

MICHIGAN TRADESMAN

Twenty-First Year

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Number 1072

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Managers of Douglas, Lacey & Company
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IMPORTANT FEATURES.

- Page.
2. Window Trimming.
 4. Around the State.
 5. Grand Rapids Gossip.
 8. Editorial.
 10. The Hired Man.
 12. Butter and Eggs.
 13. New York Market.
 14. Dry Goods.
 16. Clothing.
 19. Do It Now.
 20. Leaf From Life.
 24. Woman's World.
 26. Hardware.
 28. Vegetable Windows.
 30. Shoes.
 32. Hoodoo Coin.
 33. Cleanliness, Godliness.
 34. Clerks' Corner.
 36. Skeptic and Enquirer.
 37. Hardware Price Current.
 38. Cut Soles.
 40. Commercial Travelers.
 42. Drugs--Chemicals.
 43. Drug Price Current.
 44. Grocery Price Current.
 46. Special Price Current.

GENERAL TRADE REVIEW.

General distribution in the North and West is still seriously interrupted by the effects of floods and the consequent congestion of freights in most centers. Conditions are improving as rapidly as could be expected, but it necessarily takes time to again reach the normal. Then the slow approach of spring after the long and severe winter causes delay in many lines of trade and in the active prosecution of industrial enterprises. But on every hand is found preparation for an active season. Buying for spring trade is on a liberal scale and building projects are coming forward in a way that promises no abatement as compared with any past period. In some of the principal centers organized labor controversies are becoming somewhat serious, but the spirit and firmness with which these are being met promise to limit the seriousness of the disturbances.

There were too many adverse influences in the stock market for any material activity, but its course showed a degree of firmness which promises healthy conditions when these temporary hindrances are no longer effective. Railway earnings are necessarily much demoralized by weather conditions and floods, yet in the aggregate they are only second to last year's climax of activity. As an indication of the strength and confidence of the financial world the Pennsylvania placed a \$50,000,000 loan at 4½ per cent. for eighteen months, which was taken at once and that without the slightest disturbance.

Among industries iron and steel are still taking the lead in the resumption of activity. Prices are well maintained and yet operations are being increased on every hand. There is not yet enough of a decline in raw materials for confidence in the textile world and so restriction of production is a prominent feature. Footwear is still only second to the rec-

ord of last year, but there is more of conservatism as to future business.

Where the treasure is there the heart is also. It is not to be wondered at that the French are very much interested in the success of Russia and have no fondness or friendliness for the Japanese in this particular instance. It is said that the people of France have over a billion and a half of dollars invested in Russian securities. They are chiefly in evidences of government indebtedness. This is a stronger tie to bind than the best treaty that was ever drawn. When you touch a man's pocketbook you touch his most sensitive nerve. The French want their money back with interest and their investments are a great deal securer with Russia winning than losing the fight.

Justice Brewer, of the United States Supreme Court, in the course of an address at Chicago, paid his respects to the union teamsters in referring to the police force of that city, as follows: "The policeman was the hero and sufferer at Haymarket Square, and of late in this city he stood beside the hearse in which your dear ones were borne to their final resting place and bade defiance to those human devils who for a slight difference in the matter of wages sought to light the fires of violence in the quiet darkness of sorrow and play the dance of hell around the confined dead."

The courts are commonly merciful to women in this country. That is why a woman who was plaintiff in a case on trial in Washington declared she would not tell her age unless ordered to do so by the court. This time, however, the court declined to save the exposure of female antiquity. If counsel insisted on the question the court would direct the woman to answer. The counsel didn't insist. Lawyers have occasional streaks of kindness.

The origin of the peculiar woman's right of leap year is said to date back to the fifth century. St. Bridget, so the story goes, was troubled because the women under her charge insisted on their right of proposing to the men. Accordingly she went to St. Patrick, and begged him to settle the matter by fixing certain seasons in which women might take the initiative. St. Patrick promised them every seventh year, but then, pleased by the persuasive eloquence of St. Bridget, he said they should have the longest year in the calendar, and that was every fourth year, when February had an extra day.

Small ability with great energy will accomplish more than the greatest ability without energy.

Manufacturing Matters.

Kent City—A. L. Power has sold an interest in his cheese factory to his son, H. S. Power. The business will hereafter be conducted under the style of A. L. Power & Son. The factory began operations for the season on April 4.

Weidman—The Weidman Cheese & Butter Co., composed of Geo. C. Fisher, Lewis Lapearl, E. E. Wolfe, J. Simmer and J. Fritz, has been established, with a capital stock of \$4,000. The stock is held in equal amounts by the stockholders.

Detroit—The Bacon China Kiln Co. has been organized with a capital stock of \$25,000 to engage in the manufacture of Bacon china kilns. The members of the company are A. E. Dance, who holds 472 shares; E. S. Bacon, 289 shares, and J. P. Scott, 289 shares.

Saginaw—The U. S. Cement Shingle Machinery Co. has been organized to manufacture machinery, shingles, tile, roofing and cement. The new concern is capitalized at \$50,000, the shareholders being Geo. C. Zwerl, 4,500 shares; Robert M. Randall, 499 shares, and Mary W. Randall, 1 share.

Kalkaska—A new canning factory has been established at this place under the style of the Kalkaska Canning Co. The authorized capital stock is \$20,000, the principal stockholders being A. E. Palmer, 100 shares; Jas. E. Harriet, 70 shares; J. M. Linklepaugh, 10 shares, and J. E. Rainbow.

Fremont—The Fremont Creamery Co. has been organized with a capital stock of \$5,000 to engage in the manufacture of butter. The members of the new company are Jas. Schrem, 276 shares; Henry Rozema, 10 shares; Ed. Zagers, 5 shares; Klaus Vendenbeldt, 5 shares, and Jas. Murphy, 4 shares.

Lansing—The Michigan Distributing Co. has merged its business into a corporation and will manufacture machinery and farm implements. The authorized capital stock is \$80,000, the stockholders being A. E. Merrifield, 130 shares; Daniel Bell, 100 shares; N. L. Spencer, 50 shares; F. M. Witbeck, 50 shares, and others.

Senator Knute Nelson declares that in fifty years Alaska will have a population of 1,000,000. In view of the past history of the United States no one will be rash enough to say him nay. If the mineral wealth of Alaska continues to be developed within the next half century as it has during the last decade, the estimate of Senator Nelson may not prove out of the way. Already many thousands of white people have been able to pass the whole year in Alaska in comparative comfort, and the increase in the means of communication will serve to make life in that region even more tolerable than it is now.



Four Sorts of Windows That Compelled Attention.

A caterer, a jeweler, a florist, a druggist and a milliner all told a story, last week, each in a different way, of things temporal for man's—or woman's—interior and exterior calculated to fill some real or imaginary need or satisfy some burning, craving desire, this latter of course applying strictly to the Fair Sex, in regard to the store of the last merchant mentioned.

* * *

Jandorf's appetizing story related to spicy looking fruit cake in fat round loaves, and oblong, too; gingersnaps with child-pleasing sugar sprinkled on their shiny tops (always somehow reminding one of poor dear little David Copperfield and the cakes that Peggotty gave him in the paper bags); yellow cookies, delicately browned on the outside and with Zante currants on the inside and of a grandmotherly thickness; pop-open cylinder-shaped loaves of brown bread—like “those that Mother makes;” “old maid's curls” having the appearance of rows of cannon piled into pyramids; chocolate puffs that newsboys love to indulge in—most any time in the evening, on Monroe street, one may see them munching their sweet stickiness; baked beans; oranges, and apple and custard pies.

(I never see custard pie without thinking of a young lady I used to know who was a regular kid for this variety of dessert and who always said she “just loved to take a piece of custard pie in her hand and bite it right down through!”)

Lace was shirred on a rod at the rear of the window and yellowish green, cambric covered the floor of the space. Jandorf always has tempting goodies displayed in his two large windows, but he makes the mistake of not having quite dainty enough accessories. One naturally associates nothing less than immaculate white linen with cooked articles of food and anything else seems incongruous. Some windows containing prepared edibles go the yellow-green cambric “one better” and resort to the use of white cheesecloth. This is an improvement over the other stuff, to be sure, but it is still too cheap in appearance for this purpose. The material employed should be nothing but white linen and the background curtain should be of some other material than lace—something plainer, like sateen.

