Had there been a recording machine to guard the cash in that money-drawer, the first theft would not have been committed. Temptation would not have been there.

The money was there, certainly, but the mechanical guard had a record of each penny in its lockers, and the weak person, fearing instant exposure, would never have made the first step on his downward course; his family would have been saved a lasting disgrace; his employers great losses, perhaps bankruptcy and commercial disaster.

Breaking Home Ties.

Did you ever see the picture entitled "Breaking Home Ties?" Just study it. The small, sturdy lad going out into the world with all its great temptations is destined to—what? Will he become faithful and famous through devotion to duty, or will he fall before the temptations that beset him on all sides?

The weeping mother, down deep in her heart, fears for his future. She knows of the trials and tribulations of the world, the temptations that trap the unwary, and the allurements of vice and luxury. Will her son be strong enough to resist them?

Ah! that is the rub—will he? The boy perhaps is to enter the mercantile trade. He will start at the bottom, hoping to rise to the top. If he is strong of character, resolute, progressive and honest, he will succeed. If he is vacillating, weak, disobedient and inclined to the lighter side of life—well, the world has seen the wrecks of many just such lads as he, through temptation.

In the store in which he is to enter there is an old, open cash-drawer. The boy's pay is not large. Luxuries abound that are not for him. Before him money is exposed hourly with no check upon it.

Is he strong enough to resist the temptation of taking just a small sum?

Perhaps he is. Perhaps his sturdy parentage makes him honest. Perhaps the teachings of his mother may follow him through his life and always be a safeguard to him. But is it right to place such a temptation before a lad just entering the commercial world amid strange surroundings, free from the restraining influences of a good home, while around him are others more fortunate in the world's goods? Is it just to the boy, to his parents, to society in general?

Preachers Will Thunder Warnings.

Some day this subject will be handled exhaustively from the pulpits of the world. Great preachers will thunder against the pitfalls that are set for the young and the inexperienced, and among these will be specified the great temptation of the open cash-drawer.

They will insist that instead of these temptations all safeguards should be adopted to remove ever far from the young the opportunity to become dishonest. Few boys and few men are dishonest from choice. They are led into it, either by love of luxury and display, inclination toward vice and shiftlessness, or a desire to gain quickly at the expense of their more honest brothers.

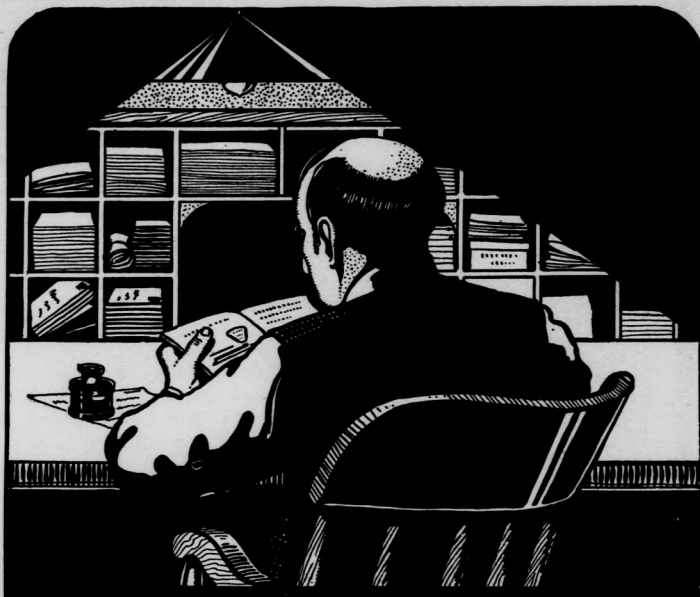
It is to these that temptation is deadly.

If they know they can escape detection they will not hesitate for an instant to help themselves to the money that belongs to their employers.

The Downfall of a Lad.

This calls attention to the story of the boy in a small country town in Ohio. This boy came of good, honest parents. He was employed in a local grocery store. In that store was one of the old-time open cash-drawers; to it the boy had access frequently.

His duties required him at times to make change, receive money, and frequently to pay out small amounts. Everything went along smoothly for a time, but soon the grocer discovered that his profits were dwindling. He knew that he was doing a fair business. However, with a good margin of profit, the store was making no



The First Step

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

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

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

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

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

Save this Review

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

Ask Dept. K for catalogue.

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

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



money. He decided that someone must be taking money from the cash-drawer.

He decided, if possible, to detect the culprit. In that old, open cash-drawer he placed a marked dollar bill and a silver coin likewise marked. Before night the money was missing. The clerks of the store were called in and searched. On the small boy were found the coin and the dollar bill.

The temptation to take that which was not his was too great. He had become a thief.

What followed?

He was hauled before a police justice. His mother and father weeping implored mercy for him. The employer, while not demanding severe punishment, thought that the boy should be taught a lesson. The judge, somewhat more inclined to mercy, after giving him a severe lecture, paroled him in the care of his parents.

But this was not the end. The boy had stolen a few dollars, but what had he lost? First, he lost a good position and the confidence of his employer.

Second, he had lost a good reputation. No amount of money that he might steal under any circumstance, in any conceivable period of time, could make up for the latter.

And even in after years this same little pilfering episode followed this young man. One day he was sent to make collections. He lost a portion of the money. No amount of explaining would satisfy his employers. In the investigation that followed,

the episode of the two dollars was raked up against him. Again he was discharged for dishonesty. The second time he was not guilty.

Employer's Duty to Clerks.

How much better would it have been both for the first merchant and the boy had there been a check upon the cash in that grocery store. There would have been no temptation to the lad. He would not have lost his reputation. He would not have been pursued through life by the record of that first downfall. For the merchant, he lost confidence in his clerks and soon between him and his employees there was no common feeling.

It is due to the honest clerk that all protections should be drawn around the money received by him and by his fellow clerks. He should know that when he receives money on his employer's account a proper record is made of it. He should also know that when he pays out money belonging to his employer a like record is made. He should not be placed in a position where, through a temporary lapse of memory, goods could be taken from the store not paid for or charged.

If he changed money for a customer or a casual caller in the store, there should be something to make an instant record of that fact. It is only in this manner that suspicion is taken from employees. Where there are more than one or two or three men in a store, it is very easy for mistakes to occur, wrong change to be given, and other transactions happen that, in the long run, create a loss for the employer.

It is the duty of the employer to guard against these errors. It is his duty to keep temptation away from not only his clerks, but the children who from time to time may call at his store, his customers, and even his own family.

It is very easy to abstract a coin or a bill from an open cash-drawer. It is impossible to abstract money from a mechanical register without giving warning of the fact. In that alone is temptation removed by the fear of detection.

Good Clerks Welcome Improvements.

Good clerks welcome anything that lightens their labors, that helps them to keep track of the transactions that happen in their particular department, or that promotes a spirit of confidence between employer and employee.

These clerks know how easy it is to be suspected, how often the employer may think that they, through error or connivance, decrease his profits. They are only too glad to see any improvement that will remove such suspicion.

Whenever there is system in a store you will find neat, happy, bright clerks. They know their work is appreciated; they feel sure that they have their employer's confidence. Confidence, once established, makes their labors light. Lighten the burden placed on an employee and you at once have his good will. The good will of an employee means increased efficiency; increased efficiency means more business; more business means more profits.

Therefore, it would be a just motto to place in every store, where all eyes might see it, that impressive sentence from the Lord's Prayer, "Lead us not into temptation."

No Extra Trouble.

It was in the dead of night, and a cold night at that. Mr. Smith was away, and Peterson Smith, aged six, was getting the measles.

"Mother, may I have a drink of real cold water?" he asked, waking Mrs. Smith from a refreshing slumber.

"Turn right over and go to sleep!" commanded Mrs. Smith. "You are a naughty boy to wake Mother up when she put a pitcher of water on your table the very last thing before you went to bed."

Ten minutes later the small voice popped up again: "Mother, I want a drink of water."

"Peterson," said Mrs. Smith, sternly, "if you say that again I shall get up and spank you!"

There was five minutes' silence, and again Peterson spoke:

"Mother," he said, cheerfully, "when you get up to spank me, may I have a drink of water?"

Sharp Retort.

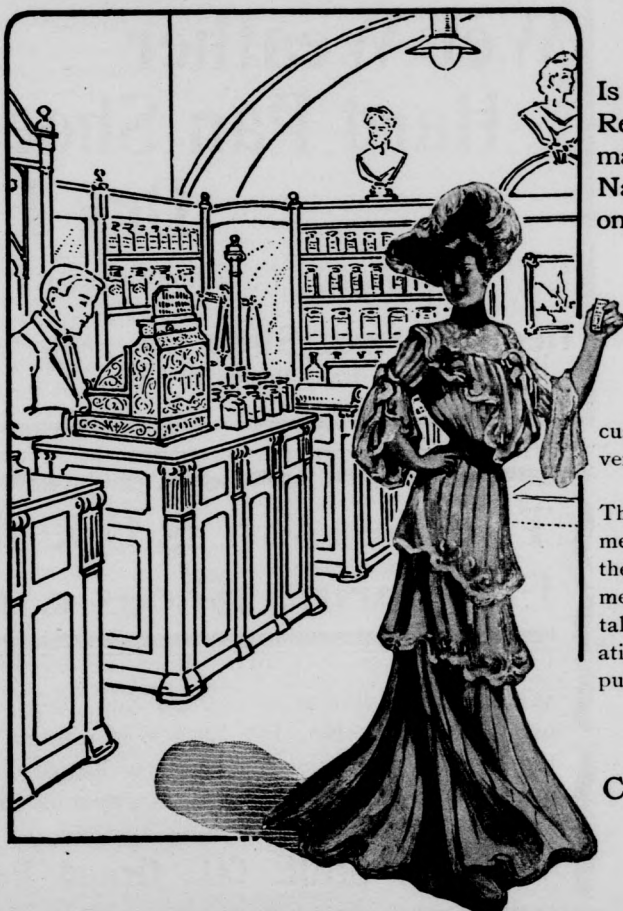
He complained bitterly of the slowness of the train.

"If you don't like it," said the conductor, "why don't you get out and walk?"

"I'm afraid."

"Afraid of what?"

"Afraid you'd hitch the blamed train onto me and make me drag it."



A Satisfied Customer

Is the one leaving your store with a National Cash Register check, because she knows no mistake was made. The check is a receipt and a record. A National Cash Register shows that a customer did 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.

National registers always satisfy—both merchant and customer. By their use, every chance of mistake is prevented. That pleases customers and saves money.

The 1904 models are wonderful machines. They do many things to increase the profits of a merchant. It's worth money to know about them. A merchant will find it a good investment to give a few moments of his time talking to one of the National representatives. Send the attached coupon. It puts 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 _____



Progressive Movement by Retail Shoe Merchants.

"I believe Illinois is the most noted State in the Central West for muddy roads," remarked a Missouri shoe retailer the other day, "but Missouri is a close second, and it is my opinion that very few merchants in the country towns ever give the good roads question much thought, when it means more to them than any other class of citizens, even to the farmers."

"It may seem a little out of place for a shoe dealer to be talking good roads, but I can tell you, from actual experience, that the good roads question was what started me to making some money for myself, and I am not the only merchant in our town who can date his money making from the beginning of the good roads movement. Most of them do, and there is not a merchant in the town who can not show a big increase in the year's business from that time."

"Our good roads movement was entirely a local matter, and as our little city only has about 1,000 inhabitants, the new project was looked upon with askance, at first, until one road was built. Things looked different after that. It all came about this way, we had been having a muddy spell for about a month before the primaries at which the road overseers were elected, and business was so dull that there was nothing for the merchants to do but talk about the mud. A good many of the boys were congregated in front of my store one day, the usual topic being under consideration, when a wealthy farmer living a couple of miles from town drove up, a heavy team hitched to his buggy, and wringing wet with sweat, from their hard pull in getting to town. He joined the circle, and began to tell us what kind of fools we were for keeping the farmers at home all this time, when there was little work to be done."

"We protested, but he said it was all our fault, that we ought to all fail, for lack of enterprise. That if we had not been too close with our money, and had been willing to part with it, there would have been at least one good road into town years before, if he had had to build it alone. Some of us told him that we were not hired to look after the road work. He remarked that he was not, either, but if we would accept a proposition he had to make, he would take the job."

"It will be remembered that he was a wealthy farmer, and virtually retired, but he there and then made us a proposition, which was that we could create a fund in our town, and deposit 2 per cent. of our sales in the fund, to pay for the necessary machinery, he would advance the money to buy a good rock crusher and whatever else was needed, and would guarantee that in the next year there would be a well paved road right out past his farm from

our town within two miles of the next town, which was six miles away, and a pretty good trading point."

"We studied the matter over, and right then, while the mud was too deep to keep us from doing it, we formed an organization, got all the dealers together, elected officers, signed an agreement, and went to doing our part towards making the road. Our farmer friend went home and began an active canvass for the position of road overseer in the district, and was easily elected, as he was well known, and the office was one which usually had to seek the man. He at once ordered his rock crusher, and then he began to call on all the farmers for a mile or so on each side of the road that he proposed to pave, and got them to donate extra work, to be furnished on days when they could not farm, the work to be furnished within a certain number of months, but the exact date to be selected by each farmer. In this way he found it was not hard to get a great deal of work done, ten days from each farmer being a fair average of the donation. Then he put up his rock crusher on a hill, in the road, within a short distance of the town, where a big cliff of limestone cropped out, and began to put all his road workers, who had to work out their taxes without a team, to running this rock crusher, getting out the rock, etc. He put up bins, and always had a big supply of rocks on hand, so that when a bad day came there was plenty for the teams to haul, and he saw that the road-bed was put in good shape, and then covered with about six inches of that crushed rock, for a width of about 20 feet. The farmers began to take an interest in it, and as the road started at this cliff and was built in the direction of both towns the hauling made it good as they went along, and by the time the four miles of road had been made, the crusher having been moved a couple of times before it was finished, the road was hard and firm, and not only the farmers, but our town began to be proud of it. The farmers on branch roads began to get together, and borrow our rock crusher to build their roads to connect with the main road, and as a result there was something like eight miles of good roads built there with our crusher within a year."

"There were no dull days in muddy weather after that, especially if it was too muddy to get around in the fields. The farmers from that part of the country close to the road all came to town, and we actually pulled trade from the end of that road to our stores, although it was four miles to our town and only two to the rival."

"Of course we had a public spirited man to help us, and start it, or we never would have thought of it, and he had the time to push the thing to a head, under his own management, but after he showed what could be done, we went on saving out the 2 per cent. of our sales each month, and after the machinery was paid for, we bought other things, helped pay for extra labor, or skilled labor, etc., in building roads in other directions,

State Agents

For the Celebrated

Lycoming Rubbers

Never was there a time when rubbers were given such hard usage and worn more constantly than now. Therefore, "the best is the cheapest." The Lycoming rubbers stand at the top for

Durability, Style and Perfect Fitting

Our new and commodious quarters give us increased facilities to take care of and supply the retail merchants quickly with

The Very Best Rubbers Made

Old customers know this, and new customers can and will by sending us a trial mail order.

Waldron, Alderton & Melze

Wholesale Boots, Shoes and Rubbers

131-133-135 North Franklin Street, Saginaw, Mich.

Wet Weather Hard Pan Shoes Dry Feet

Don't forget the combination.

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

The Season is Opening For Spring Shoes

We have a full line of everything you need. Send us your orders. No. 104 Ladies' is running better than ever. Our sales on No. 110 Kangaroo have increased over 100% over all previous records.

WALDEN SHOE CO., Grand Rapids

and now have a good system in first class condition.

"Farmers are quick to help a movement which will benefit them, and it costs them nothing but their work, especially when that work is not needed on their crops. This road making exactly filled the bill, for each man could work when he pleased, except that some had to operate the crusher enough to keep the bins full of crushed rock.

"I can honestly say that my profits in business started at the time that road begun to be built. It increased my trade so much that I carried a larger line of goods, and when our neighboring town took advantage of our four miles of good road to build a two mile connection, I was not afraid of the result, even although some of our merchants thought this would hurt us. I told them that I would carry a stock of goods which would bring over all the people in the rival town to look at it. I kept my stock up in good shape, always had sizes, and few of them came over to look at the goods I dared to advertise in the paper of the rival town, and got back to their town without buying something from both my neighbors and me. I do not know how it was, but it seemed we all got limbered up at that time.

"I acknowledged that it was a farmer's head which originated the idea, but it was a good idea for us, and if some other town can profit by it, I have no objection to thus explaining our plan to them.

"The big advantage to the merchant is the fact that it allows the farmer to come to town, no matter how bad the weather, when there is little to do at home, and he spends his money then. When the merchant can only reach the farmer in good weather, it must be remembered that the farmer has work of his own to do then, and only comes to town when he is absolutely obliged to, and then only stays just long enough to buy what he came for.

"There is more than one way of advertising a town or business and our good roads movement was the best advertisement for our town and the business men in it that we have ever had."—Shoe Retailer.

The Country Merchant's Problem of Meeting Competition.

"This trolley car business is giving me no end of trouble," complains a country shoe dealer, "and unless there is some remedy to be applied I guess we country chaps will have to surrender to the city merchant, who is getting more of our trade every day. They say there are two more trolley lines going through the town to other cities. Perhaps we're not up against it!"

The condition which our friend and subscriber has so bluntly stated may face a good many country and village merchants and no doubt it does. We have made some enquiries along this line in a section of the country where the trolley lines have long been established. One dealer in replying to our enquiry, states the case as follows:

"At first the villagers, whose interests were centered at home, looked

with great suspicion upon a proposition of a company to run a trolley line through the town. Merchants said it would ruin business and hotel men said that they would have to close their hostleries. Meetings were held and at first the people wouldn't listen to the project. After a time, when the excitement had cooled down, they reviewed the matter in a calmer light. The line had gone through smaller villages and these places continued to remain on the map. Slowly the people began to realize that what was good for the city trade ought to be good for theirs, and I am happy to say that I was one of the first to change my mind and argue in favor of the trolley cars. The second attempt to secure a right of way was successful when the villagers learned that the company was going ahead anyway, and that the road would skirt the village if the people would not let it pass through. With only a handful of old-timers and cranks who oppose everything modern, the proposition was adopted and the road was built.

"As soon as the road was a reality I began to get quite wide awake. I thought to myself: 'Now I wonder how many of my customers will desert me and go to the city?' I picked up the city paper and for the first time in my life began searching for shoe dealers' advertisements. I knew that it was a city custom to advertise. I did not, except at Christmas time, when I ran a few 'locals' in our village weekly. You see, the idea was getting into my head that with city cars and the temptation to go to the city to spend money I would have to do something to meet this competition. I found I had been asleep. I read about sales and about openings. I actually got so aroused that I couldn't wait for the trolley cars to begin operations, but went to the city myself and visited some of the shoe stores. I did a whole lot of looking. People must have thought I was from the country. I saw handsome store fronts and windows that were washed. (Mine hadn't been washed in months.) I got so many ideas that I scribbled up the backs of all the letters in my pocket making notes.

"Well, I was loaded for bear when I got home. I knew that I had been making money ever since I had been in business, just the same as the two other dealers in town had been doing. I went up the street to the postoffice and scrutinized their windows and compared them with mine. There was certainly no advantage that one possessed over the other, except that one dealer had but a single window. I was quite ashamed of my store when I thought of the clean, neat city ones. I entered a great big resolve in my mind that night that I would not only keep my trade from the city chaps, but would get after the country trade that could come to my store by trolley as well as to the city.

"The village painter was surprised to get a good job the next day. So was the carpenter. I gave the first an order to redecorate the interior of my store. I will not go into particulars, except to say that I did not

figure to see how cheaply I could get it done, which probably surprised the painter. The carpenter ripped out my store front and in place of the two flat windows, with sash holding four panes of glass, I had built a receding window, after the style of the city stores, with plenty of window space within. The exterior was painted and it was a day of wonderment when the handsome plate glass lights came to adorn my attractive new front. Electric lights, quite a new thing for the village, took the place of kerosene oil lamps and really, I almost felt new myself.

"To make a long story short, I

found the investment a good one. The first year after my awakening, as my wife calls it, I more than doubled my business, and the trolley cars helped me to do it."—Shoe Retailer.

The smallest school in the German empire is that on Nordstrandischmoor, a small island in the North Sea. This island is being steadily reduced in size by the wear and tear of the ocean waves. Fifty years ago it had fifty inhabitants; now it has fifteen, including two children, for whom there is a salaried teacher.

A rich man's autograph always looks best on the bottom of a check.

Better Than Usual

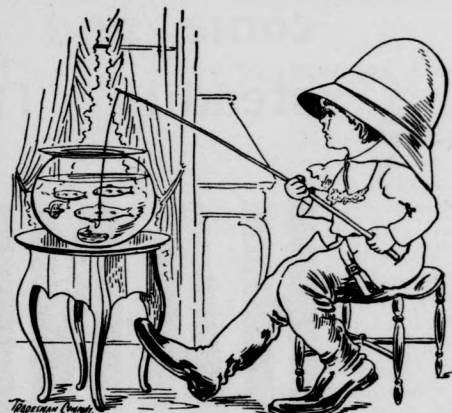
Leather topped rubbers are the kind we are offering you for the next season's sale. We manufacture our own tops out of first grade oil grain and kangaroo calf stock. They fit comfortably and stand extra hard usage. The rubber is the durable rolled edge duck Boston.



Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

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

THE FARMER'S HOUR.**Science and Government Aid the Tiller of the Soil.**

It is one of the singular developments of the times that in a day when commerce is king and when the tide of population sets toward the city in an ever-increasing rate, the highest scientific authority and government itself should awaken as never before to a realization of the dependence of the race upon the tiller of the soil. Men make millions in a day, but the basis of their operations is the grain grown in the great wheat and corn fields of the West and the Northwest. Costly banquets are given, but there would be no feasting were it not for the hand that guides the plow, uncovering the moist furrows in the prairies that nourish the cereals. Vast manufacturing enterprises turn out an enormous bulk of products to meet civilization's multifarious demands, but the brawn and muscle that are their controlling forces could not survive were drought to scourge the globe or the farmer to rest from his toil. Back of all the splendors of trade, the luxury of modern life, the dazzling display of society, the dignity of the higher education, the soaring ambition of statesmen and the power of governments, there is a pathetic reliance upon mother earth and those who live closest to her.

A great department of government, employing many thousands of trained men of science, is largely devoted to the protection of the agricultural interests of the country. The farmer shares equally with the merchant marine the advantages of Weather Bureau warnings, and every year this service increases in efficiency and value. Many millions of dollars have already been saved to the fruit-growers of the country by timely warnings sent out, enabling growers to protect their crops against frost.

It is, therefore, wise and good that science and Government should join hands in lending every possible aid and giving all possible knowledge to the farmer. Nowhere is the Department of Agriculture receiving such attention at the present time as in the United States. In trial grounds at the national capital and in states which offer advantageous conditions successful efforts are being made to improve the quality and the productiveness of the staple cereals. Standard vegetable seeds are grown and distributed free throughout the country. We might wish that this latter benefaction were a little more intelligently conducted, especially here in Michigan, where the standard of merit in seeds as well as in nursery stock has already mounted to a high notch, yet where bushels of the seed of an inferior lettuce, grown here for the last twenty years and discarded by those who look for genuine excellence in all they plant, are nevertheless annually distributed in the name of a paternal Government. These are faults which will correct themselves in time. Apart from this singularly stupid persistence in growing year after year the same second-rate seeds, which only inferior or indolent agriculturists want, great enterprise

is being shown by the Department of the Interior. American consular representatives throughout the world are under strict instructions to note and report new types of fruits, vegetables or cereals which may be of value to cultivate in this country, and to forward seeds and roots of the same. Right faithfully are these ambassadors of trade obeying orders, and recent consular reports teem with new and striking information concerning the plant life of foreign lands. A consul in Egypt has made the astonishing discovery that the marvelous fertility of the lands bordering the Nile is not due to the silt deposited by that stream in flood season, according to the belief of centuries, but is wholly attributable to the action upon the soil of a leguminous plant, which, after the habit of its kind, attracts from the atmosphere and restores to the soil the nitrogen exhausted from it by other crops, thus acting as a natural and living fertilizer. From Puerto Rico we have intelligence of a miraculous vine which not alone bears a beautiful and edible fruit, esteemed for preserving, but whose foliage furnishes a valuable fodder greedily devoured by animals, and whose roots in the second year after planting bear edible tubers which promise to rank alongside the sweet potato for table use. And all of this prodigal growth is said to take kindly to barren and arid hill-sides, thriving in the dryest seasons. Already a few plants are offered for free distribution by the Government, and there is every reason to believe that this State will be greatly benefited by its introduction. In addition, the Department is conducting a series of original experiments which promise a small revolution in existing methods of propagation. For instance, it has been found that artificial mushroom culture, hitherto whol-

ly dependent upon a pressed brick of spores impregnated with all manner of pests, may be more successfully carried on with a pure culture of the spores, from which all deleterious germs are excluded, obtained in a gelatine mixture, thus opening up a new future for an important and most profitable industry.

While the laboratory and the experiment garden are toiling on behalf of the farmer, invention is busily devising every manner of tool and implement to lighten his labor. Already the horse has virtually gone out of commission upon many of the great grain fields of the West, supplanted by the steam gang-plow, while the power-driven steam harvesters garner the crop. The time is undoubtedly close at hand when all implements employed in the heavier work of the farm will be driven by power.

The farmer himself is not neglected. In the various state universities which were endowed with land grants and founded as agricultural schools but in which the original intention has long been in eclipse, departments of agriculture are forging to the front, both in attendance and importance. Hereafter we are to have educated men at the helm on all of our large ranches, and the vocation of the agriculturist is gaining in dignity. In reality, it is the oldest vocation in the world and the most aristocratic. No other workingman in the world leads an existence so independent; no other is so truly the master of that which he surveys. Frank Stowell.

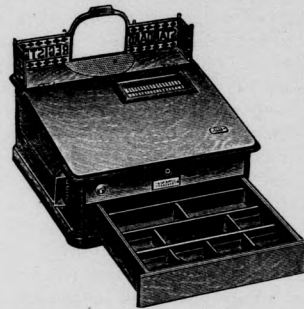
The Same Ring.

Miranda—I accepted Mr. Mashleigh last night and he is going to get the engagement ring to-day.

Muriel—Oh, he already has it. I returned to him this morning the one he gave me.

THIS IS IT

An accurate record of your daily transactions given by the



Standard Cash Register Co.

4 Factory St.,

Wabash, Ind.

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

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

HAND SAPOLIO

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

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

Some Confectionery Novelties for Easter.

The Easter novelties are here. The pleasant custom of offering trifling remembrances to one's family and friends at Easter is easily arranged for after surveying the attractive sweetmeats in characteristic shapes, carefully prepared for the occasion.

Not exactly "new-laid," but certainly, "new-made," eggs, fresh from the confectioner, come in the crate. This holds one dozen chocolate cream eggs, wholesome and cunningly prepared, with the little partitions one sees in egg boxes to keep the eggs from cracking against each other. These little boxes retail at 10 cents a crate.

Egg-shaped boxes with handsome decorations are sold empty and can be filled with any preparation desired. Some have Easter chickens and bunnies careening over them, others show floral decoration. The prices range from 5c up to \$2 each, partly depending on the size. Hand-painted satin boxes for Easter bonbons can be sold from \$1.50 to \$2.50.

Easter nests made of tinted paper and wrapped in Japanese napkins will be found to contain a sugar chicken, a number of small candy eggs and five large-sized Easter eggs made either of chocolate or cocoanut cream.

Almond paste Easter toys are made in animal shapes—chickens, rabbits, pigeons, little pigs and birds are represented, all emerging from chocolate half-shells with a delightful disregard of their natural habits. These are all eatable.

Not edible, but amusing to the youngsters, are the owls, chicks, rabbits, ducks and cats, cute Japanese toys with soft, fluffy coats. The prices range from 5 to 50 cents, the highest price being that of the owl.

Very small Easter bunnies made in clear red and white candy, and little chickens to match, are packed close in boxes to give to children. These are pretty to look at, and are very good to eat. They are made in clear candy. The boxes filled cost only 8 cents apiece, or two are sold for 15 cents.

Marshmallow eggs are a decided novelty. They are sugared outside and have filling of marshmallow paste, deliciously flavored.

Eggs with names to order will be duly inscribed if the order is given in time. Perhaps you will find what name you desire in the eggs already ornamented with wreaths of frosting in white, rose color or chocolate, and with "Harry" or "Lucy" flourishing in the center.

The crowning novelty, not to say the crowing one, is the Easter chicken house with a fenced gateway. Behind the bars we see Mr. Rooster imprisoned. This Easter toy may be called a musical one, for on turning the button of the chicken house the door flies open and the rooster crows. These toys cost half a dollar each.

The graceful Easter lily decorates this pretty candy box on the top and sides of the lid. This bonbonniere is filled with choice confections, marions, glaces, Maraschino cherries, chocolates and cream mints.

It makes one's mouth water to look

over the collection of Easter sweets, from the wholesome domestic egg beloved in the nursery to the bonbons and chocolates of maturer taste.

Facts Regarding the Weight of Money.

"The weight of money is very deceptive," said an employe of the Treasury Department. "For instance, a young man came in here one day with a young woman. I was showing them through the department, and happened to ask him if he thought the young girl was worth her weight in gold. He assured me that he certainly did think so, and after learning that her weight was 106 pounds we figured that she would be worth in gold \$28,647. The young man was fond enough of her to think that was rather cheap.

"Another thing that deceives many people," he continued, "is the weight of paper money. Now, how many \$1 bills do you think it would take to weigh as much as one \$5 gold piece?"

On a guess the visitor said fifty, and the clerk laughed.

"I have heard guesses on that," he said, "all the way from fifty to 500, and from men who have handled money for years. The fact of the matter is that with a \$5 gold piece on one scale you would only have to put six and one-half dollar bills on the other scale to balance it.

"The question afterward was put to several people and elicited answers all the way from twenty to 1,000, the majority guessing from 300 to 500.

"Taking the weight of gold coins

and bills given at the Treasury, it was figured that a \$5 gold piece weighs .206 of an ounce avoirdupois. The employe at the Treasury who handled the paper money said that 100 bills weigh four and one-half ounces. That would make one bill weigh .045 of an ounce, and between six and seven bills would balance the gold piece."

On the proposition of how much money one can lift figures were obtained at the Treasury. Where certain numbers of coins were placed in bags and weighed as standards, for example, the standard amount of gold coin is \$5,000, which weighs eighteen and one-half pounds, while \$200 in halves, or 400 coins, weighs eleven pounds.

Two hundred pounds of coin money of various kinds is made up as follows: Silver dollars, \$2,617; half dollars, \$3,636; quarter dollars, \$3,657; dimes, \$3,615.80; nickels, \$917; pennies, \$295.61.

In one dollar bills the same weight would amount to \$71,111.—Washington Star.

Stencil Inks.

Dissolve two ounces of shellac and three ounces of borax in a pint of soft water by boiling, add two ounces of dextrin or gum arabic, remove from the fire, make up to 20 ounces with water and when cold add coloring matter enough to raise it to the proper consistency. For black use lamp black with a little indigo to give it a jet shade. For red use venetian red. For blue use soluble Prussian blue.

Profit Producers

5 and 10c Cups and Saucers and Plates

They Are Bargains for Your Customers!
There's Money for You in Selling Them!

They Are Leaders That Pay a Profit and Bring New Customers to Your Store



White
Tea Cups
and Saucers
and Breakfast Plates

5 Centers

Seven inch plates. Selected seconds of fancy shapes and neatly embossed. Sold in packages only and shipped direct from factory at East Liverpool.

Assortment

50 dozen fancy shaped handled Tea Cups and Saucers at 45c a dozen
20 dozen fancy embossed Breakfast Plates, 7 inch, at 42c a dozen
Packages charged at net cost—Immediate shipment.

You will never again be offered as good a grade at as low a price so
Order Now, Right Now

The Biggest Bargain Ever Offered



In a
10c selling Cup and Saucer

Finely decorated St. Dennis shape handled Tea Cup and Saucer of a very fine and smoothly glazed semi-porcelain, assorted floral spray decorations of the four leading colors, viz., Silver Gray, French Green, Turquoise Blue and Brown. All colors equally assorted. Just the thing for your spring trade. They will attract the attention of your competitor's customers. Sold in original packages only—two sizes of assortments.

Barrel Assortment

12 dozen at \$4c per dozen

Barrel 35c

Three dozen each of the four colors.

Cask Assortment

60 dozen at \$1.00 per dozen

Cask \$1.50

Fifteen dozen each of the four colors.

H. LEONARD & SONS, Grand Rapids, Michigan

New Supplementary Catalogue Just Out—Your Name on a Postal Card Will Bring It

CLERKS' CORNER

What a Trifle Did for One Determined Boy.

Written for the Tradesman.

There was a tempest raging at the package counter. John Clark, a tall, well-built boy just past his fifteenth birthday, was trying to realize his mother's ideal of a bundle in the commercial house of Rugg, Coomes & Gahan. He had in a somewhat perfunctory way been working at bundle-making for a fortnight or more, but from certain remarks made at the result of his handiwork it was easy to infer that his efforts so far had not been crowned with success. He had entered upon his job with the common idea that at the lowest round of the ladder "any old thing" would do and had governed himself accordingly. The laughter and the jeers that he received were what he expected and with the thought that his work was worthy of the position he kept right on sending out some of the most outlandish-looking bundles that the sun looked down upon.

Of course there was no improvement, a condition of things that would have gone on forever had not the senior member of the firm come in contact one day with an outgoing enormity and stopped its progress.

"Take that d—d"—the word was perfectly justifiable—"muss back to the package counter as quickly as you can get it there;" and following it the extremes of the house of Rugg, Coomes & Gahan stood looking at it and at each other with an expression appropriate to each.

Naturally the senior member made the first remark: "Take those goods and make a package that is worthy of this house and I'll stand by and see how you do it."

The tone, the expression on the man's face and more than all the threatened discharge in both face and tone, if the task were not well done, brought the reddest of the boy's red blood to his fair, girlish cheeks and with resentment in eye and muscle he tore open the ungainly looking bundle and proceeded to make it worthy of the firm whose humble servant he was.

Work done under such circumstances is rarely the best. The watchful, criticising, exacting eye of authority placed the boy at every disadvantage, a fact that appealed somewhat the Rugg indignation and the man was willing to be satisfied with teaching the boy a much-needed lesson. He looked for signs of fear and wrath and nervousness. He expected after a sufficient display of these to take the goods from the scared boy's hands and show him how to make a package that would be a credit to the establishment and then with a "There, boy!" emphasize his object-lesson with the fact that a well-made package is one of the best advertisements that a house can have and that, therefore, the man at the bundle counter has in his hands the mak-

ing or the unmaking of the company for which he works.

In this instance only a minor part of the expected signs were displayed—wrath, that blazed from chin to forehead and burned every mite of fear and nervousness which had been expected. Firm hands without a quiver took the goods. With a deftness that surprised the watchful eyes of experience they were firmly pressed into place—not an easy thing to do with articles bulky and soft—as firmly bound, and with an implied "There!" left on the counter for instant inspection.

It may be that the evident vexation was due to the equally evident unneeded object-lesson and the enquiring eyes were turned to the still blazing face with "If you know how, why didn't you do it before?"

"How should I know what was wanted? My bundles are no worse than Johnston's over there. He was to show me how, and how was I to know what is good and what isn't? You're the first one that has found any fault and now that I know what is wanted and how much depends on it I think I can make a package that will do credit to the concern"—a remark made with two indignant blue eyes turned with no flinching into the much-appeased face of the employer, who without farther comment went into the front office.

Slowly then the fire faded from John Clark's cheeks and when the returning lily had crowded the lingering red into each cheek's center, the lad wanted to know a few things of the remiss Johnston.

"You heard what the old man said; it was up to you to tell me that I was off. Why didn't you?"

"You've got common sense, haven't you, you blooming idiot! If you don't know enough to use what little you have I'm not to blame, am I? What you want is to put up the worst package that'll pass muster—see? You haven't got there yet, Johnny, and—"

"I'm not going to get there, mind that." The cheeks blazed again. "Now listen. You're doing what I couldn't be hired to do: For your \$3.50 a week you're putting out work that isn't worth \$3, and you are chuckling over your cheating. I'm not built that way. Now you put this into your pipe and don't pack it down so hard it won't draw: I'll put up bundles that'll make yours look sick and I'll keep it up until you or somebody else in your place will make them just as good. I'm going to start in now. See?"

"I can see that you're making a fool of yourself, if that's what you mean. My work's good as my pay; what more can you ask for? Everybody does it. D'you think I'm going to work my finger-nails off for \$3.50 a week? Not if I know myself and I'm convinced I do. It's the old question of give and take—in this case a simple exchange of trifles, and if I in the swapping get the better of the bargain I'm not going to do any kicking. See?"

"Enough to make a pretty good guess at what you mean and enough to make me believe that you'll find

it anything but a trifle if you keep on."

The increasing pile of bundle-making material on Johnston's counter put an end to the talk for the time being and gave John Clark a chance to enter at once on carrying out his newly-formed intention.

Bundle-making was his aim and it went where he went. On the street, at the table, it was ever before him. It was with him in his room; it went to bed with him at night; it gave him material for his dreams and so haunted him in season and out of season that for a time he thought only of goods snugly pressed together and how to secure sharp corners from soft goods—all to be done in the shortest possible time. Johnston watched him for a while immensely amused, then put him down for a fool, as he had called him, and let him go his way.

That is exactly what John Clark did. He made up his mind that his work when compared with the "stupidous whole" might be the trifle he believed the man who said, "Success depends upon trifles and success is no trifle." At that point of view he went to work and with so much earnestness that in less than a fortnight he had evidence that "Old Rugg" was right in what at the time he thought was a lot of tommy rot about the bundle-maker's work being the best advertisement the house had and that, therefore, in that bundle-maker's hands lay the making or the unmaking of the company.

The fun began when John's chum, a fellow clerk, commended him for his good-looking bundles. It was immensely increased when the head of one of the departments came over

to the counter, watched him for a while and went off with a smile, remarking, "That's the talk, young fellow; it's equal to an advertisement in the Herald!" and the summit of success seemed to be reached, when Susie Mayfield at the notions counter hailed him on the way home one evening saying, as she caught up with

PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.



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?

FOOTE & JENKS

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

Sold only in bottles bearing our address

FOOTE & JENKS'
JAXON
Highest Grade Extracts.

Foote & Jenks
JACKSON, MICH.

COLEMAN'S
HIGH FOOTE & JENKS' CLASS
EXTRACTS



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.

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.

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.

him, that she had something nice to tell him:

"You know the Blanchfords over on Commonwealth avenue? Well, I sold Miss Geraldine some goods to-day and when I was putting them into the basket she wanted me to be sure to have 'that one do them up who knows how so well.' You saw the note, didn't you? Well, that was why I wrote it. Wasn't that all right? I tell you, John, it pays to do one's best, doesn't it?"

That was enough to tighten any fifteen-year-old hatband; but that wasn't all. Old Man Rugg was going home in the street car one day when that chance which sometimes brings the great together in unusual places brought into the same car and to a seat by his side Mrs. Montravers, of Capitol Hill avenue. After the grand polite was gone through with on both sides her Imperial Highness remarked to the Great Mogul that she rarely—never she might say—was willing to be bothered with a bundle; but the fact was that his package-maker's workmanship was simply exquisite and she was delighted to have anything so dainty in hand. All the ladies on 'The Hill' whom she knew held the same opinion and were drawn to his establishment on that very account."

Then she left the car and the senior member of the house of Rugg, Coomes & Gahan gathered himself together and did a little wholesome thinking of which he delivered himself the next morning the minute he got into his office chair.

"We've got to do something for that John Clark. He has the right stuff in him and he's a thoroughbred. I butted into him the other day and so I know. He's one of these boys who has had it beaten into him that there isn't such a thing as a trifle, and he's carried the idea so far in his bundle-making that a good part and the best part of Capitol are trading here on that account. Give him a better place and promote him as fast as he can go and let's let him learn from experience 'that trifles make up success and success is no trifle.'"

The other two gave a hearty approval and it is easy to predict what Rugg, Coomes & Gahan have in mind in regard to John Clark.

Richard Malcolm Strong.

The Principle of the Survival of the Fittest.

The principle of "the survival of the fittest" was never brought home with greater force to some of our young friends than now, when many of them, deservedly or undeservedly, find themselves in the army of the unemployed. Department stores are weeding out unnecessary help unsparingly at this season. Some of the left-behinds are doubtless old hands, who have been replaced by "extras," and they feel sore about it.

But who is really to blame? Did they not have the same chance as the others?

Opportunity! Ah! There's the rub! They had the chance, but they let somebody else make use of it.

Let's study the question a little. What qualities did the "fittest" pos-

sess that were lacking in the left-behinds? There are numberless things that go to make up a good salesman—and those who were dropped in the race must have failed in some of them.