Speaking of pop-open brown bread, I don't know how Jandorf makes his, or just what tins he uses, but I know one good housewife who is fortunate in being one of those cooks who are “born, not made,” who saves the round pint tin cans that contain “canned goods” from the grocery. The ridged end she melts off in the flame of the gas stove, being careful not to melt the solder along the side. These are washed up and set away,

open end down, to be used as occasion demands. When making corn bread the batter is put into these small cans to within a couple of inches of the top and four are placed in a steamer, which just holds this number. One extra one is always made to give away to some old lady living alone or to some young friend who is boarding around at the restaurants. The latter can take it to her room, buy a nice little oblong of creamery butter and a little pot of jam or cheese and have a delicious little lunch that is a welcome change to the restaurant routine, and she need not return the tin can. Every good cook knows some girl in an office so situated to whom a morsel of “home cooking” comes like a godsend, and more housewives should make a practice of bringing these little oases into the boarding-around-at-any-old-place life of their less favored friends—their homeless friends.

* * *

The jeweler, P. J. Koke, has but two small windows at his disposal in which to give the public a hint of what may be seen within, but they are always attractive, being ever arranged with nice discrimination.

The dainty little curtaining hung on the rod at the back of the exhibit seemed to be of the same material as Spring's mammoth ones—white sateen. In neither window were the objects very large. The floor of the east one was covered with soft white goods and on the step-like arrangements, set diagonally under the floor covering were placed small articles pertaining to a jewelry store. At the rear right hand corner were a cut glass carafe and two pretty candlesticks in the same material. Next to these was a bouquet of four enormous pink carnations and asparagus fern. Good taste was shown in having the flowers of the best obtainable—large and fresh. They made a charming bit of color and drew attention to the goods. In front of these were handled opera glasses and separate sticks for attaching to old glasses. If one is tired of his old-fashioned glasses without this convenience he may purchase a handle for them and be up-to-date.

There were dainty little bookmarks of narrow satin ribbon with the heart, anchor and cross attached, indicative of the approaching Easter. These always make pretty and appropriate gifts for this joyous season of the Church.

Many other pretty objects were in evidence, notably something new in hatpins—white and old-rose colored mother-of-pearl spikes for the heads, a very acceptable present for Milady at any season of the year. Hatpins, like their brothers of the ordinary sort, are “forever and eternally” getting lost and their replenishment is a matter of no little expense if one wants nice ones—and one usually is not satisfied with anything at all “common” in this line. A case of one suggesting the other, mayhap, next to the hatpins were several varieties of side-combs likely to fill some fair damsel with the desire to possess one or more of the display. This is another article of strictly feminine use which is always having

something happen to it and one is generally needing duplicates.

Gold bracelets and gold beads, two old-fashioned articles of adornment rescued from the past, were in close proximity to the combs.

Tiny chatelaine dull silver powder-holders come handy for the girl with the shiny nose, although many are averse to advertising the fact, no matter how “tempting” the little containers, that they resort to the use of powder for self-beautification!

Gentlemen's and ladies' gold watches occupied another of the step-like projections, along with massive emblem rings.

At the very left was quite a space on which were exhibited many small articles for common use, noticeable among them being neat sterling silver belt buckles (ladies'), handsome corkscrews (gentlemen's) and a large selection of sterling silver satchel name-plates (both sexes). These always make a gift to rejoice over for man, woman or child, forming, as they do, a means of identification of lost or mistaken bags.

In the left hand window of this dealer were beautiful specimens of dull silver articles, for the table, mostly in colonial patterns. Some lovely little cream and sugar sets were especially nice for little five-o'clock tea-tables. Jet black cloth was laid under these silver articles to bring out their soft luster. Here, also, boxes, or something similar, had been placed under the floor covering to give variety to the height of the silver. The display here was limited to a few goods, so that the mind's eye might easily carry away the pleasing picture.

* * *

Henry Smith often gives quite a bit of attention to a combination of colors in his immense posy windows that must be a trade-bringing plan. It is extremely hard to resist spending money for flowers, either for one's very own self or for one who needs them more. I say “needs.” Flowers fill a very actual, a very tangible want of the human heart and have come to be looked upon almost as a necessity in these times when the “raising” of plants is an impossibility in our gas-lighted, furnace-heated human habitations. The flowers cost a pretty penny, but it is a penny gladly parted with for the intense pleasure to be derived by the buyer in this exchange of commodities.

There was a very wealth of color one day last week in this enterprising florist's place of business. Here are a few of the plants that were abloom (and otherwise):

Hyacinths, daffodils, feathery spiraeas, deutzias, marguerites, hydrangeas (pink and lavender), roses, azalias, acacias, tulips (white, red and yellow), paradoxia, araucaria, mimosa (a fine yellow thistle-shaped flower), Boston ferns and last, not least, the ever pure and fragrant bell-shaped Easter lilies.

The so-called “Puerto Rican” matting comes in all colors and groupings of colors and makes a very pretty covering for an ugly earthen pot.

All sorts of pretty receptacles and an extensive amount of parti-colored

ribbons are carried in stock by Mr. Smith, which add not a little to the natural beauty of the lovely goods in which he deals.

* * *

Some time ago Peck Bros. conferred a boon on that part of the general public who are ignorant of the appearance of various drugs in their natural state by exhibiting, in their large bent-glass show window, heaped-up piles of drug supplies just as they are obtained from Mother Earth. No one who passed that window but looked in long and interestedly, and I have often wondered why they never repeated the experiment. It certainly made their store the most-talked-of establishment on the street during the entire time those drugs were in the window.

Last week there were three things exposed to view in the window mentioned which reminded one strongly of that memorable other week. This time it was an immense inner-lined burlap bag of “arnica blows,” that made one want to get a whiff of their pungent odor; a large box of stick licorice, showing, in its turned-over position, the leaves in which it was originally packed, and a small barrel or keg of ye olde-fashioned horehound, little bags of which reposed in front, irresistibly drawing the beholder inside the portal.

* * *

Not familiar with the leaves in which the sticks of licorice were packed I asked a certain well-known, well-read business man if he could give me any information on the subject.

“No, he knew absolutely less than nothing concerning them—not even their name.”

Then I called up Peck Bros. themselves, and was told (by an obliging lady's voice) that they were laurel leaves. She did not know where they were procured by the licorice manufacturers but was of the impression that they came from this country.

I asked Mr. J. H. Hagy, buyer for the wholesale firm of Hazeltine & Perkins Drug Company, to tell me something about the leaves.

“They are bay or laurel leaves,” said that good-natured gentleman of the pill and pestle. “They don't grow in this country, but are imported from Spain, Italy, Turkey, Russia and, in fact, most Southern European countries. They come over here packed in a dry state, pressed flat, as you see them with the licorice. The latter must be packed in something that will not absorb its properties and the laurel leaves are admirably adapted for this commercial purpose, giving, as they do, their aromatic odor to the licorice. Then, too, the packing must be something that will not allow the licorice to ‘run’ or melt when it ‘crosses the hot sands,’ so to speak, in the warm weather.”

A young German, a fellow who knows how to thoroughly appreciate the good things of life on this terrestrial sphere, says that on his native heath a certain kind of hare is allowed to remain in pickle for a long time—two months maybe. It is called “hazenpfeffer.” When it is thoroughly pickled—“if the truth were
(Continued on page six.)

STAPLE AS GOLD

Grocers are wise to sell more Royal Baking Powder, because in the end it yields a greater profit than the low-priced powders, many of which contain alum, which is injurious to health.

Royal Baking Powder is always worth one hundred cents on the dollar, and no grocer need hesitate to carry a large amount of it in stock.

Royal Baking Powder retains its full strength in all climates all the time.

Varying atmospheres do not lessen its leavening qualities. You have no spoiled stock.