Let them ask themselves if they were familiar with the goods they handled, knew all about them, could talk intelligently regarding their merits; if, lacking natural qualifications, they cultivated that polite and cheerful spirit which goes so far in making friends everywhere, but is especially needful in a department store.

Practice cheerfulness! It's a good habit! You can begin on your friends; but don't get cheerfulness and conviviality confused.

Sales are shy when competition exists, and a frown or an indifferent attitude may steer the customer from making the intended purchase.

We can mention only a few of the necessary qualifications of a good salesman—the salesman who sells so many goods that his employer can not afford to get along without him. But these will suggest to you others, equally important—promptness, tact, enthusiasm. Yes, enthusiasm counts for much, and will go far to make up for a lack of some of the other qualifications.

A young man was overheard by the writer to remark to a friend the other day: "Say, do you know, I find selling so fascinating that, when things are going right, I'd actually rather sell than eat—even when supper time comes around." That young man won't remain a salesman long. He will find higher duties that are just as fascinating; he is cultivating the spirit that makes things go!

Those of our friends who, through lack of attention to some of these details, are now looking for an opportunity to try again, should give this matter more than a passing thought; they should do everything possible to make themselves "fit."

And you, even you, who feel that you are reasonably secure, are you making the most of yourself and of your employer's time? It means more to you than it does even to him. Are you fitted for the place next higher up?

You are a link in the chain—a cog in the wheel. You are a soldier in an army that carries no baggage, fighting to conquer the Empire of Business. If you do not carry yourself others will not carry you. The battle is dependent on a multiplication of the efforts of a single soldier. Are you doing your part?

The store is justly blamed for keeping an impudent or inattentive clerk; if you are not making business you are losing it. Small wonder, then, that the merchant takes advantage of the first opportunity to pluck out the weeds from among his sales-force. The principle of the "survival of the fittest" is as old as Nature; it is Nature asserting herself. Ability and earnest endeavor have conquered over mere length of service ever since the world began.

Make your aim the fittest of the fit; if that looks too high then you are going to seed. The world is merely a collection of just such mortals as yourself—some with addi-

tions, some with detractions, and in yourself are the possibilities of either.

If you didn't begin yesterday, to-day is none too soon.

Who Pays?

The only form of waste in advertising is in unsuccessful advertising, and the only advertising that is unsuccessful is that printed in wrong mediums or to promote undesirable goods. If advertising is unsuccessful it doesn't sell the goods to the consumer, and can hardly, therefore, increase the cost of putting them into his hands. As for successful advertising, it is based upon the exploitation of goods better than those of competitors at the same price or less. Increased cost of selling, if there is any, is borne by the advertiser—not the consumer. Successful advertising widens the field of consumption as no other selling force can. The profit on goods, both for advertiser and middleman, may be lessened, but the larger sales give a larger profit on the amount of business done. Successful advertising, briefly, distributes more goods and gives a greater profit on the mass, to the benefit of producer, middleman and consumer. —Printer's Ink.

Every salesman of experience knows that he has had days when everything seemed bright, and everybody wanted to buy from him; but does he realize that the secret lay largely in his own condition, and not so much in that of others?



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

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

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. Hawkins, 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

PRACTICAL FORESTRY

Impossible Without the Co-operation of the Lumberman.*

I think that every man who has looked into it must realize that the United States owes its interior development, more than to anything else, to the enterprise, the industry, and the skill of those whose efforts have put the lumber industry upon the plane which it occupies to-day. If lumbering had not opened the way, the country would never have reached the commercial and industrial activity which she is now enjoying.

From the first attack upon the forest of your earliest forerunner, the colonist, your industry has increased steadily, until it is now fourth among the great industries of the United States. It has grown rapidly from small beginnings, fostered by the presence of an apparently inexhaustible supply of timber, and by the impetus of an insistent demand. From "whip-sawing" to the modern steam sawmill is a long step, but it has not taken much over fifty years to accomplish it.

The present tendency of your industry is strongly toward economy. This is shown in your mills, in your methods for the transportation of lumber, but it is shown least of all in your dealings with the forest. This is the line of economy which it is the business of the forester to develop. The urgent need for such economy requires no statistics to prove it. You all know far better than I what is the situation confronting your industry to-day; that species and grades not long ago unknown in the market are now bought eagerly; that, in spite of the decrease in the cost of logging and of sawing, the price of lumber climbs steadily higher, and that there are already certain kinds of wood of high commercial value which are practically out of existence as a factor in the lumber supply.

Hitherto you have not had to consider the production of a second crop upon lands on which you have lumbered. So long as sufficient merchantable timber stood in sight to keep your mill running long enough to pay for it, and to yield in addition a generous return upon the capital invested in it, you naturally were not led to consider the future. That fact has been used by many enthusiasts as cause for criticism of lumbermen's methods as intemperate as it has been unjust. The question whether you shall cut with a view to immediate returns only or whether you shall cut also with a view to cutting over the same land again involves no emotional considerations, but is a question of business and of business only.

I want to make it very clear that the forester—and by forester I refer not to the mere enthusiast, but to the man who deals with practical forest problems at first hand—is not an enemy of the lumberman. On the other hand, the highest effectiveness of the forester's work is impossible without the co-operation of the lumberman. The proof of the soundness of the forester's methods lies in the

success of their practical application. Unless the forester can prove to you that forestry pays and co-operate with you in putting it into effect then his efforts have been in large part fruitless.

There are a good many kinds of forestry. There is the forestry which must consider indirect returns. There are cases in which the management advised for a forest must give weight to the value of that forest as a conservator of stream flow, and must not ignore its effect upon winds, upon climate, or upon the national economy. Such considerations must often govern in the forestry which is applied to public lands, since the long-time owner may consider such matters, and since the forest lands which are the property of the nation should be handled for the greatest public good, rather than for the highest immediate profit. For example, the best administration of the 60,000,000 acres of federal forest reserves must be based upon such a point of view. But these are not matters which you are called upon to consider in the management of your own lands, nor is there, in my judgment, a more serious mistake than to expect that private enterprise should or can be governed by considerations of indirect returns.

But there is another kind of forestry, the kind which I wish to present to you, which is purely a matter of business and which makes no other claim upon your approval or rejection. What we call practical forestry, which is merely another name for conservative lumbering, differs from the lumbering which you do only in its point of view. Practical forestry does not ask you to expend one cent unless there is reasonable promise that you will get a profitable return from its investment. It does not require you to consider indirect returns; such as I have just mentioned must influence the management of the forests of the public owner. It simply presents to you upon a business basis the results which you may expect from lumbering your lands, with a view, not to lumbering the same area at once, but to lumbering it repeatedly. It simply enables you to take advantage of the fact that since trees have grown once they will, under proper treatment, grow again.

Practical forestry does not mean that you will have to plant trees on your cut-over lands and wait until they have reached maturity in order to harvest them. That kind of forestry appeals only to the long-time owner, to the state or to the nation, or to the private land owner in the treeless regions of the West, who, in order to have trees at all, must first plant them. But on practically every piece of land which you lumber there is left standing after the logging a certain number of immature trees—trees some of them slightly, some of them far below the diameter of the logged trees. If you log in such a way that these immature trees are broken by the fall of those which are cut, or if your cut-over lands are burned after the logging, the possibility of a second crop from them is so decreased as to be of no practical

moment. But if, on the other hand, you lumber in such a way that these young trees, which form the basis of a future crop, are preserved both in the lumbering and afterward, the second crop will in many cases become a factor of no small financial importance in your undertakings.

Whether it will pay you to foster this second crop, both in your cuttings and afterward, is the important question. For example, the bureau of forestry has found that in some cases the returns from practical forestry will yield an income of 6 and even a higher per cent. upon the capital invested. In other cases the interest is lower, and in others again it entirely disappears. In other words, forestry is not a panacea that can be applied to lumbering under all conditions and in every locality, but in the vast majority of cases it will pay, and pay well, to cut in such a way that you may cut again.

Just how well it will pay, the Bureau of Forestry is ready to determine, and will be glad to determine, in co-operation with any one of you. It will give you, at a cost equal only to the actual living and traveling expenses of its agents engaged in the work, a detailed plan for the management of your tract, based upon a thorough study on the ground. This study will determine what is the present merchantable stand of timber upon your lands, what small trees remain as the basis for a second crop after the first crop of merchantable timber is cut, how fast these small trees will grow—and they will grow much faster after the old trees are removed—and what interest their growth will represent upon the capital invested in the land.

It is not the intention of the Bureau to foist upon you any European system* of forestry not adapted to your needs, but only to recommend, upon the basis of a thorough investigation, modifications of your present methods when such modifications will yield good returns. For example, let us suppose that you are cutting pine of merchantable size for lumber, and putting smaller pine into cross-ties. It would be the province of the Bureau to determine whether or not it would pay you best to allow all pine to reach lumber size and simply cut ties out of tops, thus taking advantage of the more rapid growth of the smaller trees. In the same way you will often have to determine whether it is more profitable for you to tap small trees for turpentine or to let them grow until you can cut them for lumber. The forester can answer this question on a basis, not of surmise, but of comparison of the value of these trees for turpentine and for lumber based upon actual measurement of how long it will take them to make lumber.

Many of you are now using countless numbers of thrifty young pine for spur ties, for corduroy, for bridges, and for skids. The forester can tell you what these young trees are worth, because he can find out from actual measurements how long it will take them to make lumber and how much lumber they will make. And he will in many cases show you that you are throwing money away

in using young pine trees for such purposes, and that you can save this waste by utilizing instead the tops of logged trees, culls, or trees of a kind less valuable than pine. In principle, practical forestry is an exceedingly simple matter; in application it requires trained men, both to solve its problems and to put their solutions into effect.

Whether you will practice forestry or whether you will lumber in the ordinary way is simply a question of whether you will treat your forest as a gold mine, ignoring its productive capacity, or whether you will lumber conservatively at a cost very little higher than under your present methods, and which will be repaid you many times over. Forestry can never offer you the spectacular opportunities for the investment of capital which the ordinary lumbering of a practically inexhaustible supply of timber has offered you and your predecessors. The trees do not grow fast enough for that. But they grow fast enough to make their preservation a good investment, and, with protection from fire, an eminently safe one. You are inclined more and more strongly toward greater capitalization of your mills and logging equipment and toward greater concentration in your logging operations. The era of the portable sawmill is practically over. There are few areas left in which a man can skim the cream of the timber and let the rest remain. You are cutting closer and closer year by year, and you are attempting by improved machinery to offset the disadvantages of poor timber and less accessible sources of supply.

Improved machinery is an excellent thing; economy in the mill is admirable also; but these alone will never solve the urgent problem before you. It is only by economy in the woods that you can, where there is reasonable safety from fire and where other conditions are favorable, make your plant, so to speak, self-supporting. If you omit economy in the woods, all economy elsewhere will only serve to postpone somewhat the time when your mill must be shut down. It is perfectly natural that you should not turn with eagerness toward forestry, because you are just at the end of an era in which a plentiful supply of timber rendered it unnecessary for you to practice it.

But now there is the question immediately before many of you whether you will lumber in such a way that you may keep your mill running continuously and draw a fair profit from your operations, or whether you will skin the land, shut down the mill, and look elsewhere for an opportunity to carry out the same policy. The former method means in the vast majority of cases a safe and conservative business enterprise, yielding fair and assured returns; under the latter method you may make more money for a little while, but you will inevitably in the end be forced either to practice forestry or to cease your operations.

I do not want to dwell here upon the effects of these two methods upon your industry as a whole. This is not the question before us to-day,

*Address by Overton W. Price before Southern Lumbermen's convention.

although it is one which vitally concerns the interior development of this country. I merely wish to bring to your notice the fact that practical forestry has certain business advantages. You will not deny that you consider your mill as a part of your plant. Why not look upon your forest as a part of your plant, also? The power to produce and yield you good returns is in the forest just as much as in the mill. It is simply a question whether it will pay you to develop that power, and that is a question which can in every case be determined. It is merely a comparison of capital and of interest. The value of your cut-over lands represents the capital; the rate of growth of the trees upon them represents the interest. If in ten years, or twenty years, or thirty years, or whatever the period may be, you could cut a second crop from logged-off lands, whose value, less the cost of taxes and protection of the lands during the same period, represents a fair interest upon their capital value, then forestry is for you a good and safe investment.

No man here would throw away anything which might have a money value until he had first determined whether that money value actually existed. I merely wish to present to you the advisability of applying the same policy to cut-over lands. Before you let your cut-over lands revert to the State for taxes, or before you let fire run through them, or before you sell them at a low figure as agricultural lands, first determine what they can yield you in a second crop; and in doing that the Bureau of Forestry is not only willing, but eager, to give you its help in every possible way.

Saving His Character.

One of the stories told at a recent meeting of the Credit Men's Association runs as follows:

Many of you have doubtless heard the story of the man who failed in business and met his pastor just after he had been closed up. The minister noticed that the man was looking glum and so he said: "What's the matter, John? You don't look very well this morning."

And the man replied: "Ah, Pastor, I have had a very hard blow. I have just made an assignment and my business and stock with what little property I had are all gone. I have turned everything over to my creditors and I have nothing left now but my religion, but, praise the Lord, I am holding on to that."

Well, the minister thought that was a beautiful sentiment and so he said: "Praise the Lord," too, and after saying some words of encouragement and sympathy to him he went on down the street.

A little farther down he met another member of his congregation and he told him of Brother John's failure. "He says he has lost everything but his religion," the minister said, "but he says he is still holding on to that." "Ah," the other man replied, "but he would not have that left either only that he put it in his wife's name."

Hardware Price Current

AMMUNITION				
Caps				
G. D., full count, per m.	40			
Hicks' Waterproof, per m.	50			
Musket, per m.	75			
Ely's Waterproof, per m.	60			
Cartridges				
No. 22 short, per m.	2 50			
No. 22 long, per m.	3 00			
No. 32 short, per m.	5 00			
No. 32 long, per m.	5 75			
Primers				
No. 2 U. M. C., boxes 250, per m.	1 60			
No. 2 Winchester, boxes 250, per m.	1 60			
Gun Wads				
Black edge, Nos. 11 & 12 U. M. C.	60			
Black edge, Nos. 9 & 10, per m.	70			
Black edge, No. 7, per m.	80			
Loaded Shells				
New Rival—For Shotguns				
Drs. of	oz.	Size	Shot	Gauge
No. 120	4	1 1/4	10	10
129	4	1 1/4	9	10
128	4	1 1/4	8	10
126	4	1 1/4	6	10
135	4 1/4	1 1/4	5	10
154	4 1/4	1 1/4	4	10
200	3	1	10	12
208	3	1	8	12
236	3 1/4	1 1/4	6	12
265	3 1/4	1 1/4	5	12
264	3 1/4	1 1/4	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	50			
Jennings' imitation	25			
Axes				
First Quality, S. B. Bronze	6 50			
First Quality, D. B. Bronze	9 00			
First Quality, S. B. Steel	7 00			
First Quality, D. B. Steel	10 50			
Barrows				
Railroad	13 50			
Garden	32 90			
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. 3/4 in. 1 in.			
BB	3/4 c. 6 c. 6 c. 6 c. 4 c.			
BBB	3/4 c. 7 c. 6 c. 6 c. 6 c.			
Crowbars				
Cast Steel, per lb.	5			
Chisels				
Socket Firmer	65			
Socket Framing	65			
Socket Corner	65			
Socket Slicks	65			
Elbows				
Com. 4 piece, 6 in., per doz.	net 75			
Corrugated, per doz.	1 25			
Adjustable	dis. 40&10			
Expansive Bits				
Clark's small, \$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	23			
List 12 13 14 15 16 17				
Discount, 70.				
Gauges				
Stanley Rule and Level Co.'s	60&10			
Glass				
Single Strength, by box	dis. 90			
Double Strength, by box	dis. 90			
By the Light	dis. 90			
Hammers				
Maydole & Co.'s, new list	dis. 33 1/2			
Yerkes & Plumb's	dis. 40&10			
Mason's Solid Cast Steel	30c list 70			
Hinges				
Gate, Clark's 1, 2, 3	dis. 60&10			
Hollow Ware				
Pots	50&10			
Kettles	50&10			
Spiders	50&10			
Horse Nails				
Au Sable	dis. 40&10			
House Furnishing Goods				
Stamped Tinware, new list	70			
Japanned Tinware	30&10			

Iron

Bar Iron	2 25 c rates
Light Band	3 c rates
Nobs—New List	
Door, mineral, jap. trimmings	75
Door, porcelain, jap. trimmings	85
Levels	
Stanley Rule and Level Co.'s	dis
Metals—Zinc	
600 pound casks	7 1/2
Per pound	8
Miscellaneous	
Bird Cages	40
Pumps, Cistern	75
Screws, New List	85
Castors, 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 16 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 7/8 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 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	4 10
Shovels and Spades	
First Grade, Doz.	6 00
Second Grade, Doz.	5 50
Soldier	
1/4 qt 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
Onelida Community, Newhouse's	40&10
Onelida Com'y, Hawley & Norton's	85
Mouse, choker, per doz.	15
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annexed 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, Nickeled	30
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70&10

Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	48
1 to 6 gal. per doz.	6
8 gal. each	52
10 gal. each	66
12 gal. each	78
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 60
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70
Churns	
2 to 6 gal. per gal.	6 1/2
Churn Dashers, per doz.	84
Milkpans	
1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6
Stewpans	
1/2 gal. fireproof, ball per doz.	85
1 gal. fireproof, ball per doz.	1 10
Jugs	
1/2 gal. per doz.	60
1/4 gal. per doz.	45
1 to 5 gal., per gal.	7 1/4
Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun	35
No. 1 Sun	36
No. 2 Sun	48
No. 3 Sun	85
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Per Gross.	
Pints	4 25
Quarts	4 50
1/2 Gallon	6 50
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun	1 60
No. 1 Sun	1 72
No. 2 Sun	2 54
Anchor Carton Chimneys	
Each chimney in corrugated carton	
No. 0 Crimp	1 80
No. 1 Crimp	1 78
No. 2 Crimp	2 78
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	1 91
No. 1 Sun, crimp top, wrapped & lab.	2 00
No. 2 Sun, crimp top, wrapped & lab.	3 00
XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.	3 25
No. 2 Sun, crimp top, wrapped & lab.	4 10
No. 2 Sun, hinge, wrapped & labeled.	4 25
Pearl Top	
No. 1 Sun, wrapped and labeled	4 60
No. 2 Sun, wrapped and labeled	5 30
No. 2 hinge, wrapped and labeled	5 10
No. 2 Sun, "small bulb," globe lamps.	80
La Bastie	
No. 1 Sun, plain bulb, per doz.	1 00
No. 2 Sun, plain bulb, per doz.	1 25
No. 1 Crimp, per doz.	1 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
1 gal. galv. iron with spout, per doz.	1 40
2 gal. galv. iron with spout, per doz.	2 30
3 gal. galv. iron with spout, per doz.	3 25
5 gal. galv. iron with spout, per doz.	4 20
3 gal. galv. iron with faucet, per doz.	3 70
5 gal. galv. iron with faucet, per doz.	4 60
5 gal. Tilting cans	7 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 65
No. 1 B Tubular	7 25
No. 15 Tubular, dash	6 50
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	13 50
No. 3 Street lamp, each	3 60
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx. 10c.	50
No. 0 Tub., cases 2 doz. each, bx. 15c.	50
No. 0 Tub., bbls. 5 doz. each, per bbl.	2 25
No. 0 Tub., Bull's eye, cases 1 dz. ebl	1 25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0, 9/16 in. wide, per gross or roll.	24
No. 1, 7/16 in. wide, per gross or roll.	33
No. 2, 1/2 in. wide, per gross or roll.	46
No. 3, 1 1/4 in. wide, per gross or roll.	75
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00
Credit Checks	
500, any one denomination	2 00
1000, any one denomination	2 00
2000, any one denomination	6 00
Steel punch	5 00

ROUTED AT MIDNIGHT.

True Story of an Experience With Two Ghosts.
Written for the Tradesman.

"There are some funny things in this world, and one of the funniest is the result that sometimes follows an investigation as to the existence of 'spooks' in a house claimed to be haunted," said a bright young woman of my acquaintance, the charming niece of a prominent Grand Rapids grocer.

One dark and stormy night last June we had sat together until very late, talking about a little of everything under the sun, and finally our conversation, in conformity with the sullen night and the lateness of the hour, quite naturally drifted to the supernatural.

"I have often," my friend went on to say, "heard my mother tell about some of my ancestors—ancestors so remote that I never think of them as my relation."

"One of them, a then young lady in a large Eastern city, was coming West to make my great, great aunt a visit. The latter wanted to be nice to her, and of course must give her the best bedroom in the house to sleep in. But first she considered it her bounden duty to inform the prospective visitor that she was very sorry to be obliged to do so, but, as all the other sleeping apartments were occupied by members of the family, she would have to be under the painful, the very painful necessity, etc., etc. (she was very profuse in her apologies), of putting her in a room which was really and truly haunted! It was the only one at her disposal—and, as I say, a whole lot of the etceteras.

"Well, the young lady wrote back that she 'didn't mind at all, she wasn't afraid of ghosts or any other hobgoblins.'

"In due course of time the young guest came on from the East, and they all 'took to' her at once, although this was the first time they had ever seen her.

"They put her in the 'spare room' to sleep, as arranged. It was ten o'clock when she popped into bed; she heard the clock striking in the great hall below.

"My great, great aunt lighted her to bed, leaving the girl with many misgivings as to the night before her; but there was no other course to pursue.

"Two hours afterwards the guest was suddenly awakened out of a sound sleep by strange noises seeming to proceed from under the bed on which she lay!

"All the house was still.

"Again she heard the clock striking in the lower hall—this time one, two, three, four, five, six, seven, eight, nine, ten, eleven, twelve, 'the very hour when ghosts do walk!'

"The girl cautiously raised herself on her elbow and listened.

"The noises stopped for a few moments. Then they began again. This time they were louder.

"The young lady sat up in bed.

"The bed moved slightly under her. Her hair seemed to stand on end, and her blood to freeze in her veins, although the night was warm.

"Where was her boasted courage, where her vaunted valor?

"Up, visitor, up and display the metal thou'rt made of!' she said to herself.

"Well, to cut the suspense short, the visitor 'up-ed,' lighted the candle with which her hostess had provided her (she had taken the precaution of placing it and matches handy by the bed on a chair) and slowly and with great effort of mind, despite her previous statement as to having 'absolutely no fear' of the supernatural, brought her feet to the floor.

"She expected nothing less than that they would be grabbed by cold invisible clammy hands and her heart almost stopped beating at the uncanny thought.

"The mysterious noises had discontinued as abruptly as they began.

"Contrary to her expectations her feet remained unmolested. She softly let herself down off from the high feather bed until they touched the floor and then 'on all fours' she peered anxiously into the dimly-lighted recesses of the darkness under the bed.

"All was still.

"All of a sudden, as the Irishman says, the noises began again, although nothing was to be seen.

"In less time than it takes to tell it, the girl had raised herself from her quadrupedal position and before you could say 'Jack Robinson' had jumped into the bed and covered her head with the bedclothes.

"She sank way down into the billowy depths of the old-fashioned bed, and vowed in the smothering embrace of the feathers that nothing on earth could tempt her to uncover her head.

"Again those ominous noises and again the unexplainable movement of the bed beneath her.

"She knew that her door was locked, for she had carefully turned the key when, with old-maid wariness, she had looked under the bed before getting into it when the clock struck ten; nothing could have entered or made its exit from the room.

"At last, unable longer to endure the strain, once more she popped out of bed, in a hurry this time.

"She made a thorough overhauling of that dreadful bed. She pulled the big feather bed over the footboard. Then she found another under it—just as fat and just as suffocating. This she turned back over the other.

"And what do you suppose was revealed in that terrible 'haunted room'?

"On top of the springs was a large flat newspaper parcel, and scampering away over the wooden slats beneath the old-fashioned spiral springs were two enormous rats!

"They were the ghosts!

"Her fears at rest now, my great, great aunt's visitor gingerly undid the newspaper package.

"And what do you think those two 'ghosts' were after?

"Nothing less than an old dried-up cake! My great, great aunt's daughter had made it for a party six months before. Said concoction had proved a fizzle and, lest the rest of the family should find it out and laugh at her, the daughter had wrapped it up in some newspapers and secretly

placed it in the 'spare room' bed, under the lower feather monstrosity—and then proceeded to forget all about the occurrence!

"Of course, explanations on both sides followed in the morning—and, after all, the great, great aunt's daughter got laughed at for her spoilt confection.

"But the 'ghost' never bothered any one again in that 'haunted room!'" Jean La Vigne.

A salesman should, first and foremost, be loyal to the house that employs him, and so long as he continues to accept its money in payment for services, he is in duty bound to refrain from any action or word that will prove detrimental to his employer.

\$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. E., or Grand Rapids, Mich.

USE BARLOW'S PAT MANIFOLD SHIPPING BLANKS
HARLOW BROS.
GRAND RAPIDS
MICH.

They Save Time

Trouble

Cash

Get our Latest Prices

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

**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.

**Little Gem
Peanut Roaster**



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

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

Kingery Manufacturing Co.,

131 E. Pearl Street,
Cincinnati, Ohio



**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

THE RED MAN.

Last of His Race as Seen in Northern Michigan.

Written for the Tradesman.

In the early days of Michigan the Indians formed no small part of the population of the State. There was scarcely a locality that did not have somewhere within its borders a settlement of Red Men so that the pioneer merchants learned to cater to their wants and in some communities considerable business was transacted with them. To-day the Red Man is gone in the lower counties. True here and there about the State, in the older settled counties, an occasional Indian is found, a last remnant of the race that once ruled the hills and valleys between the Great Lakes, but for the most part the race is forgotten.

Were it not for the volumes that have been written covering the early history of the Lower Peninsula the present generation would seldom give the race a thought. Were it not for the fact that writers of fiction have immortalized the Man of the Forest in the pages of romance the youth of the country would almost forget that such a people ever existed.

Even the old-timers who gather by night and by day at the corner grocery to discuss the questions of the hour seem to have forgotten their friends of the pioneer days. Occasionally an old settler, in recalling some event of the past, dwells for a moment on some incident in which the Red Man figured, but he soon takes up some other subject. Politics and crops, the price of the necessities of life and other things of everyday discussion demand his attention.

But when a man comes up North and mingles with the people of the Upper Peninsula he meets the Indian face to face. In every county, city and village he is seen day after day, and wherever you find him he is ever the same. He toils not, neither does he spin; but, for all that, he lives by some hook or crook and manages to make both ends meet.

My father, back in the early days when the Muskegon River carried its burden of logs to the Big Lake year after year, and when the hills were clad with the whispering pine, kept a country store. Many is the time I have sat by the fire in the evening and heard him tell of the business transactions with the natives, who used to make sugar and pick berries and trade them for merchandise. It seems to me those must have been interesting days.

But the Michigan Indian of the present day appears to be of a different ilk. He doesn't make sugar nor pick berries to any extent, although a few now and then bring huckleberries to town in season and trade them for groceries. As a result of his lack of industry the merchant gets little money out of him.

I have often thought of what might be if this class of people were wont to till the soil and herd their flocks as does the White Man. What a different state of affairs would confront the business public in the localities where the Red Man still forms a part of the population. Thousands

of dollars more would be poured into the tills of the grocer and baker and dealers of every other kind and great prosperity would result.

How the Indian of to-day gets a living is a mystery. It must be remembered that he is confronted by an entirely different condition than in the days before the axe of the White Man felled the forests to the ground and made the hills beautiful with waving grain. There was a time when he lived by the slaughter inflicted by his trusty bow and arrow. The deer was his wherever he found it. No game laws stepped in between him and his meal of venison. His clothing cost him nothing and his fuel was free. He had no cares. Not so to-day.

One can travel through the northern part of the State for miles and miles without finding a farm tilled by an Indian. Seldom is he found in the mill or factory; nevertheless, he raises a family and buys fire water and has a good time. Where does he get what little money he jingles in his pockets?

Basketmaking is one of the accomplishments that seem to have survived the early days and wherever the Indian is found there will you see the results of his handiwork in the homes of the thrifty people. The squaws do considerable work in this line, but they seldom receive money for their work, clothing seems to be what they are after. They trade their baskets for cast-off wearing apparel, and when you see a squaw wearing a walking skirt or a red silk waist you can bank on it that somebody has dickered with her for baskets.

If there is one thing that an Indian likes better than another it is whisky. This is an old saying, but it is just as true now as ever. When these people come to town they seem to have money enough about their clothing to insure the purchase of sufficient of the liquid that soothes to bring on a jag, so many are seen from day to day in the police courts. Whisky is to the Red Man what style is to the woman of society—it is everything. Give him a chance to take a drink and he will avail himself of it every time.

Of course, some Indians are more industrious than others and now and then one of them makes considerable money at certain seasons of the year by fishing. Fresh fish are always salable and bring a good price. At Sault Ste. Marie some of the more intelligent of them earn large sums of money in the summer time by shooting the rapids with tourists who pay them a dollar per head for making a trip. When the tourist business is good these fellows are flush and have no trouble in making both ends meet.

Pictured on the printed page in song and story the native American is a romantic character, beautiful Indian maidens in tales of adventure have never failed to capture the lovers of thrilling narratives, proud and stern warriors have appealed to the mind of the small boy; but the modern Indian is not of this class, he is of a very different clay from the figures about which the literary fraternity have seen fit to weave tales of

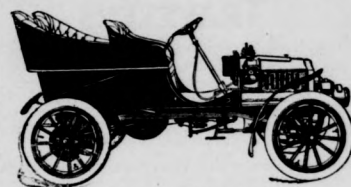
lasting romance. At least such is the Red Man as he is found in Michigan. Raymond H. Merrill.

The Men Behind the Machinery.

As the war in the East progresses the reading world scans the papers to see what General Whatshisname-sky or Admiral Biggunsky did in the various engagements. But we wish to impress the great truth that the obscure men below the water line, who fire the boilers and run the engines and machinery of the big vessels, hold a trust upon the faithful execution of which depends the success of an encounter more than upon any other thing. We will hear very little of these men, but whatever their nationality their hearts are brave and the world admires them for the heroic part they play in the tragedy of war.

H. D. Harvey, proprietor of the Harvey Drug Co., Bangor: I have taken the Tradesman ever since it started. It is good enough for me.

New Oldsmobile



Touring Car \$950.

Noiseless, odorless, speedy and safe. The Oldsmobile is built for use every day in the year, on all kinds of roads and in all kinds of weather. Built to run and does it. The above car without tonneau, \$850. A smaller runabout, same general style, seats two people, \$750. The curved dash runabout with larger engine and more power than ever, \$650. Oldsmobile delivery wagon, \$850.

Adams & Hart

12 and 24 W. Bridge St., Grand Rapids, Mich



FOR
SALE
OR
TRADE

One of the best equipped Merchant and Custom Steam Roller Flouring Mills in Northern Ohio, located in a lively town of about one thousand inhabitants, two railroads, T. & O. C. R. R. track right at the door. The mill is a solid brick building four stories high and basement, lighted by electricity furnished by dynamos on second floor. Capacity, 100 barrels flour per day, with storage capacity of 10,000 bushels wheat and 1,000 barrels flour. Located in one of the best wheat producing counties in Ohio. Will sell this mill on a cash basis, one-half cash down and balance on time; or will accept on a cash basis a good general or dry goods stock of about ten thousand dollars (\$10,000) and liberal time on balance. Parties looking for snap of this kind write for further particulars. Reason for selling, other business. Mill running night and day.

Also dealers in Coal and Barrel Salt.

L. E. HAMILTON, Sycamore, Ohio



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

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.



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; Secre-
tary and Treasurer, O. F. Jackson.

SUCCESSFUL SALESMEN.

**Harry C. Lusk, Representing Fred-
erick Bossenberger.**

Harry C. Lusk was born at Fenton March 6, 1873. He attended the public school at that place until he was 18 years of age, when he took a clerkship in the furniture store of Jacob R. Winglemire, where he remained two years. He then entered the employ of his father in the manufacture of woodenware specialties, having charge of the office, working in the factory and going on the road. He continued in this capacity four years, when he embraced an opportunity to travel for the confectionery house of



McIntosh, Crane & Co., of Detroit, whose goods he extolled to the trade of Eastern Michigan for the next year. He then joined forces with Fred Bossenberger, the confectionery manufacturer of Detroit, with whom he has remained ever since, covering the jobbing towns of the entire State and the retail trade of Eastern Michigan, which he undertakes to see every four weeks. He was attracted to this house by its several excellent specialties and has never regretted his action.

Mr. Lusk is a member of the Presbyterian church of Fenton and also of the Utica and Illinois C. M. A. He is not a member of any lodge or fraternity, but is always out for a good time and enjoys every kind of sport of a healthful character. He attributes his success to hard work, well directed.

Kleptomania in New Form.

Kleptomania has cropped up again in France under a different name. The Parisians call it *magasinitis*, and this new-fangled appellation for the "fashionable" complaint is due to

Dr. Dubuisson, the famous brain physician, says the Chicago Tribune.

The doctor's investigations have resulted in the establishment of two facts: First, that women as delinquents are in an enormous majority, and, second, that the offense itself is consequent upon a curious condition of the mind. It is stated that more than 80 per cent. of kleptomaniacs are of the female sex. In nine cases out of ten the offenders have been proved to be quite well to do and not infrequently wealthy. It would have been easy for them to have purchased and paid for the things stolen. Which presents another problem: Why should those who are rich stoop to robbery? The goods purloined are generally found uninjured, undisposed of and often actually unused.

Let us, however, look into the cause of the disease as described by Dr. Dubuisson. In the first place, the physician is to be felicitated upon a clever epigram: "Lady kleptomaniacs are women without hearts who dupe men without heads," a "smart" saying which contains more light philosophy than literal truth.

A man can scarcely be called a fool because the pockets of his clothes do not happen to be so constructed as to prevent the entrance of a felonious hand. But the doctor can afford to have his epigram cheapened, for he finds his deductions upon a thorough understanding of the character of the "eternal feminine." The cause of kleptomania arises less from the individual's morbidity of temperament than from the alluring array of every description of dainty and fashionable attire abundantly displayed on the many counters of all mammoth shops.

The "grand magazin" is a chef d'oeuvre of deliberate temptation tending to the seduction of the least susceptible. The finery everywhere around her arouses all her cravings for comfort. Not only may she gaze on this gorgeousness, but she is permitted to handle the pretty things unhindered, unobserved. What more easy than to pop into one's parasol or pocket some small object of value? From the innumerable articles of a similar kind in stock "it never would be missed"—as the average kleptomaniac would argue.

He Lets the Other Fellow Worry.

It is well known that many men in public life worry themselves almost sick over the distribution of "plums" to office-seekers. Senator Beveridge lets the other men do the worrying, and has a method which is illustrated by this anecdote. He was receiving delegations who were booming various men for postmasters in their respective towns. Finally, a delegation arrived from a district where the fight for the postmastership was very hot. The Senator listened intently to the leader's remarks, and replied: "I am going to decide this matter your way." The man was delighted. "Yes," continued Senator Beveridge, "I am going to submit the case to you and let you decide it." Whereupon he recited one set of facts after another, each time getting the leader's crestfallen confirmation of the

statements made. Finally, having calmly made out his case, the Senator said, "Now, what is your decision?"

"Oh, hang it all," said the man, "if you're going to put it that way, I suppose I'll have to say the other fellow ought to have the office."

"Very well," said the Senator, "I shall, as I said, 'decide the case your way.' And the delegation, all except the leader, went off laughing.

Getting Rid of Bores.

A wise chap is going from office to office in New York selling information on the important subject, "How to get rid of bores." He is the biggest one of the lot, and business men frequently buy of him in order to get rid of him. For ten cents he sells a small manila envelope containing a slip of paper on which is written, "Have but one chair in your private office and occupy that yourself. Pretend to have a lot of telephoning to do. Let one of the clerks run in and out every second or two as if on urgent business. Put on your hat and coat nervously. Stare into vacancy. Look at your watch every two seconds and frown."

A salesman should remember that if he does not sell goods, no matter what explanation he may offer, his

house can not afford to keep him. He is not employed to make explanations but to secure orders.

LIVINGSTON HOTEL



The steady improvement of the Livingston with its new and unique writing room unequaled in Mich., its large and beautiful lobby, its elegant rooms and excellent table commends it to the traveling public and accounts for its wonderful growth in popularity and patronage.

Cor. Fulton & Division Sts., Grand Rapids, Mich.

Cartoon Advance Cards

FOR COMMERCIAL TRAVELERS

Send 25 Cents, money or stamps, and I will send you 25 cards suitable for your trade. All different designs. For prices in large quantities and other particulars, address

BILLY NEWTON, Red Wing, Minn.

When in Detroit, and need a MESSENGER boy send for

The EAGLE Messengers

Office 47 Washington Ave.

F. H. VAUGHN, Proprietor and Manager

Ex-Clerk Griswold House

GOLD IS WHERE YOU FIND IT

The "IDEAL" has it

(In the Rainy River District, Ontario)

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

J. A. ZAHN

1318 MAJESTIC BUILDING
DETROIT, MICH.

Highest in price because of its quality

EXEMPLAR

The Ideal 5 cent Cigar

G. J. Johnson Cigar Co.

Grand Rapids, Mich.

LIFE ON THE ROAD.

Experience of a Hastings Salesman in Iowa.

Red Oak, Iowa, March 21—The weather out here has been fierce and when one has been out all day in the cold "zero and below" weather, with the cutting winds we have out here added to it, he feels more like finding a warm place and soaking up heat than anything else, and really there is nothing to write about, cold cars, cold rooms, and poor food are not real good things to make out a scribe. I rode Saturday night after 10 o'clock 42 miles to get to this hotel where they said they had steam heat and baths, and when I got here I had to fight almost for a room that was heated from the hall, a little dingy cold room. I went to bed with my underclothes, socks, and bed slippers on and even then I was none too warm. I "piked" out at 7 a. m., about 1½ hours earlier than I usually get out Sunday morning; went down to the office and said I wanted the first room that was empty with a radiator in it, and if any one left who was occupying a bath room I wanted that. Well, just before dinner I got a room with a radiator in it and put a pitcher of water on it and waited for it to get warm so I could take a sponge bath anyway. About 2:30 there came a rap on my door and in came the proprietor himself, who said, "We can give you 91 now; it's in the new part and I think it will suit you." Well, I moved into 91, and it is very cozy and nice, hot and cold water and all, easy chair, lace curtains, and quite a nice bed. To really appreciate it you would need to travel around some to see what one has to put up with. This hotel was full. There were thirty poor devils, as well as myself, who wanted a nice Sunday place and they had all come in on earlier trains, so of course I had to take what was left but to-night I will be happy. It is the first nice warm room I have had in two weeks.

I had a laughable time last Sunday. I had heard that they had a steam heated hotel at Mt. Airy and I made for that town. I went in on the last train so I could not get out, and it was fierce—only two stoves down stairs to heat the whole house and the weather below zero. I dreaded to go to my room but finally went, keeping on as many of my clothes as I could; put on my bed slippers and piled in. I was cold all night long. In the morning I got up and found my water frozen. I slipped on my trousers and shoes, grabbed my shirt, coat, vest and hat and piked for the office. The washstand was in the corner and I finished dressing down there, and after getting warm went into the dining room. A big bucking girl came out and said, "That's the transient table over there; this is the family table—you'll have to move." I said, "Will you move the stove?" She said, "Naw." I said, "Well, then you'll have to move the family over there as I don't see how I can possibly go over there unless the stove goes." Then she was mad and would hardly take my order, but I finally got it. I saw the family peeking

through the door, but none came in, so I was the "king bee" eating alone in state. It was a tough breakfast and when I got through and went out into the office I was feeling blue. I was looking out of a window when up drove a hack. On learning that it was going over to Benton, 7½ miles away where there was a Sunday train, I paid my bill, got my grip and loaded myself into the hack. I had gone perhaps a mile when I saw I had got into a mess sure—18 below zero, riding with one of these prairie winds besides. The driver, seeing my predicament, gave me his foot warmer. I opened my grip, took out my flannel night gown, tied that around my neck—took my bed slippers, put them on my hands for mittens and told him to drive on. It was a long cold rough ride. I was thoroughly chilled when I got there and my teeth were chattering in great shape. As I began to get warm my fingers and toes began to ache, my cheeks and ears to smart. I was afraid I had frozen them all. When I got so I could hold a time table I found the only train went south, and that Savannah, Mo., was the nearest town where they had steam heat, 56 miles away. I just bought a ticket and when the old train came along I got aboard and went into the smoker, clear forward, near the stove. There were perhaps 14 men in the car. Pretty quick I noticed they were all very thirsty; they would go down to the tank and get a drink and then eye me as they went back. I thought it was funny. Soon two of them came down together and as they started back one stuck his hand out to me and said, "Hello, Cole, how are you?" I shook hands, but told him I guessed he was mistaken, my name was Barlow, not Cole. "Oh!" he said, "I beg your pardon. I thought you was Cole Younger. I see now you are lame and Cole was all right." So you see what it is to be famous or look like some one who is. By this time it had got noised in the back car that the famous train robber was aboard and a half dozen or more came in to see Cole, but they were stopped by the others. After they found out who I was it was the last of their thirst. Charles Barlow.