It is absolutely pure and healthful and always sure in results.

It never fails to satisfy the consumer.

It is sold the world over and is as staple as gold.

AROUND THE STATE

Movements of Merchants.

Niles—S. Daniel, meat dealer, has sold out to Wm. Johns.

Wexford—Foust & East succeed John Lenington in general trade.

Summerton—S. W. Cline has sold his grocery stock to J. J. Battles.

North Port Huron—J. Collinge has opened a news and stationery store.

Boyne City—Joseph McNamee has engaged in the grocery business here.

Union City—H. G. Fisk has sold his stock of groceries to Glenn Worden.

Ann Arbor—Wm. Purfield has embarked in the shoe business at this place.

Muskegon—James Mulder has opened a dry goods store on Pine street.

Manton—George Gibson has purchased the bazaar stock of Chas. J. Bristol.

Willis—J. O'Brien, dealer in general trade, will shortly retire from business.

Grand Ledge—Love & Lewis have engaged in the paint and wall paper business.

Marshall—C. B. Powers has purchased the meat market of Amos W. Hoffman.

Coldwater—H. Ruple, of Bronson, has purchased the furniture stock of John Soderquist.

Leslie—Milo Campbell has purchased the brick building in which his drug stock is located.

Atlanta—Chas. E. Alpern has purchased the dry goods, boot and shoe and crockery stock of Jacob Cohen.

Udly—Pagett & Braim have engaged in the grocery business. The stock was purchased of James Lewis.

Lake Ann—Louis Huellmantel is erecting a store building, which he will occupy with a stock of groceries.

Lake City—Peck & Peck succeed Miss R. A. Howey in the millinery and ladies' furnishing goods business.

Boyne City—Wm. Pratt has purchased the jewelry stock of A. L. White and consolidated it with his own.

Reed City—Harvey Hawkins has purchased the general merchandise stock of the estate of John W. Densmore.

Marion—Geo. L. Thornton continues the department store business of G. L. Thornton & Co. in his own name.

Hudsonville—L. M. Wolf will celebrate the 21st anniversary of his engaging in business at this place on June 8.

Cheboygan—Haynes & Rabor, clothiers, have dissolved partnership. The business is continued by A. O. Haynes.

Kalamazoo—Tyler & DeMeyer are succeeded in the coal, wood and ice business by the Kalamazoo Ice & Fuel Co.

Bronson—D. J. Kensinger has sold his half interest in the furniture and undertaking business of DeWitt & Kensinger to J. W. Holcomb. Mr. Kensinger will return to Indiana.

Croswell—Miss Olive Kinsey has purchased the millinery parlors of Mrs. Anderson and will continue the business.

Howell—A. W. Cimmer has moved his grocery stock to Fenton, where he has formed a copartnership with Mr. Mathews.

Hastings—Dawson Bros. have sold their drug stock to Quincy Hynes. Mr. Hynes formerly conducted a drug store at Delton.

Ionia—E. H. Thompson has sold his clothing stock to Broderick & Son, of Grand Rapids, who will continue the business.

Saranac—Watt & Wallington have established a branch general store at Cucumber Bend, with Howard Lane in charge thereof.

Mesick—Geo. S. Surplice has sold his drug stock to A. E. Stickley, who was formerly engaged in the drug business at Winn.

Dowagiac—The Geo. E. Bishop Hardware Co. succeeds Geo. E. Bishop in the hardware, carriage and paint and oil business.

Lake Ann—J. T. Richardson has sold his store building to Samuel Ward, who has engaged in the general merchandise business.

Sault Ste. Marie—George Elliott announces that he will embark in the grocery and bazaar business in his own building about May 1.

Frankfort—Chas. Moody and Chas. Cooper have formed a copartnership and purchased the general merchandise stock of Huckle & Pettis.

Muskegon—Wilcox & Pollard, dealers in cigars and confectionery, have dissolved partnership. The business is continued by C. F. Wilcox.

Boyne City—T. J. Wood has sold his grocery stock to Zylstra & Peebles, of Atwood, who will remove the stock to the Hillegas building.

Union City—Homer Fisk, after fourteen years spent in the grocery business, has retired from trade, having sold his stock to Mr. Worden.

Coldwater—John Soderquist has sold his furniture stock to Harry Ruple, of Bronson, who will continue the business at the same location.

Fife Lake—James S. Hodges has purchased the hardware stock of Hodges & Glidden, the two "Dicks" having decided to retire from trade.

Concord—Bert E. Dunn has sold his interest in the hardware business of J. C. Reynolds & Co. to Delbert Warner, brother-in-law of Mr. Reynolds.

Howard City—Austin Barber has embarked in the shoe business and will be located in his own block, recently vacated by the Fuhrman stock of shoes.

Irving—W. W. Watson, of Middleville, has purchased the general merchandise stock of J. T. Pierson. Clare Watson will have the management of the business.

Sutton's Bay—The Wyman & Strong Co. has sold its general merchandise stock to N. C. & Frank Clark, of Ovid, who have already taken possession.

Escanaba—The Escanaba Clothing Co. has engaged in the mercantile business, with an authorized capital stock of \$10,000, held as follows: M. Perron, 10 shares; Jos. Lapointe, 20 shares, and M. Fillian, 20 shares.

Aima—Stevens & Cole, furniture dealers, have dissolved partnership, Mr. Cole retiring from the firm and Mr. Stevens continuing the business under the style of Stevens & Co.

Pontiac—Miss Sadie Burke has purchased an interest in the millinery stock of Mrs. M. Wildgen-Pauli, at 53 Saginaw street. The business will be continued under its present style.

Scottville—Wm. Arnold has severed his connection with the F. J. Reader Hardware Co. and purchased some lots at Chief Lake, where he will erect a building and engage in the agricultural and implement business.

Beulah—The hardware store of Barker Bros. has been re-opened, with O. E. Barker as manager. Henry Howard will be associated with Mr. Barker in the agricultural implement, windmill and cream separator business.

Cheboygan—F. A. Kramer and Leo Edelstein, who compose the clothing firm of F. A. Kramer & Co., have dissolved partnership by mutual consent. The business will be continued by Mr. Edelstein in his own name.

Escanaba—A. A. Soder, Jos. Lapointe and E. Gaudette have engaged in the general merchandise business under the style of the Masonic Block Department Store. The authorized capital stock is \$25,000, held in equal amounts by the stockholders.

Saginaw—Dan J. Mooney, formerly with Heavenrich Bros. & Co., and Benj. J. Pitsch, engaged with Mauter & Krause, have formed a copartnership under the style of Mooney & Pitsch and opened a clothing, furnishing and hat store at 319 Genesee avenue.

St. Johns—H. E. Pierce has sold his grocery stock to his brother, E. J. Pierce and Mr. Shumaker, who will continue the business under the style of Pierce & Shumaker. Mr. Pierce has removed to Price, where he has purchased a grocery stock and to which he will add a general line of goods.

Adrian—A. J. Walper, of Toledo, has purchased the furniture and crockery stock of W. E. Kimball & Co. Mr. Walper, who represents a Toledo furniture and manufacturing company on the road, will continue in that capacity until July 1. In the meantime the business will be under the charge of Joseph Michaels.

Kalamazoo—H. G. Colman & Co. have merged their drug business into a corporation under the style of the Colman Drug Co. and will engage in the manufacture and sale of drugs and medicines. Capital stock is \$12,000, held as follows: H. G. Colman, 796 shares; Helen C. Eaton, 399 shares; F. H. Colman, 2 shares; A. H. Pengelly, 2 shares, and C. Mounningh, 1 share.

Hancock—A. J. Scott, who has been engaged in the drug business at this place for the past thirty-five years, has decided to retire from business. He has accordingly sold his stock to Peter O. Bakke, of Milwaukee. For the past four years Mr. Bakke has been making this territory as the representative of the wholesale drug house of Jerman, Pflueger & Kuehnstedt, of Milwaukee.

Saginaw—The E. R. Gould Shoe Co., Limited, has been formed with a capital stock of \$10,000. The business is to be managed by a board of three and in the first instance N. M. Lacy, Caro, is Chairman; E. R. Gould, Saginaw, Treasurer; C. E. Hodges, Secretary. The stockholders are: N. M. Lacy, \$250; E. R. Gould, \$250; C. E. Hodges, \$250; Agnes L. Lacy, \$1,416.66; Ella M. Hodges, \$1,416.66; Mary L. Gould, \$1,416.66. The amount actually paid in is \$3,000. The business is located at 124 North Hamilton street.

Manufacturing Matters.

Cheboygan—Sullivan Bros. have begun operations at their new cigar factory.

Pontiac—The Pontiac Knitting Co. has increased its capital stock from \$50,000 to \$75,000.

Monroe—The National Milling Co. has increased its capital stock from \$500,000 to \$600,000.

Detroit—The Ray Chemical Co. has increased its capital stock from \$100,000 to \$200,000.

Ypsilanti—The capital stock of the Ypsilanti Underwear Co. has been increased from \$200,000 to \$700,000.

Muskegon—The capital stock of the Atlas Parlor Furniture Co. has been increased from \$50,000 to \$70,000.

Cheboygan—The Cheboygan Electric Light & Power Co. has increased its capital stock from \$100,000 to \$200,000.

Coldwater—An increase in the capital stock of the Wm. A. Coombs Milling Co. has been made from \$100,000 to \$135,000.

Kalamazoo—Mrs. Estella Lehman, proprietor of the Rough Rider Suspender Co., has merged the business into a corporation under the same style.

Alma—The Alma Manufacturing Co., manufacturer of wagons and agricultural implements, has increased its capital stock from \$100,000 to \$125,000.

Jackson—Arthur Phelps, who has been manager of the Post Tavern Cigar Co., of Battle Creek, for some time, has returned to this place to assume the management of the Smoke House Cigar Co.

Homer—The establishment of a factory at this place for the manufacture of steam valves, plumbers' supplies and other novelties is under advisement, a committee having been appointed to investigate the matter. The plan proposed is to organize a stock company to be capitalized at \$25,000, with \$7,000 paid in, to be used in the purchase of machinery, patterns, etc., and in getting the factory into operation.

Commercial Credit Co., Ltd.

Widdicombs Building, Grand Rapids
Detroit Opera House Block, Detroit

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



The Grocery Market.

Sugar (W. H. Edgar & Son)—There has been no quotable change in the market for raw or refined sugars. There have been sales, however, of practically spot centrifugals at equal to 3.67c and the market is now quoted at 3½¢@11-16c. As evidencing the trend of prices, we call attention to a sale of new crop Java sugar at equal to 3¼¢, duty paid. These sugars are probably for June or July shipment by steamer and, therefore, can not go into consumption until very late in the season. At this writing Javas are not obtainable on this basis. Europe remains firm around a parity of 3.82c with 96 deg. test—next month's shipments 1-32c higher. Cuba is now firm at 2¼¢ cost and freight, say 3.73c, duty paid, at which no business has yet transpired. Refined sugar continues in good demand for withdrawals on contracts and, with conditions improving in all flooded districts, a very much better demand is in sight. New business is comparatively light, which, however, is not surprising in view of the large transactions of the past thirty days. A short period of comparative dullness is generally looked for, but stocks throughout the country being only sufficient to supply current requirements, a steady increase may reasonably be expected. We have no changes to note in quotations, and at this writing there are no special indications for the immediate future. We think well of sugar.

Tea—Considerable speculation is indulged in as to what will be the effect of the war on the coming crop, but that, of course, remains to be seen. The trade is pretty well loaded up and jobbers find selling more difficult than it was a month ago.

Coffee—Receipts at Rio and Santos are 1,040,000 bags less than up to the same period of last year, which proves that the current crop will be even less than the estimates of 11,000,000 bags made last October. Mild coffees are firm and unchanged, and Javas and Mochas are about in the same condition. Nos. 7 and 8 Rio are still ¾¢ higher in Brazil than they are in this country, and in consequence the coffee afloat is less than for many years.

Canned Goods—Canned goods of all kinds are moving better than they were two weeks ago. It is likely that stocks are well depleted throughout the country in most lines and the dealers are beginning to load up again. The canned fruit has some little time to sell yet before the fresh goods are on the market, and it is moving. Peaches and apples are doing quite well. Fancy goods are not moving in a very lively manner, but standards of all varieties are in demand. There is little change in tomatoes. Just now there appears to be a trifle easier feeling in the spot goods in the east, although it is very likely only temporary. The

tomato market has been rather steady to firm for some time. Good stock is in ready sale, but of course there is a lot of poorly packed goods yet to be moved and this is weak and selling at low prices. Corn of the 1904 pack is interesting the trade very largely now as the 1903 is almost a minus quantity. Prices paid for 1904 have been considerably in advance of those of a year ago. The high price of the corn will doubtless induce more planting this year than last. Asparagus prospects are dampened by the heavy rains in the California districts where much of it is grown. Some of the farms have been inundated and others are reported totally destroyed. Salmon is unchanged, with a good demand and prices strong. With the season of the heaviest demand yet to come, jobbers are wondering where the stock is coming from to supply it.

Dried Fruits—Prunes are somewhat weak, both on the coast and in secondary markets. Peaches are in fair demand and cheap lots are being cleaned up at unchanged prices. Currants are ¼¢ weaker and are slow sale. Seeded raisins are dull and unchanged. Loose Muscatels are in good demand and strong. Apricots are selling well and stocks are closely cleaned up. Prices are firm.

Rice—If the war in the East continues it is not all unlikely that there will be advances in the next crop of rice, but at present the stocks are large enough to preclude a very heavy advance in the near future. At least that is the opinion of several jobbers.

Syrups and Molasses—Corn syrup is a little stronger and has gone up a trifle. It is just getting readjusted to the higher prices of cereals. Sorghum is as hard to get as ever, if not more so. All grades of molasses are doing very well, and the way the trade keeps up is almost surprising to the jobbers. The maple syrup problem is a hard one to solve in Minnesota, as the food department is very strict. However, most of the goods that are labeled illegal merely contain some other form of sugar and are in no wise injurious. Syrup that passes the test is very rare.

Fish—Mackerel is very weak in price, but no further declines have occurred during the week. It is possible that a good brisk demand would cause an advance, as stocks on spot are light. Sardines are tending higher, speaking of oils, which are scarce. Mustard sardines are inclined to be weak. There is some doubt whether many new sardines will be marketed in May, although the season opens May 10th. The winter has been hard on the weirs, and the repairs will take a long time. Cod, hake and haddock are quiet and very high. In Gloucester very high prices are being paid for fresh fish, and the consumption of the cured article has actually been blocked by prevailing prices. Salmon is firm, and so far as home consumption is concerned, quiet.

The Dettenthaler Market has leased the store building adjoining its present quarters on the east and will occupy same after May 1.

The Produce Market.

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

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

Beets—50c per bu.

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—4c per lb.

Celery—25c for home grown; 70c for California.

Cocoanuts—\$3.75@4 per sack.

Eggs—Receipts are not much in excess of consumptive requirements. Local dealers pay 15c on track and sell for 16c. There are indications that both paying and selling prices will recede about 1c in the near future.

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 \$2.75@3 per box.

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

Maple Sugar—10@11½¢ per lb.

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—Local dealers meet no difficulty in obtaining \$1 in carlots and \$1.10 in store lots. The price is gradually stiffening at most outside markets.

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—Receipts are increasing and supplies are reaching the market in good shape. Quarts fetch \$3.75 and pints bring \$1.65@1.75.

Sweet Potatoes—Jerseys are steady at \$4.50 per bu.

Tomatoes—\$3 per 6 basket crate.

Wax Beans—\$3 per box.

Hides, Pelts, Tallow and Wool.

On account of the scarcity of buff hides the market shows sales at 9 cents, which has been strenuously fought for by dealers. This will stiffen hides all along the line, and for the poor quality tanners object, as they can not see a new dollar for the old one.

Sheep pelts are kept closely sold

up on a sharp demand and light offerings.