Annual Meeting of Petoskey Council.

Petoskey, March 28—At the annual meeting of Petoskey Council No. 235, U. C. T., the following officers were elected:

Senior Counselor—Geo. B. Craw.
Junior Counselor—Al. C. Lovelace.
Conductor—Asmus Petersen.
Secretary and Treasurer—D. A. Walsh.
Page—G. R. Hankey.
Sentinel—L. F. Bertran.
Executive Committee—R. L. Baker and F. M. Brett for two years; H. S. Purvis and C. J. Litcher for one year.

John M. Shields, P. S. C., will attend the annual meeting of the Grand Lodge in Jackson during the month of May as the representative for Petoskey Council.

Our Council, started with thirteen members, now has twenty-four.

J. M. Shields.

Gripsack Brigade.

Quincy Herald: E. E. Johnson started on the road Monday in the interest of the McKenzie Milling Co.

The U. C. T. gave the last of their series of parties Saturday night. It was a complete success, fifty couples attending. The cotillion was led by George Zindel.

Hundreds of traveling men will be pained to learn of the death of Henry C. Booth, proprietor of the Kent Hotel, which occurred at the family residence at an early hour this morning. Mr. Booth has been ill for several weeks and life hung in the balance for about two weeks.

Detroit Free Press: Mrs. B. D. Palmer, of 320 Randolph street, who, with her husband, recently moved to this city from St. Johns, fell about 5 o'clock last evening while boarding a car at the corner of Brush street and Madison avenue. Her left arm was broken and was afterward set by Dr. R. L. Kennedy. Mr. Palmer is ex-President of the Michigan Knights of the Grip.

Mrs. Emma L. Allen, who has successively represented E. W. Gillett, the Egg Baking Powder Co. and the Rumford Chemical Works in this State during the past ten years, has been compelled to relinquish her connection with the latter house—for reasons which will be readily appreciated by those who are familiar with the peculiarities of the Chicago manager—and has signed with Northrop, Robertson & Carrier, of Lansing, whose brands she will exploit hereafter. Mrs. Allen is an energetic and hard-working saleswoman and the good wishes of the trade and the traveling fraternity generally will accompany her in her new position.

Another Candidate for "Youngest Business Man."

Fife Lake, March 28—Not long ago I read a very interesting account in the Michigan Tradesman of a thriving young business man who started out on his most successful career at the age of thirteen. It was at this time that his father died and left him sole proprietor of a small mercantile business. The young boy, at the tender age of only thirteen years, struck out as a bold and daring navigator on the deep blue waters. He fought hard against the turmoil and strife of the world, battling in closest competition with old and experienced merchants, but he was made of the right kind of metal and fought the brave fight with defiant energy and tireless persistence. His mother, being rather delicate, was unable to materially assist him in the discharge of his duties and the entire responsibility of the ever-increasing trade was placed upon his young shoulders. But "he put his shoulder to the wheel" and, with indefatigable energy and business tact, won phenomenal success among his fellow merchants. He is now a young man, just at his majority, having borne the responsibilities since he was thirteen of one of the largest mercantile houses in Northern Michigan. This young man has been alone in his success. You can trace his footsteps backward and find

that every advance was marked by thorough business principles and tireless effort.

Our United States is a broad and varied land, but we venture to say that nowhere within its realm can we find a peer to this young Charlevoix merchant, and we feel safe in stating that he is the youngest business man of his kind in the United States.

Willie Flanders.

Death of Geo. F. Moore.

Detroit, March 28—George F. Moore, one of the founders of the big wholesale dry goods house of Edson, Moore & Co., died suddenly of heart disease at Magnolia Springs, Fla. Mr. Moore and his son, George F. Moore, Jr., were spending the winter in the South. Although the deceased had made his home at Fonda, N. Y., for a number of years past, the remains will be brought to this city for interment in Elmwood cemetery.

Mr. Moore was born in Berkshire county, Mass., 71 years ago and came to Detroit in 1856. In 1872, with James L. Edson, Ransom Gillis and Stephen Baldwin, he started what is now one of the largest commercial establishments of its kind in Michigan.

The death of Mr. Moore removes all but one of the original partners in the firm, Mr. Edson having passed away in 1895, the death of Mr. Gillis occurring about two years ago. Mr. Moore retired from active business about ten years ago, and was reputed to be worth \$500,000. Besides his son, Geo. F., Jr., Mr. Moore is survived by one daughter, Mrs. Ledia Hees, of Fonda, N. Y.

Meat Dealers Do Not Want to Be Licensed.

A peddling ordinance pending in the Youngstown, Ohio, Council does not meet with the approval of all business men of the city, in the provision which will force butchers who maintain regular places of business in the city to take out a license of \$35 annually. The ordinance lets out farmers who raise their own products, but makes no provision for meat dealers of Youngstown who keep a regular stand and who pay rent and taxes to the city. The primary object of the legislation, it is said, is to put a stop to transient dealers coming to Youngstown and doing business in opposition to regularly established dealers. This one clause, however, does not fulfill this intention, but, in fact, works in an opposite way.

Western Travelers Accident Association

Sells Insurance at Cost

Has paid the Traveling Men over \$200,000

**Accidents happen when least expected
Join now; I will carry your insurance to July 1.**

Write for application blanks and information to

GEO. F. OWEN, Sec'y

75 Lyon Street, Grand Rapids, Michigan



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

Mich. State Pharmaceutical Association.
 President—A. L. Walker, Detroit.
 First Vice-President—J. O. Schlotterbeck, Ann Arbor.
 Second Vice-President—J. E. Weeks, Battle Creek.
 Third Vice-President—H. C. Peckham, Freeport.
 Secretary—W. H. Burke, Detroit.
 Treasurer—J. Major Lemen, Sheppard.
 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.

The Showcase Should Be a Valuable Auxiliary.

It not infrequently happens that the customer at a pharmacy waits while medicine for which he has come is prepared; others wait there for infrequent street cars; still others go there to meet friends who may prove unpunctual. All these people are possible customers for things that they did not go for; to make them actual ones it is important to employ every means to unobtrusively bring to their notice such articles as may be likely to fill popular wants. The showcase, which some one has aptly termed the "silent salesman," is a most valuable aid in this work. Many articles, of course, can be displayed to as good or better advantage without it, but for smaller wares and things that should not be exposed to much handling, to say nothing of pilfering, it is, of course, indispensable.

There are showcases and showcases, though, and the adaptability of this or that form to the object in view is a matter for careful study. The box-like kind, with which tops of counters are frequently covered, are quite useful indeed, but many other forms are possible which add variety to the fittings and elegance to the display. The case, whatever its form, requires, like the show window, a certain amount of care to be kept at its maximum of effectiveness. It must be scrupulously clean, and all the artistic ability of those charged with caring for it should be applied to the arrangement of its contents. If it be made merely a kind of miniature store-house, much of its proper effect will be lost. Overcrowding should be avoided, and the goods it contains so displayed as to show them to the proper advantage. The showcase at its worst may be expected to do something in the way of selling; at its best it will prove a valuable auxiliary in advertising the wares it may contain.

The Art of Advertising.

There are few merchants, especially among those in the smaller cities, who are not continually held up by being asked to pay a few dollars for an advertisement in some local programme, lodge, society or church an-

nouncement, house organ or price list, or some other medium of no possible value. The request commonly comes from customers who in their ignorance of advertising do not realize they are asking their merchant to give up money for nothing and it is therefore difficult to decline without giving offense. As a rule it is felt wiser to tamely submit rather than to risk incurring ill will. In the course of a year the victims of this innocent form of blackmail are separated from a goodly sum which, if devoted to legitimate advertising, would yield a profit.

The best way to handle these cases where it is not advisable to refuse is to compromise the matter in the following manner and thus save part of the money.

Tell these people you have a regular advertising appropriation which is entirely consumed by your regular methods of advertising, and that having placed the limit as high as the business will permit, you are very sorry, etc. Then when you have them feeling that they are to be refused, tell them that in this instance, while you can not take an advertisement, you feel that you ought to do a little something for the cause, and that you will donate (about one-fourth the cost of the advertisement) to their general fund and thus leave them space to sell to some one else. This is apt to send them out feeling as well satisfied as though they had roped you in for the full amount.

Cater to the Physician.

A good suggestion for those druggists who make it a point to solicit the trade of neighboring physicians is that they keep files of the principal medical papers on a convenient table in a back office, or, still better, if they have a department for performing analytical work and microscopical examinations, to put in a desk for the visiting physicians and keep this well supplied with medical journals, prescription blanks, memorandum pads, etc. Such a desk in a neat and scientifically kept laboratory will be very attractive to the average doctor, and many will get into the habit of dropping in to see the latest journal, to write a prescription or two for a patient just visited or to ask for an examination of urine or sputa. A comfortable chair is an indispensable part of the outfit, and a few of the best pharmaceutical journals, the Pharmacopoeia and a dispensatory also would not be out of place. The idea is to make your office attractive to the doctors, not to loaf in, but to drop in to see you on business matters.

Hot Lemonade.

One of the original drinks so often made but served poorly is hot lemonade. There are numerous ways of preparing hot lemonade—and if you are as particular about making it good as you certainly are about your hot chocolate, there is no good reason why it won't profit you for your trouble. To make it from the juice of half a lemon: One teaspoonful powdered sugar; twist a small portion of lemon peel over the cup so as to get a flavor of the lemon; then fill cup with hot water and stir.

Should Photographic Supplies Be Handled by Druggists?

This line yields a good profit and unless there is a regular photographic store in the town the druggist should be able to work up quite a nice trade with amateur photographers. Why shouldn't photographic goods be sold by druggists? Chemistry is the principal feature in photography, and the average amateur will spend ten times as much for chemicals as he ordinarily would for prescriptions and drugs. For this reason his trade is worth looking after.

The druggist may create a demand for his own preparations by offering prizes for the best photographs produced through their use. A good camera would make a suitable first prize, and cheaper cameras would do for the other prizes. It should be stipulated that all photos submitted in the contest shall become the property of the store, and these may be exhibited in a show window, making an attractive display. It would be well to have the advice of some local amateur in arranging the conditions of the contest.

Thomas W. McLain.

The Drug Market.

Opium—It is believed that prices have reached bottom, although no reaction is expected at present.

Morphine—Is unchanged.

Codeine—Manufacturers have reduced the price 10c per ounce.

Quinine—Is very strong and another advance is looked for.

Carbolic Acid—Is steadily advancing.

Oil Peppermint—Is very firm and tending higher.

American Saffron—Has advanced over 25 per cent. since last week. Supplies are very small and prices high.

Gum Camphor—Is steady at last advance.

Goldenseal Root and Blood Root—Continue in small supply and are very high in price.

Hot Virginia Egg Nogg.

Make a syrup of two ounces Jamaica rum, two ounces Santa Cruz, two ounces French brandy, simple syrup to make a quart, use one ounce of this, one-half ounce cream, one egg, hot water. Only for the law you would call it "Hot Tom and Jerry." There is a knack in mixing a hot egg drink that no doubt all dispensers know, but for the benefit of a few that do not I will say that the egg must first of all be well beaten before the hot water is added and then gradually add hot water at the same time stirring; drink vigorously.

Calcium Sulphydrate.

This compound is highly recommended as a depilatory for removing the hair before an operation, etc. It is made by passing sulphuretted hydrogen through a mixture of 2 parts of freshly slaked lime (free from gritty particles) and 3 parts of water. A pasty mixture is obtained, which is not in the least caustic. The paste is spread in a thin layer, is left on for five minutes and then removed with tepid water and a towel. The skin will be found absolutely clean, better than when shaved by the

sharpest razor. If touched with hands wet with sol. corrosive sublimate, the hands will get black, due to the formation of black mercuric sulphide.

Cement for Leather.

Make a solution of 200 to 300 parts of caoutchouc, gutta percha, India rubber, benzoin or similar gum, in 1,000 parts of carbon disulphide, chloroform, ether or alcohol, and of this add from 5 to 8 parts to a solution of mastic (75 to 125 parts) in ether 100 parts, of equal volume, and boil together. A patent was recently granted for this "glue by the Swedish authorities. If anybody wants to try the formula, which, by the way, is old, let him not forget to use hot water as the boiling agent, or boil very cautiously in the water bath.

Silence Now Aseptic.

The old adage that silence is golden has been changed by a recent investigator into "silence is aseptic." This new form is specially applied to the operating surgeon, who is advised to keep his mouth shut during operations so as to avoid risk of infecting the patient. By speaking a few words in front of an agar-agar slide and "developing" the latter, an investigator has found over a quarter of a million germs growing thereon. "Speech is septic; silence, aseptic."

A Well-Protected Druggist.

A New Hampshire druggist holds a third class liquor license and a fifth class druggists' license. Under the former he is not permitted to keep open his place of business on Sundays, and for doing so was arrested and prosecuted by the authorities. His lawyer pleaded that under his druggist license he was exempt from the penal clause of the liquor license. The trial judge held with this contention, and discharged the defendant.

National Drink of China.

The Chinese national drink is named chansin. It is obtained principally from a herb called gaolyan, which is grown almost on every peasant's land in Manchuria. The seed is used partly for cattle food but chiefly to make chansin. Chansin is not uniform in spirit-contents, but may be taken to be about 150 per cent. stronger than Russian vodka, and being prepared in very old-fashioned apparatus poisonous impurities are often present.

Monophenetidide Agaricinate.

This appears as a dry, greyish yellow, microcrystalline powder, odorless and tasteless. It is insoluble in water and is administered dry, washed down with a swallow or two of water. The diphenetidide agaricinate is also new. It is a bluish-white, crystalline, odorless and tasteless powder, insoluble in water. Both are highly useful in the treatment of those fevers marked by excessive spells of sweating.

FRED BRUNDAGE
 Wholesale Drugs and Stationery,
 Fishing Tackle, Sporting Goods,
 Fireworks and Flags.
 32-34 Western Ave., MUSKEGON, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Aceticum	60 8	Erigeron	1 00 11 10	Aconitum Nap's R	60	Myristica, No. 1	38 40	Snuff, S'h De Vo's	41	Red Venetian	1 1/2 2 08
Benzolium	70 75	Gaultheria	2 50 2 60	Aconitum Nap's F	50	Nux Vomica, po 15	10	Soda, Boras	9 11	Ochre, yel Mars	1 1/2 2 04
Boric	17	Geranium	75	Aloes	60	Os Sepia	25 28	Soda et Pot's Tart	28 30	Ochre, yel Ber	1 1/2 2 03
Citricum	25 28	Gossypii, Sem gal	50 60	Aloes & Myrrh	60	Pepsin Saac, H & P D Co	1 00	Soda, Carb	1 1/2 2	Putty, commer'l	2 1/2 2 03
Citricum	38 40	Hedeoma	1 40 1 50	Arnica	50	P D Co	1 00	Soda, Bi-Carb	3 4 5	Putty, strictly pr.	2 1/2 2 03
Hydrochlor	30 5	Junipera	1 50 2 00	Assafoetida	50	P D Co	1 00	Soda, Ash	3 4 5	Vermillion, Prime	13 15
Nitrosum	80 10	Lavendula	90 2 75	Atrope Belladonna	60	P D Co	1 00	Soda, Sulphas	3 4 5	American	13 15
Oxalicum	12 14	Limonis	1 50 1 25	Aurant Cortex	50	P D Co	1 00	Soda, Sulphas	3 4 5	Vermillion, Eng.	70 75
Phosphorium, dil.	42 45	Mentha Piper	5 00 5 50	Benzoin	50	P D Co	1 00	Soda, Sulphas	3 4 5	Green, Paris	14 16
Salicylicum	1 1/2 2	Morruhae, gal.	2 75 4 00	Benzoin Co	50	P D Co	1 00	Soda, Sulphas	3 4 5	Green, Peninsular	13 16
Sulphuricum	1 10 1 20	Myrcia	4 00 4 50	Barosma	50	P D Co	1 00	Soda, Sulphas	3 4 5	Lead, red	6 7
Tannicum	38 40	Olive	75 3 00	Cardantherides	50	P D Co	1 00	Soda, Sulphas	3 4 5	Lead, white	6 7
Tartaricum	38 40	Picis Liquida	10 12	Cardamum	50	P D Co	1 00	Soda, Sulphas	3 4 5	Whiting, white S'n	90
Aqua, 12 deg.		Picis Liquida gal.	90 94	Cardamom Co	50	P D Co	1 00	Soda, Sulphas	3 4 5	Whiting, Gilders	95
Aqua, 20 deg.		Ricin	90 94	Castor	1 00	P D Co	1 00	Soda, Sulphas	3 4 5	White, Paris, Am'r	1 25
Carbonas		Rosmarini	90 94	Catechu	50	P D Co	1 00	Soda, Sulphas	3 4 5	Whit'g. Paris, Eng	1 25
Chloridum		Rosae, oz	5 00 5 50	Cinchona	50	P D Co	1 00	Soda, Sulphas	3 4 5	Universal Prep'd	1 10 1 20
Aniline		Succini	40 45	Cinchona Co	50	P D Co	1 00	Soda, Sulphas	3 4 5	Varnishes	
Black	2 00 2 25	Sabina	40 45	Columba	50	P D Co	1 00	Soda, Sulphas	3 4 5	No. 1 Turp Coach	1 10 1 20
Brown	2 00 2 25	Santal	2 75 7 00	Cubebae	50	P D Co	1 00	Soda, Sulphas	3 4 5	Extra Turp	1 60 1 70
Red	45 50	Sassafras	85 90	Cassia Acutifol	50	P D Co	1 00	Soda, Sulphas	3 4 5	Coach Body	2 75 3 00
Yellow	2 50 3 00	Sinapis, ess, oz	6 65	Cassia Acutifol Co	50	P D Co	1 00	Soda, Sulphas	3 4 5	No. 1 Turp Furn	1 00 1 10
Baccae		Tigili	1 50 1 60	Digitalis	50	P D Co	1 00	Soda, Sulphas	3 4 5	Extra T Damar	1 55 1 60
Cubebae	22 24	Thymae	40 50	Ergot	50	P D Co	1 00	Soda, Sulphas	3 4 5	Jap Dryer No 1 T	70 80
Juniperus	50 6	Thyme, opt	40 50	Ferri Chloridum	35	P D Co	1 00	Soda, Sulphas	3 4 5		
Xanthoxylum	30 35	Theobromas	15 20	Gentian	50	P D Co	1 00	Soda, Sulphas	3 4 5		
Balsamum		Potassium		Gentian Co	50	P D Co	1 00	Soda, Sulphas	3 4 5		
Cubebae	12 15	Bi-Carb	15 18	Gulaca	50	P D Co	1 00	Soda, Sulphas	3 4 5		
Peru	1 10 1 20	Bichromate	13 15	Gulaca ammon	50	P D Co	1 00	Soda, Sulphas	3 4 5		
Terabin, Canada	60 65	Bromide	40 45	Hycosyamus	50	P D Co	1 00	Soda, Sulphas	3 4 5		
Tolutan	45 50	Carb	12 15	Iodine	75	P D Co	1 00	Soda, Sulphas	3 4 5		
Cortex		Chlorate po H ₂ O	15 18	Iodine, colorless	75	P D Co	1 00	Soda, Sulphas	3 4 5		
Abies, Canadian	15	Cyanide	34 38	Kino	50	P D Co	1 00	Soda, Sulphas	3 4 5		
Cassiae	12	Iodide	2 75 2 85	Lobelia	50	P D Co	1 00	Soda, Sulphas	3 4 5		
Cinchona Flava	18	Potassa, Bitart pr	30 32	Myrrh	50	P D Co	1 00	Soda, Sulphas	3 4 5		
Euonymus atro.	30	Potass Nitras opt	7 10	Nux Vomica	50	P D Co	1 00	Soda, Sulphas	3 4 5		
Myrica Cerifera	20	Potass Nitras	6 8	Opil	75	P D Co	1 00	Soda, Sulphas	3 4 5		
Prunus Virgini	12	Prussiate	23 26	Opil, comphorated	50	P D Co	1 00	Soda, Sulphas	3 4 5		
Quillaia, gr'd	12	Sulphate po	15 18	Opil, deodorized	1 50	P D Co	1 00	Soda, Sulphas	3 4 5		
Sassafras	14	Radix		Quassia	50	P D Co	1 00	Soda, Sulphas	3 4 5		
Ulmus	25, gr'd	Aconitum	20 25	Rhatany	50	P D Co	1 00	Soda, Sulphas	3 4 5		
Extractum		Althae	30 33	Rhei	50	P D Co	1 00	Soda, Sulphas	3 4 5		
Glycyrrhiza Gla.	24 30	Anchusa	10 12	Sanguinaria	50	P D Co	1 00	Soda, Sulphas	3 4 5		
Glycyrrhiza, po	23 30	Arum po	20 25	Serpentaria	50	P D Co	1 00	Soda, Sulphas	3 4 5		
Haematox	11 12	Calamus	20 25	Stromonium	50	P D Co	1 00	Soda, Sulphas	3 4 5		
Haematox, 1s	13 14	Gentiana	15 18	Tolutan	50	P D Co	1 00	Soda, Sulphas	3 4 5		
Haematox, 1/2s	14 15	Glycerhiza pv	15 18	Valerian	50	P D Co	1 00	Soda, Sulphas	3 4 5		
Haematox, 1/4s	16 17	Hydrastis Cana.	15 18	Veratrum Veride	50	P D Co	1 00	Soda, Sulphas	3 4 5		
Flora		Hellebore, Alba	12 15	Zingiber	50	P D Co	1 00	Soda, Sulphas	3 4 5		
Arnica	15 18	Inula, po	18 22	Miscellaneous		P D Co	1 00	Soda, Sulphas	3 4 5		
Anthemis	22 25	Ipecac, po	2 75 2 80	Aether, Spts Nit 3	30 35	P D Co	1 00	Soda, Sulphas	3 4 5		
Matricaria	30 35	Iris plox	35 40	Aether, Spts Nit 4	34 38	P D Co	1 00	Soda, Sulphas	3 4 5		
Folia		Jalapra, pr	25 30	Alumen, gr'd po 7	30 40	P D Co	1 00	Soda, Sulphas	3 4 5		
Barosma	30 33	Maranta, 1/2s	22 25	Annatto	40 50	P D Co	1 00	Soda, Sulphas	3 4 5		
Cassia Acutifol	20 25	Podophyllum po	75 1 00	Antimoni, po	40 50	P D Co	1 00	Soda, Sulphas	3 4 5		
Cassia, Acutifol.	25 30	Rhei	75 1 00	Antimoni et Po T	40 50	P D Co	1 00	Soda, Sulphas	3 4 5		
Salvia officinalis	12 15	Rhei, cut	75 1 00	Antipyrin	25 30	P D Co	1 00	Soda, Sulphas	3 4 5		
Uva Ursi	8 10	Rhei, pv	75 1 00	Antifebril	20 25	P D Co	1 00	Soda, Sulphas	3 4 5		
Gummi		Spigella	35 38	Argent Nitras, oz	10 12	P D Co	1 00	Soda, Sulphas	3 4 5		
Acacia, 1st pld.	45 50	Sanguinari, po 24	65 70	Arsenicum	10 12	P D Co	1 00	Soda, Sulphas	3 4 5		
Acacia, 2d pld.	45 50	Serpentaria	75 85	Balm Gilead buds	45 50	P D Co	1 00	Soda, Sulphas	3 4 5		
Acacia, 3d pld.	45 50	Senega	75 85	Bismuth S N	2 20 2 30	P D Co	1 00	Soda, Sulphas	3 4 5		
Acacia, sifted sts.	45 50	Smilax, off's H	40 45	Calcium Chlor, 1s	9 10	P D Co	1 00	Soda, Sulphas	3 4 5		
Acacia, po	12 14	Smilax, M	40 45	Calcium Chlor, 1/2s	10 12	P D Co	1 00	Soda, Sulphas	3 4 5		
Aloe, Barb.	20 25	Scilla	10 12	Calcium Chlor, 1/4s	10 12	P D Co	1 00	Soda, Sulphas	3 4 5		
Aloe, Cape.	20 25	Symplocarpus	10 12	Cantharides, Rus.	10 12	P D Co	1 00	Soda, Sulphas	3 4 5		
Aloe, Socotri	20 25	Valeriana Eng.	15 20	Capsici Fruc's af.	20 22	P D Co	1 00	Soda, Sulphas	3 4 5		
Ammoniac	55 60	Valeriana, Ger	15 20	Capsici Fruc's po.	20 22	P D Co	1 00	Soda, Sulphas	3 4 5		
Assafoetida	35 40	Zingiber	15 20	Cap'i Fruc's B po.	15 18	P D Co	1 00	Soda, Sulphas	3 4 5		
Benzoinum	50 55	Zingiber j	15 20	Caryophyllus	25 30	P D Co	1 00	Soda, Sulphas	3 4 5		
Catechu, 1s	40 45	Semen		Carmine, No 40	25 30	P D Co	1 00	Soda, Sulphas	3 4 5		
Catechu, 1/2s	40 45	Anisum	13 15	Cera Alba	40 42	P D Co	1 00	Soda, Sulphas	3 4 5		
Catechu, 1/4s	40 45	Bird, 1s	4 6	Cera Flava	40 42	P D Co	1 00	Soda, Sulphas	3 4 5		
Camphorae	1 05 1 10	Carul	10 11	Coccus	40 42	P D Co	1 00	Soda, Sulphas	3 4 5		
Euphorbium	40 45	Cardamon	70 80	Cassia Fructus	35 40	P D Co	1 00	Soda, Sulphas	3 4 5		
Galbanum	40 45	Coriandrum	8 10	Centaria	10 12	P D Co	1 00	Soda, Sulphas	3 4 5		
Gamboge	1 25 1 35	Cannabis Sativa	7 8	Cetaceum	45 50	P D Co	1 00	Soda, Sulphas	3 4 5		
Guaiacum	35 40	Cydonium	75 80	Chloroform	55 60	P D Co	1 00	Soda, Sulphas	3 4 5		
Kino	75 80	Cheopodium	80 85	Chloro'm, Squibbs	1 10	P D Co	1 00	Soda, Sulphas	3 4 5		
Mastic	60 65	Dipterix Odorate	80 85	Chloral Hyd Crst. 1	35 40	P D Co	1 00	Soda, Sulphas	3 4 5		
Myrrh	45 50	Poenicium	7 8	Chondrus	20 25	P D Co	1 00	Soda, Sulphas	3 4 5		
Opil	25 30	Poenigreek, po	7 8	Cinchonidine P-W	38 48	P D Co	1 00	Soda, Sulphas	3 4 5		
Shellac	65 70	Lini	4 6	Cinchonide Germ	38 48	P D Co	1 00	Soda, Sulphas	3 4 5		
Shellac, bleached	65 70	Lini, gr'd	3 4	Cocaine	30 40	P D Co	1 00	Soda, Sulphas	3 4 5		
Tragacanth	70 75	Lobelia	75 80	Corks list d p ct.	75 80	P D Co	1 00	Soda, Sulphas	3 4 5		
Herba		Pharlaris Cana'n	6 8	Creosotum	45 50	P D Co	1 00	Soda, Sulphas	3 4 5		
Absinthium, oz pk	25	Rapa	5 6	Creta	75 80	P D Co	1 00	Soda, Sulphas	3 4 5		
Eupatorium, oz pk	25	Sinapis Alba	7 8	Creta, prep	9 11	P D Co	1 00	Soda, Sulphas	3 4 5		
Lobelia, oz pk	25	Sinapis Nigra	9 10	Creta, rubra	9 11	P D Co	1 00	Soda, Sulphas	3 4 5		
Majorum, oz pk	25	Spiritus		Crocus	58 60	P D Co	1 00	Soda, Sulphas	3 4 5		
Mentha Pip oz pk	25	Frumentum W D	2 00 2 50	Cudbear	24 25	P D Co	1 00	Soda, Sulphas	3 4 5		
Mentha Vir oz pk	25	Frumentum	1 25 1 50	Cupri Sulph	6 8	P D Co	1 00	Soda, Sulphas	3 4 5		
Rue	25	Juniperis Co O T	1 55 2 00	Dextrine	7 10	P D Co	1 00	Soda, Sulphas	3 4 5		
Tanacetum V	22	Juniperis Co	1 75 2 00	Ether Sulph	78 92	P D Co	1 00	Soda, Sulphas	3 4 5		
Thymus V	22	Saccharum N E	1 90 2 10	Emery, all Nos.	8 9	P D Co	1 00	Soda, Sulphas	3 4 5		
Magnesia		Spt Vini Galli	1 25 2 00	Emery, po	6 8	P D Co	1 00	Soda, Sulphas	3 4 5		
Calcined, Pat.	55 60	Vini Oporto	1 25 2 00	Ergota	90 95	P D Co	1 00	Soda, Sulphas	3 4 5		
Carbonate, Pat.	18 20	Vini Alba	1 25 2 00	Flake White	12 15	P D Co	1 00	Soda, Sulphas	3 4 5		
Carbonate K-M	18 20	Sponges		Galla	8 9	P D Co	1 00	Soda, Sulphas	3 4 5		
Carbonate	18 20	Florida sheeps' w	2 50 2 75	Gambier	8 9	P D Co	1 00	Soda, Sulphas	3 4 5		
Oleum		Nassau sheeps' w	2 50 2 75	Gelatin, Cooper	60 65	P D Co	1 00	Soda, Sulphas	3 4 5		
Absinthium	3 00 3 25	Velvet extra shps	1 50	Gelatin, French	35 40	P D Co	1 00	Soda, Sulphas	3 4 5		
Amygdales	50 60	wool, carriage	1 50	Glassware, fit box	75 80	P D Co	1 00	Soda, Sulphas	3 4 5		
Amygdales Ama	3 00 3 25	wool, carriage	1 50	Less than box	70	P D Co	1 00	Soda, Sulphas	3 4 5		
Anisi	1 75 2 15	Extra yellow shps	1 25	Glue, brown	11 13	P D Co	1 00	Soda, Sulphas	3 4 5		
Aurant Cortex	2 10 2 20	wool, carriage	1 25	Glue, white	15 25	P D Co	1 00	Soda, Sulphas			

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		Index to Markets	
By Columns		By Columns	
A		B	
Axle Grease		Bath Brick	
Brooms		Brushes	
Butter Color		C	
Confections		Candles	
Canned Goods		Carbon Oils	
Catsup		Cheese	
Chewing Gum		Chocolate	
Clothes Lines		Cocoa	
Cocoa		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		Indigo	
J		Jelly	
L		Licorice	
M		Meat Extracts	
Mustard		N	
Nuts		O	
Olives		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	

3		4		5	
Cotton Braided		Lemon Snaps		Linen Lines	
40 ft.	95	Lemon Gems	12	Small	20
50 ft.	1 35	Lem Yen	10	Medium	26
60 ft.	1 65	Maple Cake	10	Large	24
Galvanized Wire		Marshmallow		Poles	
No. 20, each 100 ft long	1 90	Marshmallow Cream	16	Bamboo, 14 ft., pr ds.	50
No. 19, each 100 ft long	2 10	Marshmallow Walnut	16	Bamboo, 16 ft., pr ds.	65
COCOA		Mary Ann		Bamboo, 18 ft., pr ds.	
Baker's	38	Malaga	10	80	
Cleveland	41	Mich Coco F's'd honey	12 1/2	FLAVORING EXTRACTS	
Colonial, 1/4s	85	Milk Biscuit	7 1/2	Foots & Jenks	
Colonial, 1/2s	33	Mich Frosted Honey	12	Coleman's Van. Lem.	
Epps	42	Mixed Picnic	11 1/2	2oz. Panel	
Huyler	45	Molasses Cakes, Solo'd	8 1/2	3oz. Taper	
Van Houten, 1/4s	12	Moss Jelly Bar	12 1/2	No. 4 Rich. Blake	
Van Houten, 1/2s	20	Muskegon Branch, Iced	12 1/2	Jennings	
Van Houten, 1s	40	Newton	12	Terpeness Lemon	
Webb	21	Newsboy Assorted	10	No. 2 D. C. pr ds	
Wilbur, 1/4s	31	Nic Nacs	8 1/2	No. 4 D. C. pr ds	
Wilbur, 1/2s	42	Oatmeal Cracker	8	No. 6 D. C. pr ds	
COCOANUT		Orange Slice		Taper D. C. pr ds	
Dunham's 1/4s	26	Orange Gem	8 1/2	Mexican Vanilla	
Dunham's 1/2s & 3/4s	26 1/2	Orange & Lemon Ice	10	No. 2 D. C. pr ds	
Dunham's 1/2s	27	Pilot Bread	7 1/2	No. 4 D. C. pr ds	
Dunham's 3/4s	28	Ping Pong	9	No. 6 D. C. pr ds	
Bulk	12	Pretzels, hand made	8	Taper D. C. pr ds	
COCOA SHELLS		Pretzeltes, hand m'd		GELATINE	
20 lb. bags	2 1/2	Pretzeltes, mich. m'd	8	Knox's Sparkling, ds.	
Less quantity	3	Rube Sears	8 1/2	Knox's Sparkling, gro. 14 00	
Pound packages	4	Scotch Cookies	10	Knox's Acidu'd, doz. 1 20	
COFFEE		Snowdrops		Knox's Acidu'd, gro. 14 00	
Rio		Sniced Sugar Tops		Oxford	
Common	10 1/2	Sugar Cakes, scalloped	8 1/2	Plymouth Rock	
Fair	12	Sugar Squares	8 1/2	Nelson's	
Choice	15	Sultanias	13	Cox's 2 qt. size	
Fancy	18	Spiced Gingers	8	Cox's, 1 qt. size	
Santos		Urchins		10	
Common	11	Vienna Crimp	3 1/2	GRAIN BAGS	
Choice	13 1/2	Vanilla Wafer	16	Amoskeag, 100 in b's.	
Fancy	16 1/2	Waverly	9	Amoskeag, less than b.	
Peaberry		Zanzibar	9	13 1/2	
Maracaibo		DRIED FRUITS		GRAINS AND FLOUR	
Choice	13 1/2	Sundried Apples		Wheat	
Choice	16 1/2	Evaporated		No. 1 White	
Choice	16 1/2	California Prunes		No. 2 Red	
Choice	19	100-125 25lb. boxes		No. 3 Red Wheat	
Choice	15	90-100 25 lb. bxs.		Local Brands	
African	12	80-90 25 lb. bxs.		Patents	
Fancy African	17	70-80 25 lb. bxs.		Second Patents	
O. G.	25	60-70 25lb. boxes		Straight	
P. G.	31	50-60 25 lb. bxs.		Second Straight	
Mocha		40-50 25 lb. bxs.		Clear	
Package	21	30-40 25 lb. bxs.		Graham	
New York Basis		1/2c less in b's. cases		Buckwheat	
Arbuckle	11 50	Corsican Citron		Rye	
Dilworth	11 50	Currants		Subject to usual cash discount.	
Jersey	11 50	Imp'd. 1 lb. pkgs.		Flour in bbls., 25c per bbl. additional.	
Lion	11 50	Imported bulk, 6 1/2c		Worden Grocer Co's Brand	
McLaughlin's XXXX		Lemon American		Quaker 1/4s	
McLaughlin's XXXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.		Orange American		Quaker 1/2s	
Extract		Raisins		Quaker 1/2s	
Holland, 1/4 gro boxes	95	London Layers 3 cr		Spring Wheat Flour	
Felix, 1/4 gross	1 15	Cluster 4 crown		Clark-Jewell-Wells Co's Brand	
Hummel's foll, 1/4 gro.	1 45	Loose Musca's 2 cr.		Pillsbury's Best 1/4s	
Hummel's tin, 1/4 gro.	1 85	Loose Musca's 3 cr.		Pillsbury's Best 1/2s	
CRACKERS		Loose Musca's 4 cr.		Pillsbury's Best 3/4s	
National Biscuit Company's Brands		L. M. Seeded, 1 lb. 90		Lemon & Wheeler Co's Brand	
Butter		L. M. Seeded, 1/2 lb. 7 1/2		Wingold, 1/4s	
Seymour	7	Sultanias, bulk		Wingold 1/2s	
New York	7	Sultanias, package		Wingold 1/2s	
Salted	7	FARINACEOUS GOODS		Wingold 1/2s	
Family	7	Beans		Wingold 1/2s	
Wolverine	7	Dried Lima		Wingold 1/2s	
Soda		Med. Hd. Pk'd.		Wingold 1/2s	
N. B. C.	7	Brown Holland		Wingold 1/2s	
Select	8	Farina		Wingold 1/2s	
Saratoga Flakes	13	24 1 lb. pkgs		Wingold 1/2s	
Oyster		Bulk, per 100 lbs.		Wingold 1/2s	
Round	7	Flake, 50 lb. sack		Wingold 1/2s	
Sears	7 1/4	Pearl, 200 lb. sack		Wingold 1/2s	
Paust	7 1/4	Pearl, 100 lb. sack		Wingold 1/2s	
Argo	7	Maccaroni and Vermicelli		Wingold 1/2s	
Extra Farina	7 1/4	Domestic, 10 lb. box		Wingold 1/2s	
Sweet Goods		Imported, 25 lb. box		Wingold 1/2s	
Animals	10	Common Pearl Barley		Wingold 1/2s	
Assorted Cake	10	Chester		Wingold 1/2s	
Bagley Gems	8 1/2	Empire		Wingold 1/2s	
Belle Rose	8 1/2	Peas		Wingold 1/2s	
Bent's Water	16	Green, Wisconsin, bu. 1 35		Wingold 1/2s	
Butter Thin	10	Green, Scotch, bu.		Wingold 1/2s	
Coco Bar	10	Split, lb.		Wingold 1/2s	
Cococanut Taffy	12	Rolled Oats		Wingold 1/2s	
Cinnamon Bar	9	Rolled Avena, bbl.		Wingold 1/2s	
Coffee Cake, N. B. C.	10	Steel Cut, 100lb. sacks		Wingold 1/2s	
Coffee Cake, Iced	10	Monarch, bbl.		Wingold 1/2s	
Cococanut Macaroons	18	Monarch, 90lb. sacks		Wingold 1/2s	
Cracknuts	10	Quaker, cases		Wingold 1/2s	
Currant Fruit	16	East India		Wingold 1/2s	
Chocolate Dainty	16	German, sacks		Wingold 1/2s	
Cartwheels	9	German, broken pkg		Wingold 1/2s	
Dixie Cookie	8 1/2	Taploca		Wingold 1/2s	
Frosted Creams	8	Flake, 110lb. sacks		Wingold 1/2s	
Ginger Gems	8 1/2	Pearl, 130lb. sacks		Wingold 1/2s	
Ginger Snaps, N. B. C.	7 1/2	Pearl, 24 1 lb. pkgs		Wingold 1/2s	
Grandma Sandwich	10	Wheat		Wingold 1/2s	
Graham Cracker	10	Cracked, bulk		Wingold 1/2s	
Hazelnut	10	24 2 lb. packages		Wingold 1/2s	
Honey Fingers, Iced	12	FISHING TACKLE		Wingold 1/2s	
Honey Jumbles	12	1/2 to 1 in		Wingold 1/2s	
Iced Happy Family	11	1 1/4 to 2 in		Wingold 1/2s	
Iced Honey Crumpet	10	1 1/2 to 2 in		Wingold 1/2s	
Imperials	8 1/2	1 2-3 to 2 in		Wingold 1/2s	
Indiana Belle	15	2 in		Wingold 1/2s	
Jerico	10	3 in		Wingold 1/2s	
Jersey Lunch	7 1/2	Colton Lines		Wingold 1/2s	
Lady Fingers	13	No. 1, 10 feet		Wingold 1/2s	
Lady Fingers, hand md	25	No. 2, 15 feet		Wingold 1/2s	
Lemon Biscuit Square	8 1/2	No. 3, 15 feet		Wingold 1/2s	
Lemon Wafer	16	No. 4, 15 feet		Wingold 1/2s	
		No. 5, 15 feet		Wingold 1/2s	
		No. 6, 15 feet		Wingold 1/2s	
		No. 7, 15 feet		Wingold 1/2s	
		No. 8, 15 feet		Wingold 1/2s	
		No. 9, 15 feet		Wingold 1/2s	