Tallow develops nothing very new. It is a dull, sluggish trade. No deals can be made without concessions.

The new wools are being offered by growers and bring 20 cents for medium unwashed. An occasional clip brings a little over this for local buyers' special pull. Eastern dealers are clubbing down prices, and any argument they can use is brought up. Local buyers seem to think they can see a future for good margins and are bears. No set price is established, as one waits for the other to open on prices, while piles bought so far are small. Local buyers will not contract ahead until they are better informed on the outcome.

Wm. T. Hess.

Program for the Butchers' Banquet.

The annual banquet of the Grand Rapids Retail Meat Dealers' Association, which will be held at the Livingston Hotel to-morrow evening, promises to be an event of rare pleasure to all who attend. Music for the occasion will be provided by the Wurzburg orchestra, while solos will be sung by Paul C. Rademaker.

The program of addresses will be as follows:

"The Meat Business and Organization"—John H. Schofield.

"Country Sausage"—Rev. J. Herman Randall.

"A Few Choice Cuts"—E. A. Stowe.

"Patriotism"—A. E. Ewing.

"The Retail Meat Dealers' Lament"—S. J. Hufford.

"Butchers of the Past and Present"—Levi Pearl.

The banquet will begin promptly at 8:30 o'clock, with the invocation by Rev. J. Herman Randall. J. O. McCool will act as toastmaster.

The Boys Behind the Counter.

Calumet—Buford G. Lincoln succeeds Joseph Matulys as clerk in the Eagle drug store.

Port Huron—Inslee Pierce has taken a clerkship in the Rodgers drug store.

South Haven—Chas. Rumsey, who has been clerking in M. Hale & Co.'s grocery department, is again with E. W. Edgerton, assisting in preparations for opening the new store at 426 Phoenix street.

Hillsdale—Carl V. Richardson succeeds Charles Klingensmith as clerk in the Goodrich drug store.

Detroit—H. O. Nichols, formerly manager of the clothing department of Foster Bros., at Port Huron, has taken a position with Traver-Bird & Co.

Davis & Co., grocers, bakers and ice cream manufacturers, Ypsilanti: We think the Michigan Tradesman the best trade journal published.

Ed. Schumann, for several years with the Dettenthaler market, has taken the position of superintendent for the Omaha Packing Co.

The Worden Grocer Co. has sold a grocery stock to H. M. Davis at Chestonia.

The Omaha Packing Co. opened for business yesterday.

WINDOW TRIMMINGS.

(Concluded from page two.)

told, when the meat is almost rotten," said this young man—it is removed from the pickle, placed in a large kettle (used especially for this purpose) and water and a little vinegar are poured over it. Then bay leaves and pepper, salt and many strong pungent spices are liberally sprinkled over and around the meat and it is simmered a long time, forming a sort of soup, the meat being so tender (or rotten, ugh!) that it falls apart when picked with a fork.

"My, but it's good—simply out of sight!" exclaimed the young man referred to. "It makes my mouth water just to think of it."

I differed from his estimate of the so-called delicacy.

* * *

Across the street, on the opposite corner, merchandise of quite another sort beckoned the public inside—but only one-half the public, the other half were interested only in the most cursory way.

The Emporium window floors had been covered with white tissue paper, somewhat crumpled and then heaped up to a depth of six inches. On top of this were gracefully laid white chifon in one and a soft buff in the other. In this last, in a fancy basket with a very tall handle, were daffodils, adding their bright golden color to the pale yellow below them. Depending from the handle were long and wide loops and streamers of white and light lemon soft taffeta ribbon, drooping gracefully over the asparagus fern below.

There were only a few hats in these windows, the trimmers (all young ladies employed in the store) avoiding the very common error of overcrowding a display, there being but two in the left window. One of these was a most dainty example of the milliner's skill. It was a white maline Napoleon shape, encircled with white forget-me-nots and their green foliage. The buds of this flower were true to Nature in their tiny pink tips. A little wisp of lace at the back and a buckle completed this airy creation. A lily-draped mirror on the wall repeated the temptations in front of it.

A turban in the opposite window was composed entirely of buff roses, with a beautiful garniture of flat-laid ribbon on top shading from white to deepest buff. The dealer doesn't make a mistake this year who lays in a goodly supply of colors on this order—buff, butter color, maize, "champagne." They are all popular sellers.

One hat in the west window was especially pleasing, and probably would not wait long for a purchaser. It was an Havana brown Maud Mueller shape. The wire foundation was covered with unusually coarse net, laid on perfectly plain—no shirrings or folds or tucks—and therein lay its beauty. The low crown was draped with a veil of the same material—edged with three rows of narrow lace of exactly the same shade—and this hung down in two long points at the back. A snug bunch of six buff roses at the right in front completed this very stylish headgear. It would make a fetching suit hat.

HEALTH OF THE AGED.

Some Ways By Which It Can Be Improved.

A man is as old as he feels, a woman is as old as she looks.

What is old age? It is not merely the lapse of years, but it is something else. Ninon L'Enclos, who died at 90 years, preserved an appearance of youth and beauty after she had passed the traditional limit of three-score and ten. Old Parr, an Englishman, who died at 120 years of age, possessed all his faculties of manhood up to the century mark. There are old men at twenty-five, old because they have suffered the decay and disabilities that are commonly attributed to the wear and tear of many years of life.

When we enquire of the physician he can only tell us that old age is discovered only in bodily decay. He replies that there is a diminution of all the functional activities. At middle life, with all the bodily functions in complete activity of operation, one set is constantly engaged in repairing by the various procession of nutrition the losses caused by the wear and tear of such activities, while another set is occupied in getting rid of the waste matters which have performed their purposes, and are discarded, or which from the first were worthless and are thrown out.

When the two processes of the restoration of the worn parts, and the relieving of the body of that which is no longer of use, but which would be highly injurious if not properly disposed of, are properly balanced and kept in perfect operation, there results a high state of health with a reserve of energy which can be used for extraordinary exertion.

But such extraordinary exertion must be paid for by a corresponding, momentary it may be, weakening of the bodily powers, to be cured by rest and a little care, but in time any persistent unusual tax on the bodily powers may result in an early breakdown. Such is the effect of excessive dissipation and debauchery, and it is by this means that the old man of twenty-five years becomes a possibility.

Tessier, a medical authority on the physiology of senile decadence, tells of the structural degeneration of the chief bodily organs in the general order of their failure, thus: First, the heart and blood vessels; second, the lungs; third, the kidneys; fourth, the digestive organs, and fifth, the brain. First, of the heart, which is now recognized to be the organ which plays the chief part in the ending of life. There is commonly a hardening of the walls of the arteries so they cease to respond readily and actively to the function of distributing the blood, and there is also a weakening of the nerve supply. The heart begins to give trouble, and finally there may be a tragedy attributed to heart failure. But the heart is not primarily at fault. It did its duty as well as it could to the end. The blood supplied to it either was not good in the beginning, or it had become impure through the failure of the purifying function to get rid of the poisons that should have been

thrown off. No heart, however vigorous, can do its full duty working with impure blood.

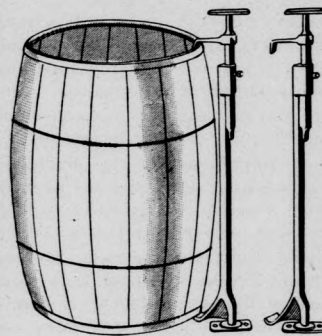
Usually old persons eat too much. The digestive organs are more or less enfeebled, and they cannot dispose of the quantity of food once the ordinary and proper allowance of the patient. Moreover, it is often the case that the substitutes that were once found to be wholesome are no longer so because of the increased difficulties of digestion. When, therefore, the person of advanced years attempts to keep to the same bill of fare, in the same quantities that made up his daily meals thirty years earlier, he heavily overtaxes his powers of digestion and assimilation, as well as the ability of the depurative organs to dispose of the greater amount of resulting waste matter.