6	7	8	9	10	11
MOLASSES New Orleans Fancy Open Kettle ... 40 Choice ... 35 Fair ... 26 Good ... 22 Half barrels 2c extra MUSTARD Horse Radish, 1 ds ... 1 75 Horse Radish, 2 dz ... 3 50 Bayle's Celery, 1 dz ... 7 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 ... 1 45 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 ... 8 00 Half bbls, 600 count ... 4 50 Small Half bbls, 1,200 count ... 5 50 Barrels, 2,400 count ... 5 50 PLAYING CARDS No. 90, Steamboat ... 85 No. 15, Rival, assorted ... 20 No. 20, Rover, enameled ... 20 No. 572, Special ... 1 75 No. 88, Golf, satin finish ... 2 00 No. 808, Bicycle ... 2 00 No. 632, Tourment whist ... 2 25 POTASH 48 cans in case Babbitt's ... 4 00 Penna Salt Co.'s ... 3 00 PROVISIONS Barreled Pork Mess ... 15 50 Back, fat ... 18 00 Clear back ... 18 00 Short cut ... 20 00 Pig ... 20 00 Bean ... 13 00 Family Mess Loin ... 17 50 Clear Family ... 13 50 Dry Salt Meats Bellies ... 9 75 S P Bellies ... 10 75 Extra shorts ... 9 75 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) ... 10 Bacon, clear ... 10 @ 12 1/2 California hams ... 8 Boiled Hams ... 17 Picnic Boiled Hams ... 12 1/2 Berlin Ham pr's'd ... 8 1/2 Mince Ham ... 9 Lard Compound ... 7 Pure ... 7 60 lb. tubs, advance ... 1 1/2 50 lb. tubs, advance ... 1 1/2 50 lb. tubs, advance ... 1 1/2 20 lb. pails, advance ... 1 1/2 10 lb. pails, advance ... 1 1/2 5 lb. pails, advance ... 1 3 lb. pails, advance ... 1 Sausages Bologna ... 5 1/2 Liver ... 6 1/2 Frankfort ... 7 1/2 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 1/2 bbls, 40 lbs. ... 1 10 1/2 bbls, 40 lbs. ... 1 90 1/2 bbls, 40 lbs. ... 3 75 1 bbls. ... 7 50 Tripe Kits, 15 lbs ... 70 1/2 bbls, 40 lbs ... 1 25 1/2 bbls, 40 lbs ... 2 60 Casings Hogs, per lb. ... 26 Beef rounds, set ... 15 Beef middles, set ... 15 Sheep, per bundle ... 70 Uncolored Butterine Solid, dairy ... 9 1/2 @ 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, 1/4 ... 45 Deviled ham, 1/4 ... 45 Deviled ham, 1/4 ... 45 Potted tongue, 1/4 ... 45 Potted tongue, 1/4 ... 45 RICE Domestic Carolina head ... 6 @ 6 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. 2 ... 4 1/2 @ 5 1/2 Java, fancy head ... 9 1/2 Java, No. 1 ... 9 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 Delaund'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 ... 25 Brls, 60 bags, 6 lbs 3 ... 00 Brls, 50 bags, 8 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 lb. sacks ... 30 28 lb. sacks ... 15 Warsaw 28 lb. dairy in drill bags ... 40 26 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 ... @ 7 Strips or bricks ... 7 1/2 @ 10 1/2 Pollock ... @ 4 Halibut Strips ... 15 Chunks ... 14 Herring Holland White hoops, bbl. ... 8 50 White hoops, 1/2 bbl. ... 4 50 White hoops, kegs ... 60 @ 85 White hoops, moths ... 75 Norwegian Round, 100 lbs ... 3 60 Round, 50 lbs ... 2 10 Scales ... 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. ... 7 00 No. 1, 8 lbs. ... 1 35 Whitefish No. 1 No. 2 Fam 100 lbs. ... 7 50 3 50 50 & s. ... 3 60 2 10 10 lbs. ... 3 90 2 10 8 lbs. ... 75 43 SEEDS Anise ... 15 Caraway Smyrna ... 6 Caraway ... 8 Cardamom, Malabar ... 1 00 Celery ... 10 Hemp, Russian ... 4 Mixed Bird ... 4 Mustard, white ... 8 Poppy ... 8 Rape ... 4 1/2 Cuttle Bone ... 25 SHOE BLACKING Handy Box, large, 3 dz. 2 ... 50 Handy Box, small ... 1 25 Bixby's Royal Polish ... 85 Miller's Crown Polish ... 85 SNUFF Scotch, in bladders ... 37 Maccaboy, in jars ... 45 French Rappee, in jars ... 45	SOAP Central City Soap Co's brand. Jaxon, 5 box, del. ... 3 10 Jaxon, 10 box, del. ... 3 00 Johnson Soap Co. brands Silver King ... 3 65 Calumet Family ... 2 75 Scotch Family ... 2 85 Cuba ... 2 25 J. S. Kirk & Co. brands American Family ... 4 05 Dusky Diamond, 50 8oz. 2 ... 80 Dusky D'nd., 100 6oz. 3 ... 80 Jap Rose ... 3 75 Savon Imperial ... 3 10 White Russian ... 3 10 Dome, oval bars ... 3 10 Satinet, oval ... 2 15 White Cloud ... 4 00 Lautz Bros. & Co. brands Big Acme ... 4 00 Acme, 100-1/2 lb. bars ... 3 10 Big Master ... 4 00 Snow Boy Pdr. 100 pk. 4 ... 00 Marselles ... 4 00 Proctor & Gamble brands Lenox ... 3 10 Ivory, 6 oz ... 4 00 Ivory, 10 oz ... 6 75 Star ... 3 25 A. B. Wisley brands Good Cheer ... 4 00 Old Country ... 3 40 Scouring Enoch Morgan's Sons. Sapolio, gross lots ... 9 00 Sapolio, half gross lots ... 4 50 Sapolio, single boxes ... 2 25 Sapolio, hand ... 2 25 SODA Boxes ... 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. ... 48 Cassia, Saigon, in rolls. ... 55 Cloves, Ambonyna ... 25 Cloves, Zanzibar ... 25 Mace ... 50 Nutmegs, 75-80 ... 50 Nutmegs, 105-10 ... 40 Nutmegs, 115-20 ... 35 Pepper, Singapore, blk. ... 25 Pepper, Singp. white ... 25 Pepper, shot ... 17 Pure Ground in Bulk Allspice ... 16 Cassia, Batavia ... 28 Cassia, Saigon ... 48 Cloves, Zanzibar ... 23 Ginger, African ... 15 Ginger, Cochinchina ... 18 Ginger, Jamaica ... 25 Mace ... 65 Mustard ... 18 Pepper, Singapore, blk. ... 25 Pepper, Singp. white ... 25 Pepper, Cayenne ... 20 Sage ... 20 STARCH Common Gloss 1lb. packages ... 5 3lb. packages ... 4 1/2 6lb. packages ... 5 1/2 40 and 50 lb. boxes ... 3 @ 3 1/2 Barrels ... 3 @ 3 1/2 Common Corn 20 lb. packages ... 5 40 lb. 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 80 5lb. cans, 1/2 dz in case ... 1 85 2 1/2 lb. cans, 2 dz. 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 @ 43 Siftings ... 9 @ 11 Fannings ... 12 @ 14 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 ... 42 Fancy ... 42	TOBACCO Fine Cut Cadillac ... 54 Sweet Loma ... 33 Hiawatha, 5lb. pails ... 55 Hiawatha, 10lb. pails ... 55 Telegram ... 22 Fay Car ... 31 Prairie Rose ... 49 Protection ... 37 Sweet Burley ... 42 Tiger ... 38 Plug Red Cross ... 32 Palo ... 34 Kyio ... 34 Hiawatha ... 41 Battle Axe ... 33 American Eagle ... 32 Standard Navy ... 36 Spear Head, 16 oz. ... 42 Spear Head, 8 oz. ... 44 Nobby Twist ... 44 Jolly Tar ... 36 Old Honesty ... 42 Toddy ... 36 J. R. ... 36 Piper, Heidsieck ... 33 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, 5 lb. ... 27 I X L, 16 oz. pails ... 31 Honey Dew ... 37 Gold Block ... 37 Flagman ... 40 Chips ... 33 Kiln Dried ... 21 Duke's Mixture ... 39 Duke's Cameo ... 43 Myrtle Navy ... 40 Yum Yum, 1 2-3 oz. ... 39 Yum Yum, 1lb. pails ... 37 Cream ... 36 Corn Cake, 2 1/2 oz. ... 24 Corn Cake, 1lb. ... 22 Plover Boy, 1 2-3 oz. ... 39 Plover Boy, 3 1/2 oz. ... 39 Peerless, 3 1/2 oz. ... 35 Peerless, 1 2-3 oz. ... 36 Air Brake ... 36 Cant Hook ... 30 Country Club ... 32-34 Forex-XXXX ... 28 Good Indian ... 23 Self Blnk ... 20-22 Silver Foam ... 34 TWINE Cotton, 3 ply ... 26 Cotton, 4 ply ... 26 Jute, 2 ply ... 14 Hemp, 6 ply ... 13 Flax, medium ... 20 Wool, 1lb. balls ... 6 VINEGAR Malt White Wine, 40 gr. 8 ... 11 Malt White Wine, 80 gr. 11 ... 11 Pure Cider, B & B ... 11 Pure Cider, Red Star ... 11 Pure Cider, Robinson ... 11 Pure Cider, Silver ... 11 WASHING POWDER Diamond Flake ... 2 75 Gold Brick ... 3 25 Gold Dust, regular ... 4 50 Gold Dust, 5c ... 4 00 Kirkoline, 24 4lb. ... 3 90 Pearline ... 3 75 Soapine ... 4 10 Rabbit's 1776 ... 3 75 Rosine ... 3 50 Armour's ... 3 70 Nine O'clock ... 3 35 Wisdom ... 3 30 Scourine ... 3 50 Rub-No-More ... 3 75 WICKING No. 0 per gross ... 30 No. 1 per gross ... 40 No. 2 per gross ... 50 No. 3 per gross ... 75 WOODENWARE Baskets Bushels ... 1 00 Bushels, wide band ... 1 25 Market ... 35 Splint, large ... 6 00 Splint, medium ... 5 00 Splint, small ... 4 00 Willow Clothes, large ... 25 Willow Clothes, med. m. 6 ... 50 Willow Clothes, small ... 5 50 Bradley Butter Boxes 2lb. size, 24 in case ... 72 3lb. size, 16 in case ... 68 5lb. size, 12 in case ... 63 10lb. size, 6 in case ... 60 Butter Plates No. 1 Oval, 250 in crate. 40 No. 2 Oval, 250 in crate. 45 No. 3 Oval, 250 in crate. 50 No. 5 Oval, 250 in crate. 60 Churns Barrel, 5 gal. each ... 2 40 Barrel, 10 gal. each ... 2 55 Barrel, 15 gal. each ... 2 70 Clothes Pins Round head, 5 gross 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. 1 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 res. brass ... 25 Paper, Eureka ... 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 00 Double Duplex ... 3 00 Good Luck ... 2 75 Universal ... 2 25 Window Cleaners 12 in. ... 1 65 14 in. ... 1 85 16 in. ... 2 30 Wood Bowls 11 in. Butter ... 75 13 in. Butter ... 1 15 15 in. Butter ... 2 00 17 in. Butter ... 3 25 19 in. Butter ... 4 75 Assorted 13-15-17 ... 2 25 Assorted 15-17-19 ... 3 25 WRAPPING PAPER Common Straw ... 1 1/2 Fibre Manila, white ... 2 1/2 Fibre Manila, colored ... 4 No. 1 Manila ... 4 Cream Manila ... 3 Butcher's Manila ... 2 1/2 Wax Butter, short c'n'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 Halibut ... 10 @ 11 Clisces or Herring ... 11 @ 12 Live Lobster ... @ 25 Boiled Lobster ... @ 27 Cod ... @ 12 1/2 Haddock ... @ 8 No. 1 Pickerel ... @ 8 1/2 Pike ... @ 7 Perch, dressed ... @ 7 Smoked White ... @ 12 1/2 Red Snapper ... @ Col. River Salmon ... 12 @ 13 Mackerel ... 19 @ 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 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 ... 1 10 Calfskins, green No. 2 ... 8 1/2 Calfskins, cured No. 1 ... 1 11 Calfskins, cured No. 2 ... 9 1/2 Steer Hides 60lbs. over 9 Cow Hides 60 lbs. over 8 1/2 Pelts Old Wool ... 50 @ 1 50 Lamb ... 50 @ 1 50 Shearlings ... 50 @ 1 50 Tallow No. 1 ... @ 4 1/2 No. 2 ... @ 3 1/2 Wool Washed, fine ... @ 20 Washed, medium ... @ 22 Unwashed, fine ... 14 @ 16 Unwashed, medium ... @ 20 CONFECTIONS Stick Candy Pails Standard ... 7 Standard H. H. ... 7 Standard Twist ... 8 Cut Loaf ... 9 Jumbo, 32lb. ... 7 1/2 Extra H. H. ... 9 Boston Cream ... 10 Mixed Candy Grocers ... 6 Competition ... 7 1/2 Special ... 7 1/2 Conserve ... 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 ... 9 Star ... 11 Hand made Cream ... 14 1/2 Premio Cream mixed ... 12 1/2 Fancy-In Pails O F Horehound Drop ... 10 Gypsy Hearts ... 14 Coco Bon Bons ... 12 Fudge Squares ... 12 Peanut Sours ... 9 Sugared Peanuts ... 10 Salted Peanuts ... 10 Starlight Kisses ... 10 San Blas Goodies ... 12 Lozenges, plain ... 9 Lozenges, printed ... 10 Champion Chocolate ... 11 Eclipse Chocolates ... 12 Champion Gum Drops ... 8 Moss Drops ... 9 Lemon Sours ... 9 Imperial ... 9 Ital. Cream Opera ... 12 Ital. Cream Bon Bons ... 12 20 lb. pails ... 12 Molasses Chews, 15lb. cases ... 12 Golden Waffles ... 12 Fancy-In 5lb. Boxes Lemon Sours ... 50 Peppermint Drops ... 60 Chocolate Drops ... 60 H. M. Choc. Drops ... 65 H. M. Choc. Lt. and Dark No. 12 ... 1 00 Gum Drops ... 35 O. F. Licorice Drops ... 80 Lozenges, plain ... 55 Lozenges, printed ... 60 Imperial ... 55 Mottos ... 60 Cream Bar ... 55 Molasses Bar ... 55 Hand Made Cr'ms. 80 @ 90 Cream Buttons, Pep. and Wintergreen ... 65 String Rock ... 60 Wintergreen Berries ... 55 Old Time Assorted, 25 lb. case ... 2 50 Buster Brown Goodies 30lb. case ... 3 25 F. Bosenberger's brands. Caramels ... 12 Nut caramels ... 12 Kisses ... 12 Chocolates ... 11-20 Pop Corn Dandy Smack, 24s ... 65 Dandy Smack, 100s ... 2 75 Pop Corn Fritters, 20s. 60 Pop Corn Toast, 100s. 50 Cracker Jack ... 3 00 Pop Corn Balls ... 1 30 NUTS Whole Almonds, Tarragona ... 16 Almonds, Ivica ... 16 Almonds, California sft shelled, new ... 14 @ 16 Brazil ... 10 Filberts ... 11 Walnuts, French ... 12 Walnuts, soft shelled ... 15 @ 16 Cal. No. 1 ... 15 @ 16 Table Nuts, fancy ... 13 Pecans, Med. ... 9 Pecans, Ex. Large ... 10 Pecans, Jumbos ... 11 Hickory Nuts per bu. Ohio new ... 1 75 Cocoanuts ... 4 Chestnuts, per bu ... 4 Shelled Spanish Peanuts, 7 1/2 @ 8 Pecan Halves ... 38 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. ... 8 Roasted ... 8 Choice, H. P. J'm ... 8 1/2 Choice H P J'm bo, Roasted ... 9 @ 9 1/2	

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes ..75 9 00
Paragon55 6 00

BAKING POWDER

Jaxon Brand

JAXON

1/4 lb. cans, 4 doz. case 45
1/2 lb. cans, 4 doz. case 85
1 lb. cans, 2 doz. case 60

Royal



10c size. 90
1/4 lb cans 135
6 oz cans 190
1/2 lb cans 250
3/4 lb cans 375
1 lb cans 480
3 lb cans 1300
5 lb cans 2150

BLUING

Arctic 4 oz ovals, p gro 4 00
Arctic 8 oz ovals, p gro 6 00
Arctic 16 oz ro'd, p gro 9 00

BREAKFAST FOOD

Grits

Walsh-DeRoo Co.'s Brands



Cases, 24 2 lb pack's..2 00

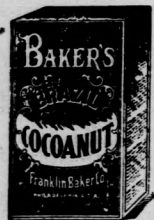
CIGARS



G. J. Johnson Cigar Co.'s bd.
Less than 500.....32 00
500 or more.....32 00
1,000 or more.....31 00

COCOANUT

Baker's Brazil Shredded



70 1/2 lb pkg. per case..2 60
35 1/2 lb pkg. per case..2 60
38 1/2 lb pkg. per case..2 60
16 1/2 lb pkg. per case..2 60

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 @ 7 1/2
Boston Butts7 1/2 @ 7 1/2
Shoulders7 1/2 @ 7 1/2
Leaf Lard3 1/4 @ 8 1/2

Mutton

Carcass6 @ 8
Lambs11 @ 12

Carcass6 @ 8 1/2

Karo

CORN SYRUP
COFFEE

Roasted

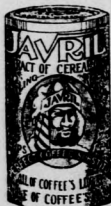
Dwinell-Wright Co.'s Bds.



White House, 1 lb.....
White House, 2 lb.....
Excelsior, M & J, 1 lb..
Excelsior, M & J, 2 lb..
1/2 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., Sag-
inaw; Meisel & Goeschel,
Bay City; Fleibach Co.,
Toledo.

COFFEE SUBSTITUTE

Javril



2 doz. in case4 10
CONDENSED MILK
4 doz in case



Gall Borden Eagle6 40
Crown5 90
Champion4 25
Daisy4 70
Magnolia4 40
Challenge4 40
Dime3 85
Peerless Evap'd Cream.4 00

SAFES



Full line of the celebrated
Diebold fire proof safes
kept in stock by the
Tradesman Com p a n y.
Twenty different sizes on
hand at all times—twice
as many of them as are
carried by any other house
in the State. If you are
unable to visit Grand Ra-
pids and inspect the line
personally, write for quo-
tations.

SALT

Jar-Salt



One dozen
Ball's quart
Mason jars
(3 pounds
each)85

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..3 85
50 cakes, small size..1 95

Tradesman Co.'s Brand



Black Hawk, one box..2 50
Black Hawk, five bxs.2 40
Black Hawk, ten bxs.2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

Place Your
Business

on a
Cash Basis
by using

our
Coupon Book
System.

We
manufacture
four kinds
of
Coupon Books

and
sell them
all at the
same price
irrespective of
size, shape
or
denomination.

We will
be
very
pleased
to
send you samples
if you ask us.
They are
free.

Tradesman Company
Grand Rapids

Ten Dollars for Ten Minutes!

Would you accept? Yet our offer is better and some merchants still refuse it.

Here's the how of our offer:

You take two minutes to send a request for our catalogue; several minutes, to examine it carefully; a few, to send a small order; several more, to compare the goods with those you have been getting.

Then if you find we can save you money on your purchases the year through, it won't be hard to figure how you make the dollar a minute for just enough time to look us over thoroughly—will it?

Sounds all right, but — ? Well, consider, our catalogue is Our Drummer. Our one and only price for a thing is printed. Price must bring us the first orders and quality must bring us re-orders. No "jollying" possible for us. We've simply got to be right—right from the start.

Worth considering, all this—don't you think?

Our April catalogue is No. J499

BUTLER BROTHERS

Wholesalers of Everything—
By Catalogue Only

NEW YORK

CHICAGO

ST. LOUIS

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.