It is easy to see why under such circumstances the heart, supplied with insufficient or unwholesome blood, or both, is driven to a task beyond its power, and faithful to the purpose for which it was created, exerting its utmost but enfeebled energies, sinks under the load, as the wounded soldier, still fighting to the last, falls and dies on the field of battle.

These lines are not written to weaken the confidence of the patient in his physician. On the contrary, the aged person more than ever needs the care of the medical adviser, but he needs advice perhaps more than medicine. He needs prudence in eating above all, and one of the lessons he is to learn from his own experience is what sorts of foods are most conducive to his health, and what sorts invariably disagree with him.

Horace Fletcher has for a number of years given himself to a careful study of the human digestion. Collaborating with Sir Michael Foster, and other distinguished physiologists,

at Cambridge University, England, and with the Physiological Faculty of Yale University, in the United States, and with medical officers of the United States Army, he has reached the conclusion that most people

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even in their usual health eat more than is good for them, and that nearly all persons advanced in years are to be charged with that offense against their failing physical faculties. There is so much sound sense in this doctrine, that the London Lancet, probably the very highest exponent of medical progress published, says in its issue of Jan. 30, of the present year:

It is with considerable complacency therefore that we may view what seems almost to amount to a "craze" at the present time. We allude to the prevalent exploitation of eating slowly and eating less. A more generally beneficial doctrine could hardly be chosen for the popular medical idol of the moment. A lay contemporary has recently devoted many paragraphs to the researches and experiences of an American gentleman, Horace Fletcher, who has made it the business of his life to demonstrate that most people eat too much and eat too fast. Incidentally he believes that a new throat reflex has been discovered insuring proper mastication for the "slow feeder." Mr. Fletcher's results have interested physiologists and many of his experiments were carried on at Cambridge in association with Sir Michael Foster and other physiologists at that place. As an enthusiast Mr. Fletcher sees in the reduction of the quantity of food necessary for the individual far-reaching results, amongst others the kernel of National military success by the simplification of the commissariat problem. Napoleon's dictum that an army "moves on its belly" is to be altered and the instructed army will hardly need a belly to move on. Whatever may be the wide effects of the adoption of such a system of feeding as Mr. Fletcher proposes, at any rate there can be no question of the individual advantage that would follow in most cases from such a course. A similar lesson, in a less convincing form, is, of course, the central point of the mysterious successes that attend Mr. Barrie's heroine in his play of "Little Mary," and if when lay writers dealt with medical subjects they were always to work in such directions the medical profession would welcome them as valuable co-operators, as, indeed, we do in the case of Horace Fletcher.

Advice as to dietetics is commonly thrown away on persons in fair health and is never heeded by the young; but those advanced in years should give it regard because it can accomplish for them great benefit and add to their comfort and happiness. The aged are in no hurry to depart hence and, while they must moderate their demand for physical indulgences, they may, at least, by a proper attention to health retain a much better hold upon life than they could hope for without such care.

She Was Taking No Chances.

She had been suffering for several days with a slight abscess, and when she decided to have it lanced her young husband accompanied her to the physician's.

"You are very brave, dearest," he said to her, as they waited for the doctor in the reception room.

"Oh," she said, smiling sweetly, "you see, I'm going to take chloroform or gas or something."

"No! Oh, no!" he remonstrated. "You mustn't—"

"Why, Jack, it won't cost so much more—"

"Darling, how unkind! But, you know, sometimes patients die under chloroform."

"I'll risk that. Ah, doctor, my husband is trying to scare me with tales about patients who die under chloroform. Now, you don't think—"

"Pshaw! There's no danger when the doctor understands his patient's condition," exclaimed the physician. And a few moments later:

"Will you kindly take hold of this sponge? By the way, just before you came in I was administering the drug to a man, and he was honestly quite amusing. He rattled on about the

early love affairs—gave himself away in great shape."

"Oh!" cried the young woman in evident distress. Then collecting herself: "Will it hurt dreadfully, doctor?"

"The lancing? No; with the drug you won't be any the wiser."

"I think I can manage without any drug, don't you know?"

"You might faint, dearest," put in the anxious husband. "And doctors say there's no danger in your case. You'd better take it."

"No, I think not," she said, throwing the sponge away and sitting bolt upright. "I'm going to show you men how a weak little woman can bear pain."

Side Talks About Advertising.

There are probably, at this time of year, more demands made upon the retail druggist for a remedy for coughs and colds than for any other one kind of medicine. When some manufacturer's ready made preparation is not specifically asked for, the thrifty druggist should be prepared to furnish a thoroughly reliable remedy of his own manufacture, one which does not, in name or style of package, simulate any other manufacturer's product.

And the druggist should, by judicious advertising, see to it that his patrons are thoroughly familiar with the fact that he does prepare a remedy for coughs and colds on which they can place absolute dependence.

There are many ways in which the attention of the public may be attracted. A supply of twenty-five and fifty-cent sizes of your own preparation, re-enforced by judiciously worded window strips, will be sure to attract attention. Calling the attention of purchasers of other lines of articles to your own cough remedy is usually quite effective. When in need of medicine for the purpose mentioned they will be likely to remember yours, and, if they do not have particularly in mind some other remedy, will be quite apt to call for yours.

Advertisements in your local paper, if one is published in your town, will be found of probably the most value, provided the advertisement be attractively prepared and the "copy" changed at least every two weeks, if the publication be a weekly.

If no paper be published in the place in which your business is located, it will be found that little pamphlets, judiciously distributed, will yield satisfactory returns.

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E. A. STOWE, Editor.

WEDNESDAY - - APRIL 6, 1904

PATERNAL GOVERNMENT.

The radical political element in this country is un-American. The democratic idea abroad is something very different from the Jeffersonian conception of popular liberty. It does not comprehend so much the development of individual genius and character as the bestowal of all the rewards of labor and enterprise upon the people as a whole. The ideal autocracy would be a system of government with all the power of the state held by a single person who would provide for the welfare of all his subjects as a good father looks after the interest of his children. The social democrat is impatient and distrustful of paternalism thus defined. He insists that the general interest is safest when it is under the immediate protection of the people themselves. The weak point in this political philosophy is found in its inadequate recognition of the supreme importance of individual independence and initiative to progress in every field of endeavor. The social democrat regards it as enough if the will of the majority is supreme, and he is often too little careful of the security of personal rights. It is the grand distinction of the political system of this country that it is a limited democracy. A nation has made a great advance when it has converted an autocracy into a constitutional or limited democracy, and the distance is almost as great between a limited and unlimited democracy. To accord absolute power to a mere majority is hardly less dangerous than to confide everything to the justice and wisdom of a single person. It is necessary, first of all, to secure the effectual operation of equal laws so that neither the tyrant on the throne nor a popular party in the majority can trample upon the natural and inalienable rights of private citizens.

With this end in view, the authors of the Constitution of the United States undertook to define the limits of the authority of the Federal Government on the one hand and of the several state governments on the other, as precisely as possible. It seems that they were not altogether successful in this attempt. At least representatives of apparently conflicting interests have found it possible to differ widely in regard to the construction of various provisions in

the organic law of this country. From the very beginning of the history of the Federal Government a marked paternalistic tendency became evident, and the country very narrowly escaped civil war, on that account, as far back as the administration of Andrew Jackson. The complaint of the disaffected, then—a complaint very frequently repeated since—was that Federal authority had been exercised beyond its legitimate limits for the protection of particular classes and special interests. Of late years, however, a similar abuse of power has been demanded for the protection of the masses against the classes, and so, at last, even in this country something in the nature of Social Democracy, a tendency in that direction, has acquired a degree of popularity in certain quarters. The Jeffersonian Democrat declares himself equally opposed to both these tendencies. He might admit that in a country where the condition of the masses is hopeless, where the poor man's son has no opportunity to escape the burdens which have rested so heavily upon the shoulders of his father, and where all the great prizes of life are reserved for a privileged few, a more or less plausible plea might be made for the establishment of a social state; but it seems to him premature, to say the least of it, to propose a revolution of that sort under existing conditions in the United States. He asserts his opposition to every form of socialism in full view of the giant's strides made by monopoly here within the last twenty years. He is not yet prepared to give up the fight for individualism. He sees here the most magnificent body of common people the world has ever known; the descendants of men who have periled all for the sacred cause of personal liberty, or of men who have crossed the seas to make a home for themselves and their children in a land where hitherto a career has always been open to every honest and capable worker. He remembers how great a part of the whole number of Americans who have achieved fortune or fame have come to the front from the ranks of that mighty mass of sturdy yeomen and honest toilers. And, therefore, he feels that it ought certainly to be possible to make a successful appeal to the general public in this favored land in behalf of the principle which embodies the whole meaning and purpose of true democracy.

As a matter of fact, no public leader in either of the great parties in the United States would admit that he is ready to abandon the struggle. The Republican party, while clinging as tenaciously as ever to the policy of patriotism, declares that the trusts represent a form of oppression which the Government should neglect no legitimate means to crush or to cripple. Democratic statesmen have suggested that a good deal might be accomplished in that behalf by a revision of the tariff. A Republican Governor of Iowa has boldly announced the same view, and has succeeded in securing at least its partial indorsement by his own party in that State. For that reason the plan of fighting the trusts through tariff re-

vision was commonly known in the campaign, preceding the congressional elections two years ago, as the "Iowa idea." The most conspicuous figure on the stump, however, about that time was President Roosevelt, who deprecated the adoption of the "Iowa idea," on the ground that it would not be possible to strike a blow at the trusts in that way without, at the same time, doing serious and possibly irremediable injury to legitimate industries. Mr. Roosevelt's bump of caution does not ordinarily appear abnormally large, but it is very conspicuously in evidence whenever any proposal to touch the tariff is under consideration. The other day Secretary Shaw undertook to show, by a long and somewhat specious review of the history of Federal legislation on that subject, that the Republican party had been from the first to last the only earnest and effective opponent of the trust system in the United States. Of course, he did not neglect to dwell upon the Government by Attorney General Knox in the Northern Securities case. On the other hand, attention has been called to an apparent attempt on the part of the Attorney General himself to hedge—that is to say, to remind the capitalists directly concerned in that case that the decision rendered by the Court would not be found so sweeping in its application as some enthusiastic anti-trust people might have been led fondly to believe.

What the general public desires is that all existing anti-trust legislation shall have full effect and that it shall be supplemented by further legislation whenever it may appear feasible and desirable to provide additional defenses against monopolistic aggression. But the country demands nothing violent, nothing undemocratic, nothing revolutionary. No man can establish a claim to exceptional originality, honesty or public spirit by mere noisy denunciation of this form of evil; but if any man can prescribe a prompt and effective remedy, one which will commend itself to the sane judgment of the people, he will win a well-merited applause. Meanwhile, what is needed is to confide the enforcement of the anti-trust laws and the revision of the tariff to the hands of men who will, at least, endeavor to protect the freedom of the home market against the machinations of the inveterate foes of competition.

The tobacco crop of Cuba this year will be the finest ever gathered owing to the adoption of a Yankee idea—that of covering the plants with cheese cloth—which was originated by the tobacco growers in Connecticut. The cloth protects the plants from insects and the leaves are fully developed without spots or flaws of any sort.

It is predicted that the crops this year will be early and satisfactory for the reason that the frost was so severe during the past winter that insect pests were killed. Something will of course depend upon the climatic conditions. Too much or too little rain is the cause of most of the troubles of the agriculturist.

INFLUENCE OF RELIGION.

Several wealthy Japanese recently arrived at Seattle, their errand here being to visit some of the principal centers of the United States for the purpose of seeing and learning. The report says that one of the things they desire to ascertain is "whether religion enters to any appreciable extent into the actual daily life of our people." That seems at first glance like a curious mission, and yet it is an eminently proper enquiry, and it would really be interesting and instructive to Americans to read the reports made by these visitors on this particular subject. Their opinions will differ materially, according to the places and the scenes visited. If they go into the dives, the drinking places, etc., they will see the sadness of sin, which will impress them as being very widespread. If they go on the stock market or into politics and make a very thorough investigation, they will believe that religion enters precious little into the daily life of Americans. Properly conducted strangers, after what might seem to them a very thorough examination, would be convinced that there are no saints in this country, but that the United States is one great aggregation of sinners.

But there is another side, and it is the side which it is hoped these visitors will see. Religion in the particular, liberal sense enters very thoroughly into the daily life of our citizens. They have only to note on every hand the hospitals, the asylums, the homes, the social settlements and all that sort of enterprises, to be impressed with the great care and concern Americans have for their unfortunate and their generosity in providing for the welfare of those who are in distress. The religion of charity is exemplified perhaps no better in any country than it is right here in the United States. But more than that, the religion which holds up ideals of high thinking and right living is a very potent influence and enters more generally into the daily life than most people might believe at first thought. Religion teaches honesty and justice. The Americans as a people, in their business and their personal relations, are pre-eminently honest. To the great proportion of the people this statement applies. There are exceptions, and many lamentable ones, to be sure, but the Americans as a people are honest and honorable. Even those who belong to no church and subscribe to no religious creed pay a hundred cents on the dollar and keep their word as faithfully as they would their bond. The Yankee is a great admirer of justice as represented by fair play. The influence of religion in this country is infinitely more far reaching than the sound of the preacher's voice or the notes of the church chimes.

The radical advance in long distance rates by the Michigan (Bell) Telephone Co. is probably due to the ambition of the promoters to pay a dividend on the enormously watered capital stock, so they can unload on the investing public, the same as was the case with the old company.

OUR INTEREST IN THE EAST.

The Washington Government which has all along been burning with eagerness to become embroiled in the war between Japan and Russia, may at last be able to hatch up a pretext.

Everybody knows that Secretary Hay took early occasion to interfere by proposing to the European Powers to join him in guaranteeing the freedom of the Chinese Empire from spoliation by Russia in the present war. The proposition was at once recognized by all the other Powers as a remarkable piece of intervention in a matter in which the United States can only have an indirect and remote interest.

It was also recognized that Russia was already occupying Manchuria, one of the provinces of China, and that any proposition to include that in any undertaking in which Secretary Hay was seeking to engage was wholly out of the question, and to persist in it would mean nothing less than war with Russia, since if Russia should be victorious in the war she would undoubtedly hold on to Manchuria, which province Russia has already occupied for some years past.

The European Powers, to which Mr. Hay's note was presented, at once insisted on striking out any allusion to Manchuria, and they signed it with that condition. It was shrewdly suspected that Mr. Hay was acting wholly under the influence of the British Cabinet, since it is well known that the partition and parceling-out of the Chinese Empire has already been in progress for years. France has assailed it from the South, and while the country captured and annexed did not actually belong to China, it trenched closely upon the ancient Empire. Thus France has absorbed about 250,000 square miles of Annam, Cambodia, Cochin China, and Ton-King, and has pushed up to China proper, and is ready to seize on her share of the plunder as soon as the break-up of the Empire shall take place.

Germany's slice of China is as yet not very large, but a brave beginning is made with the intention of increasing it enormously at the break-up, which must occur sooner or later. In November, 1897, Germany seized the District of Kiau-Chau, on the east coast of the province of Shan-Tung. It embraces a port with a fine harbor and a territory of 200 square miles, and a population of 60,000. After some negotiations, China having protested against the seizure, the entire region was leased to Germany for ninety-nine years, and became virtually German territory.

Great Britain has long owned the island of Hong Kong, in the mouth of the Canton River, and with territory on both sides of the bay and river completely commands the city of Canton and all the territory tributary to it.

From this it is seen that the division and seizure by the great European Powers, such as Russia, Great Britain, Germany and France, have long ago commenced, and that the Government of the United States has never protested against any of the

marauders, with the single exception of Russia. Russia and Great Britain may be considered hereditary enemies on account of the fear by the latter that Russian aggressions in Asia mean an attack on Great Britain's Indian Empire.