BUSINESS-WANTS-DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Sale—To close an estate, one of the best business chances in Southwest Missouri; doing a large business; stock consists of dry goods, notions, boots and shoes and groceries. Invoices about \$10,000. Liberal discount to buyer. M. H. & C. W. Trott, Jasper, Mo. 330

Well Equipped Machine Shop and foundry for sale at a bargain. Address A. D. DeLand, Manager, Sheboygan, Wisconsin. 329

Store For Rent—Good location. Martha Brewer, Owosso, Mich. 328

Good paying drug store in Western Michigan, town of 1,400, cash or secured payments. Address No. 327, care Michigan Tradesman. 327

Wanted—To buy good clean drug stock; well located in town from 3,000 to 15,000 inhabitants; can make cash payment of \$2,000 down, if satisfactory. Address 1036 N. Edwards St., Kalamazoo, Mich. 326

For Sale—Groceries and meat market; clean stock; nice fixtures; complete meat market outfit; two horses, two new wagons, new brick building with two storerooms, two flats with bathroom, city water, gas, two good cellars, big barn; located in one of the best sections of the best-growing city of Toledo, Ohio; established, 1902. This is a fine chance for safe investment for a man with small capital and a little push. Good reason for selling; bears close investigation; no agents wanted; price, \$14,000; \$7,000 cash, the balance on long time. John Umer, 1302-1304 Elmwood Ave., Toledo, Ohio. 325

For Sale—A first-class business, established 10 years; stoves, furnaces, tinning, plumbing, hot water and steam heating; trade increasing; no opposition; best location; five minutes from Harrisburg via trolley; four railroads; stock and complete outfit. Good reasons for selling. J. A. K., Lemoyne, Pa. 324

For Sale—One top buggy, one two-seat canopy top; both have had some use; also a beautiful child's cart, nearly new. If interested, send a postal to 223 Widdicombe Building, Grand Rapids. 322

For Sale—One of the best live business opportunities in Northwestern Iowa; new town; new stock; new store and residence; four best lots in town; an interesting proposition for man with cash; total value about \$7,000, but will go at a bargain soon. Write, if interested, for particulars. W. W. Payne & Co., Truesdale, Iowa. 321

Good location for drug store; none in town; nice store to rent for same. Address No. 320, care Michigan Tradesman. 320

For Sale—\$4,500 stock groceries and meat market doing \$45,000 business annually. Illinois mining town, 8,000 population. Address No. 331, care Michigan Tradesman. 331

Furniture Business Wanted—Small or medium stock preferred. Must be cheap for cash. Address Box 394, Marion, Ohio. 332

\$1,200 a year income assured if you buy five shares in our 6,000-acre rubber plantation in Mexico; small monthly payments; finest location; best transportation facilities; cultivation of rubber exclusively. Apply for prospectus to the Conservative Rubber Production Co., 913 Parrott bldg., San Francisco, Cal. 334

I own a large, rich copper property, two miles, and a large gold property, ten miles from railroad in State of Sonora, Mexico. I desire to either sell one outright or a half interest to progressive party financially able to fully organize and work the property. Perfect title from the Mexican government. Address Copper, No. 19 Jay Street, Binghamton, N. Y. 339

Wanted—Tobacco tags and cigar bands; state quantity and price; H. F. Jacobs, Hawkeye, Iowa. 338

If you are looking for a very profitable, legitimate, independent business requiring small capital and have good references as to character and ability we will assign you the exclusive sale of our apparatus in a division of Michigan or Indiana. Our plants absolutely obviate the defects of inferior machines, being the result of eight years of development. They are well advertised and are in successful use in almost every state in the Union. We have one of the largest factories in the business and are responsible in every respect. Write us for further information. Davis Acetylene Co., Elkhart, Ind. 337

For Sale—Best hardware business in the Warren Mining District, Cochise county, Arizona. Address Box 627, Station C., Los Angeles, California. 340

For Sale—Grist mill, roller process, fifty barrels capacity, in good shape, with good water power, forty-five miles east of Grand Rapids at Nashville on the Thornapple River. For particulars address Mrs. Mary Barber, Kinsley, Kas. 319

For Sale—Fine stock farm, 440 acres; Newton township; fine buildings; good timber; \$18,000. James Redfield, Marshall, Mich. 316

Wanted—Hustling business man to establish New York racket store in town of 3,000. Just the location for branch store. Money-making place for right person. Address No. 318, care Michigan Tradesman. 318

For Sale—Stock of groceries, bakery goods, etc., in one of the best-located stores in the city of Flint. Present owner's lease runs three years. Stock and fixtures will inventory about \$1,150. If you want one of the best openings in the State for a grocery store investigate this. Good established trade. Woolfit & Macomber, the Dryden, Flint, Mich. 313

For Sale, Cash Only—Small well-assorted drug stock and fixtures; growing business; located on good business street in Grand Rapids; good location; going West for health. Address No. 306, care Michigan Tradesman. 306

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. 312

For Sale—Thirteen acres patented mining ground. Mineral in sight. Address P. O. Box 1064, Cripple Creek, Colo. 132

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

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 fireproof safes made. All kinds of second-hand safes in stock. Safes opened and repaired. 376 South Lonia street. Both phones. Grand Rapids. 926

For Sale—Soda fountain, almost new. A big bargain. Address J. H. Fenner, Negaunee, Mich. 302

For Sale—A \$3,500 stock of clothing, all clean, up-to-date goods; the only clothing store in a first-class country town; room, 22x60, at \$15 per month rent. Enquire of Halsted Bros., Hobart, Ind. 301

For Sale—Stock of general hardware, invoicing about \$1,000, at a reasonable discount for cash; good town, fine location and excellent trade. Blacksmith shop has been run in connection for past ten years and has done good business. Building can be purchased or rented. Good reasons for selling. Address W. F. Alberts, Sebawa, Mich. 297

For Sale—General store in good Ohio town with oil and many manufacturing industries; fine farming community; good cash trade; rent \$25; electric light \$3.50 per month; good man can clear \$2,500 to \$3,000 a year. P. O. Box 332, Bluffton, Ohio. 296

Merchants—Are you overstocked; or do you want to quit business; or do you want to go to cash basis; or do you want to reduce your stock; or do you want to close out any odds and ends? If so, write us about our "Special Sales plan" of advertising. You make the prices, we sell the goods. We conduct every sale personally. We guarantee satisfaction. References from merchants for whom we have done business. Address F. M. Smith & Co., 215 Fifth ave., Chicago, Ill. 336

For Sale—Clean clothing stock, located in thriving suburb of large manufacturing town; rent low; last year's sales \$15,000 cash; established for the last eleven years; never did any credit business; stock substantially brand new. Address No. 342, care Michigan Tradesman. 342

For Sale—New stock of jewelry and store fixtures, including safe and tools. Splendid opportunity for someone. Will be sold at a bargain. Address Mrs. F. W. Morton, 127 S. Michigan ave., Big Rapids, Mich. 343

For Sale—Grocery stock, invoicing about \$2,000; located in hustling town Western Michigan; bargain if taken at once. Address No. 344, care Michigan Tradesman. 344

To Exchange—I can exchange your stock merchandise, any size, for farms or other property. Eugene Munson, Moberly, Mo. 303

I believe by an investment of \$3 you can increase your profits \$25 to \$50 per month by using the Christensen Practical Stock Book. Will send you sample pages and instructions for 25 cents. A complete copy good for four years \$3, less 25 cents to persons having ordered the sample pages. C. H. Christensen, LeWitt, Iowa. 295

For Sale—A fully equipped cheese factory; first-class location; a good opportunity for the right man. Address E. E. Church, Clarksville, Mich. 294

For Sale—A good confectionery and soda fountain business in a city of 5,000; worth \$2,500; will sell for \$1,500. W. H. Perrin, Three Rivers, Mich. 293

Drug Store For Sale at a Bargain—\$3,500; sales, \$4,800; location O. K.; 24,000 population; English, Holland and German. Address Bitters, care Michigan Tradesman. 292

For Sale—Carriage elevator, used only six months; suitable for agricultural store or any heavy work. Box 23, Owosso, Mich. 290

For Sale—70 cents on the dollar, stock of general merchandise, groceries, dry goods, etc. G. L. Thornton & Co., Marion, Mich. 312

For Sale—Fine two-story store, well situated on street car line, with factories and street car barn nearby. Apply to 482 Washington Ave., Muskegon, Mich. 310

Wanted—Partner in general merchandise business in good town; good clean stock; enjoying good cash trade; need more capital. Address No. 308, care Michigan Tradesman. 308

Shoe Stock For Sale—In hustling, rapidly 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. 269

Hardware, Stoves, Tinware For Sale—Invoices about \$4,700, including fixtures and tin shop. Cause for selling, poor health. Address Indiana, care Michigan Tradesman. 266

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

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 VonWalhausen, 1345 Johnson St., Bay City, Mich. 285

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

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

120 acre farm two and a half miles from railroad. Wish to trade for stock of hardware. Lock Box 491, Shelby, Mich. 45

Wanted—To buy stock of general merchandise from \$5,000 to \$25,000 for cash. Address No. 89, care Michigan Tradesman. 89

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 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

For Sale—One nearly new National cash register; write for particulars. Knight Bros., Zanesville, Ind. 242

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. 310

POSITIONS WANTED.

Clerk—Hardware clerk, age 29, has had three years' experience; married; wants position with good firm; will work in tin shop part of time; references from present employers. T. R. McInnis, Rochester, Mich. 323

Experienced furniture man wants permanent position as salesman. Has had eight years' experience and is thoroughly qualified and of good habits. Address No. 335, care Michigan Tradesman. 335

Wanted—Position as specialty salesman to call on grocery and general store trade in Michigan. Can give AI references. Address No. 317, care Michigan Tradesman. 317

Experienced Drug and Grocery Clerk—Wants position at once. Can give good references; country town preferred. Address No. 298, care Michigan Tradesman. 298

Wanted—Position as clerk in general or hardware store; five years' experience. References. Address Box 166, Cleve, 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

SALESMEN WANTED.

Wanted—Position by AI salesman, dry goods, general store or grocery; long experience; married; references. Address No. 309, care Michigan Tradesman. 309

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, Ohio. 408

Wanted—Salesman, side line, staple article; liberal terms; references required. Aldegretti, 211-213 Randolph St., Chicago, Ill. 278

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

The Hoosier Hustler—The noted merchandise auctioneer, carries the largest book of references of any living man in the business. For reference book, terms, etc., address Box 47, Valparaiso, Neb. 291

H. C. Ferry & Co., the hustling auctioneers. Stocks closed out or reduced anywhere in the United States. New methods, original ideas, long experience, hundreds of merchants to refer to. We have never failed to please. Write for terms, particulars and dates. 1414-16 Wabash ave., Chicago. (Reference, Dun's Mercantile Agency.) 872

MISCELLANEOUS.

Wanted At Once—A good steady reliable man who is familiar with the building and repairing of tubular wells and the erection of windmills. Good pay and steady work for the right man. Address Jim McGuire, Bear Lake, Mich. 333

Young Man—With fair business ability, willing to work to prepare for good Government position. Entrance salary \$300. Gradual promotion. Permanent. Box 1, Cedar Rapids, Ia. 341

A good position is always open to a competent man. His difficulty is to find it. We have openings and receive daily calls for secretaries and treasurers of business houses, superintendents, managers, engineers, expert book-keepers, traveling salesmen, executive, clerical and technical positions of all kinds, paying from \$1,000 to \$10,000 a year. Write for plan and booklet. Haggoods (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

Merchants Wanting Experienced Clerks—Of all kinds apply to the Globe Employment & Agency Co., Cadillac, Mich. 217

The Grocery Market.

Sugar (W. H. Edgar & Son)—The raw sugar market is in an exceedingly strong position, with a gradual narrowing of the difference in favor of cane sugars. While the spot market is quoted on the basis of 3½¢ for centrifugals, very large sales have been made for shipment from Cuba at equal to 1-16¢ higher and refiners are said to be in the market for anything and everything obtainable on this basis. Offerings, however, are becoming very much restricted, as Cuba has now sold to a point where they can take care of the remainder of the crop. Europe has also advanced steadily, the present duty paid cost of beet sugars being at a parity of about 3.82¢ with centrifugals. Some five or six weeks ago they were 30@35¢ per 100 pounds above our basis. At this writing the difference has been narrowed to about 15¢ per 100 pounds and it is only a question of time when all markets will be on practically a uniform basis. This is inevitable. Refined sugar is strong and in good demand for the season—surprisingly so, in view of the very large business of the past two months. All sugar in "barrels" and "cases" was advanced 5¢ per 100 pounds and all sugar in 100 pound bags 10¢ per 100 pounds, just before the close of the market last Friday, making a total advance of 30¢ per 100 pounds on sugar in barrels since the upward movement started February 2. The difference between raw and refined is a shade under normal, but it is hardly likely that this difference will be changed until we get into the more active season. Refined will, however, undoubtedly participate in any improvement in raws. The tone of the sugar markets of the world is healthy and the improvement may be more rapid than is now expected. We think well of sugar.

Coffee—The market is stronger than a week ago and prices are about ¼¢ higher. The receipts of Rio and Santos are now nearly 1,000,000 bags less than the receipts up to the same time last year, and it is reasonably certain that the current crop will not exceed 10,500,000 bags. This is against 12,300,000 bags last year and 15,300,000 bags the year before. The prophecy which the bear element made last October, therefore, that the crop would not exceed 11,000,000 bags, bids fair to be somewhat more than realized. The chance is that the market will advance further by easy stages. Milds are very strong and in good demand. The better grades of washed coffee are coming in, and holders are refusing to sell at current quotations. Java and Mocha are firm at ruling prices.

Tea—The jobbers are still selling good quantities, although it is beginning to be pretty evident that the trade is becoming well loaded up and tea salesmen are having a harder time to dispose of their lines. There is small chance of anything new in the situation as long as the war continues. The stocks of tea from last year's crop are practically all in this country and are apparently large enough, in the aggregate, to supply all reasonable demands. When the

new crop begins to be marketed, then there may be a different story.

Canned Goods—Salmon continues to be the most active article on the list, the close cleaning up of cheap fish on the coast, the increasing scarcity of medium grades and the near approach of the season of actual consumption combining to stimulate buying interest in red Alaska salmon. The market for both spot and future tomatoes has been rather quiet, but has lost none of its firmness. In fact, prices now quoted on futures show an advance over the figures at which business was being done, as packers are not so anxious for business, many of them not having yet completed their contracts with growers for raw material, and hence are not in a position to figure costs. Corn remains firm. The need of spot supplies does not seem to be felt so urgently as to impel buyers to pay the prices demanded on the comparatively few and small lots offering. Some business might be done in futures on the basis of the prices paid on last sales, but packers seem to have about all the orders on their books that they care to take. Fruits are not very active. All lines are doing something, but the trade is hardly as large as it should be at this season, according to some of the jobbers. It appears that stocks are large enough to last until the new crop unless the demand should increase abnormally in some line.

Molasses—The market for grocery grades of New Orleans molasses is probably in a stronger position now than it has been in many years. The stocks in the hands of dealers throughout the country are gradually getting smaller, the wholesale grocery trade is carrying only small supplies and, with the receipts at New Orleans now so small that they are hardly worth noticing, every indication points to a scarcity of these grades within the next six months or previous to the new crop arrivals in October. While the shortage at New Orleans against last year is estimated at about 90,000 barrels, no heavy advance in prices has yet taken place. Holders have been very firm in their views, however, and have offered their goods only sparingly and then at full values. Low-grade molasses or blackstrap is also attracting considerable attention just now in view of the enormous shortage in production combined with an increased demand. This grade is used principally by alcohol distillers and vinegar manufacturers and, as a result of the high price of corn and wheat this year, more blackstrap than ever has been wanted to take the place of grain. The indicated shortage of this low-grade molasses in Louisiana is 160,000 barrels, and a small part of this deficiency has already been supplied by importations, while negotiations are said to be pending in relation to other shipments. This will only partially relieve the situation, however, and prices will undoubtedly remain as firm, if not firmer, than they are now. Prices for tank supplies on the plantation have been advanced 4@6¢ per gallon, irrespective of quality, which, with the added cost of freight and

barrels, would bring the price laid down in New York to about 11¢. This is almost double the cost a year ago. The tone of the market for foreign grades of molasses is also very firm. There have not yet been any arrivals from either Porto Rico, Barbados, or the other West India islands, but some new crop Ponce is expected during the week. All these first arrivals have been sold at full market values. The output of Porto Rico molasses from the Ponce district is only about half of what it was last year, and altogether the situation is very strong. There is very little inquiry in this country for the East End grades of Porto Rico molasses, and these supplies will probably go to Canada.

Dried Fruits—Prunes are selling well, and spot stocks are getting cleaned up, but in spite of that the market has no special strength. The coast market is held steadily on ruling basis, which is higher than secondary markets. Peaches are selling fairly well at unchanged prices. Seeded raisins are dull and unchanged. Loose raisins are in good shape, selling well at unchanged prices. Apricots are active and high. Currants are dull and slow, but holders are refusing to make any substantial concessions.

Rice—Any dealer will be pretty safe in buying a reasonable stock as there is apparently small chance of any decline with the war in the East threatening to play havoc with the Japan crop. Locally, there has been a very good business in rice the past thirty days.

Fish—The fishing fleet has started out to pursue the new shore catch, the number of vessels already starting being large. News of their catch, whether good or bad, should come into the market early in May. The demand for mackerel is light. Cod, hake and haddock are all unchanged, being high and scarce. New fish is coming into Boston in large quantities, but is being sold fresh. Spot sardines are working up a little, and many holders are asking 10¢ advance on oils. The demand is rather improved. Salmon is slow, but the market is firm, by reason of light supplies and excellent foreign demand. Lake fish are unchanged and quiet.

Baboon's Life Insured.

An insurance agency of Kenosha, Wis., has written a \$25,000 risk on Major Kelly, an educated baboon owned by a New York animal trainer. The animal has been the sensation of New York society for two years, and has been trained to a remarkable degree. The annual premium on the risk is \$2,500.

Dollarville—The Danaher Hardwood Lumber Co. has been formed to manufacture lumber and the products thereof with a capital stock of \$150,000, all of which is paid in. The members of the company and their holdings are James Danaher, Jr., Dollarville, 1,500 shares; Donald McDonald, Newberry, 1,500 shares, and Ray E. Danaher, Detroit, 1,200 shares.

Ontonagon—The Ontonagon Stave & Veneer Co. has begun the manu-

facture of staves, cooperage, veneers and barrels. The capital stock is \$30,000, the principal stockholders and their holdings being as follows: H. M. Bell, 77 shares; Jas. Mercer, 20 shares; R. E. Stephenson, 20 shares, and A. Halter, 10 shares.

Detroit—The Little Four Automobile Manufacturing Co.—has been formed to engage in the manufacturing and mercantile business. The authorized capital stock is \$25,000. The stock is held by W. L. Brown, 650 shares; J. D. MacLachlan, 650 shares, and F. L. Brown, 10 shares.

TOO LATE TO CLASSIFY.**BUSINESS CHANCES.**

Wanted—A man with a stock of goods to occupy a department store; location good; rent reasonable. Address J. E. Troutman, Rochester, Ind. 347

We Can Sell for Cash—Your stock of goods or business, no matter where located. Our plan gets the buyer. Write to-day. Wood's Investment Co., Main Office, Wellington, Kas. 351

For Sale—A strictly high-grade, two-seated surrey for less than manufacturer's cost. Stanhope style, and made from the best materials money can buy; ball bearing axles and pneumatic tires. This is a bargain. M. F. Goodrich, Jackson, Mich. 352

For Sale—New Giant soda fountain. Will sell cheap; a big money-maker in small town; also 8 foot dispensing soda counter. Address C. E. H., care Michigan Tradesman. 345

Wanted—Why sell your stock at 50 or 60 cents on a dollar when we can get 100 per cent. for you. 515 Chamber of Commerce, Detroit, Mich. 348

For Sale at a Bargain—Building and stock of merchandise, entirely new and up to date; in good farming country, four and a half miles from railroad. Enquire of No. 350, care Michigan Tradesman. 350

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—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—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

For Sale—Southern timber lands, hardwood, poplar, cypress and pine. Fine timber lands and stumpage. All Southern States, in large and small tracts. We also have a few good coal properties at attractive prices. Let us know what you want and we can supply you on short notice. Early & McIlwaine, Welch, West Virginia. 256

For Sale—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—430 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. 885

For Sale—Acme Spring Throw and Push Carriers. Cheap to introduce. Acme Cash Railway, New Haven, Conn. 176

Investigate—An excellent opening for someone who wishes to step into a good-paying, well-established dry goods business. Write for particulars. A. T. Burnett & Co., Charlevoix, Mich. 172

For Rent—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—Rare chance. One of only two general stores in best village in Genesee county. Write for description. Address No. 881, care Michigan Tradesman. 881

POSITIONS WANTED.

Wanted—Position by registered pharmacist in Northern Michigan or Detroit; single; A1 references. Address X. Y., care Michigan Tradesman. 346

SALESMEN WANTED.

Wanted—Salesmen in every town to sell guaranteed gold mining stock; no possible chance to lose. Our salesmen are making from \$2,000 to \$3,000 a year. The Winston Gold Mining Co., Detroit, Mich. 349