The conclusion is irresistible that Secretary Hay's intrusion into the war in Asia was done in the interest of Great Britain, or that this great Republic, under the control, as it is at present, of a veritable madman, is getting ready to seize a share of China when the general dismemberment comes, and that the Philippines are to be used as the base of operations when the dividing of the spoils shall commence.

It is not surprising that all the conspirators that are engaged in the spoliation of China were willing to sign Mr. Hay's note after it was required and admitted that Manchuria was to be excluded and excepted from the conditions, which are now robbed of their attack on Russia and actually mean nothing now, beyond that when the present war is over if Russia still holds Manchuria she can continue to do so, and all the other robbers will hold on also to what they have seized. It is now a general agreement to that effect. The work of spoliation will take place at some future time.

China also signed the agreement of neutrality in the war, but it is difficult to believe that China, whose territory is at stake, can actually sit still without taking some part in aid of Japan. In this connection it is reported that Russia has captured a junk loaded with Chinese troops, which was being towed by a Japanese steamer under such circumstances as to give color to the belief that the Chinese were co-operating or aiding the Japanese. There are also indications that the Chinese generals commanding in the northern provinces are in favor of making common cause with the Japanese in an effort to drive out the Russians.

These indications and discoveries do not necessarily imply that the Chinese Government is not entirely sincere in its protestations of neutrality. Although the Pekin Government may be heartily desirous of remaining neutral, one or more of the Chinese viceroys in close proximity to Manchuria may decide to aid the Japanese without consulting the Pekin government. Chinese viceroys are prone to act independently and have frequently done so in the past. They naturally resent Russia's theft of Manchuria and would welcome any turn of events that might drive that Power out.

Whether Japan will do anything to induce the Chinese to seek an open rupture with Russia may very well be doubted. Chinese assistance would be a very uncertain quantity, whereas it would give Russia the desired pretext for utilizing Chinese territory in her military operations. It would, therefore, appear that it would be more to Japan's interest for China to remain neutral than to insist upon taking a hand in the war.

For China to espouse the cause of Japan against Russia would be a serious matter, as it would furnish Rus-

sia with an excellent pretext to seize more of Chinese territory and establish her policy of exclusion firmly, not merely in Manchuria, but over the whole of Northern China.

The prospect at present is that Russia will be defeated, and may be finally driven out of Manchuria, but even allowing that Russia holds her ground and makes further aggressions in China, that can give no shadow of an excuse for the United States to plunge into an Asiatic war which can bring no benefits to this country.

The time will come sooner or later when we will only have such trade in China as the European nations that may conquer it will permit, but if China should awake, as has Japan, the Western invaders will be driven out, and when China shall be fairly developed by means of railroads and machinery the people will be able to produce and manufacture so cheaply that so far from being able to sell them our products, they will supply themselves and compete with us in other markets.

The arrogant claim is made that the position of this country as the leading power in the Pacific ocean demands that we be consulted upon any matter so important as the balance of power in the Far East.

The business of this great Republic is to devote itself to the Americanization of the Western Hemisphere, which in commerce, in the prejudices of its people and in their feelings and ideas, is largely under European influence, and, certainly, in the countries outside of the United States, is under European control. If under the aegis of the Monroe Doctrine American statesmanship and enterprise and money were employed in developing our rich New World, we would not need to care who dominated the Old.

Therefore, there can be no more dangerous talk than that our enormous growth in power and wealth has made it impossible to hold aloof from the family of nations or to refrain from playing our part in the affairs of the world. The prospect is that sooner or later we will have all we can do to keep Europe out of our hemisphere. Great Britain is the chief foreign holder in it. Her domain is vastly larger than our own, and instead of acting as a catspaw for her, we should beware of her more than of all others.

This country takes more than one-half of the baled leaf tobacco which Cuba exports, but less than one-fourth of the number of cigars sent out by the dusky queen of the Antilles. So enormous is the quantity of cigars rolled in manufactories in the United States that the sources of supply of the material outside of that raised under the Stars and Stripes are many and important.

Over \$500,000,000 of American capital has been expended in developing railroads in Mexico. The Mexicans appreciate what American enterprise has accomplished for their country and encourage American undertakings of every description for they know by experience that the Americans are usually successful in business ventures.

AN ATTACK ON COLUMBUS.

One of the first things which the youthful student of American history is taught is that Christopher Columbus discovered America in 1492. Ever since that eventful voyage Columbus has been held in high esteem and his name has been much respected. For more than 400 years he has enjoyed a good reputation both in print and popular speech. He is in danger now, however, of losing his good name. Henry Vignaud, first Secretary of the American embassy in Paris, has written a letter to Hon. Whitelaw Reid, in which he rakes Columbus fore and aft and says that he was not an honest man and that the histories have given him an altogether better reputation than he deserves. Mr. Vignaud is a native of Louisiana and has been abroad in the United States diplomatic service for more than a quarter of a century. He has made a very thorough study, consulting original documents and records, and his charges against the discoverer are sweeping, summed up in the single sentence, "He was boastful and lying, greedy, violent and brutal."

In his bill of particulars filed with his complaint against the ancient navigator, Mr. Vignaud says that Columbus, instead of being descended from noble ancestors whose coat of arms is engraved on their tombs at Piacenza, was the son of an humble weaver. Likewise it is insisted that Columbus made untruthful statements about his age, claiming that he was born in 1436, or at latest in 1446, when as a matter of fact he was born in 1451. It matters less when or where a man was born than it does about what he did after he was born, but Mr. Vignaud lays great stress on his statements as showing that he did not tell the truth, and the man who will prevaricate about one thing may about another. It is argued that if it is proven he lied about his age and his ancestors, he was untrustworthy as to other things. It is asserted in the same connection that he did not originally start out to reach the Indies by the way of the West and that this was an afterthought. Mr. Vignaud bases his allegations upon various deeds and other documents he has consulted, which are at variance with generally accepted history. Columbus is to be congratulated that he escaped such severe criticism for more than 400 years. The fact remains that however unreliable he may have been as to his ancestry or the date of his birth he did make the voyages, and as commander of the expedition discovered the New World. That is glory enough for one man and even Mr. Vignaud admits it. It is doubtful if the histories will all be re-written because of these alleged discoveries. The fame of Columbus as a fearless navigator must continue as it has for more than four centuries. If his father was a weaver, it is all the more credit to the son that he accomplished so much, and although he may have been the first, he certainly was not the last individual to be wary about stating his age.

What a happy old world this would be if people who lose their tempers were unable to find them again!

THE HIRED MAN

Approaches the Crisis, But Dodges the Issue.

"There's jest no two ways about it. I've jest got to go to town an' git somethin' to wear onto my feet."

This statement was made with great emphasis by James Milker, hired man by the month, to Peter Clover, hired man by the day, as they stood together in the open doorway of the woodshed.

"Yes," responded Mr. Clover, "seems to me I've heard you say somethin' like that some time afore."

"Well, this time there's no gettin' around it. I'm jest agoin' to knock off at noon and go to town."

"Asked Ol' Orrin?"

"No, I ain't asked Ol' Orrin, an' what's more I ain't goin' to ask him, I'm jest goin' to tell him."

Peter Clover smiled skeptically. Just at that moment Mr. Earlap came out from breakfast and the three men went out to the barn together.

It was some time after this, when Mr. Earlap had changed wagons three times and the help was just beginning to load the empty wagon he had driven into the barn yard, that the hired man spoke. "I mos' forgot to ask ye, can Pete an' me take a hoss after dinner to drive over to Heronville? We got to have some shoes."

Peter Clover opened his mouth aghast. He was day help and did not desire to be docked a half day.

"I don't—" he began.

"We'll have the manure all out o' this end o' the yard 'fore noon an' I reckoned 'twould be about the best chance we'd git, the way we're goin to tuck into work this spring."

"Fur as I'm concerned—" interpolated the day help again—

"No objections, hev ye?" said James Milker, hurriedly. "I'll take ol' Buckskin an' the ol' square box?"

"Why, no," replied Orrin Earlap, hesitatingly. "If you got to go, you got to go, I s'pose, though I did think we'd finish coverin' that east lot to-day."

* * *

Old Buckskin was not a fast horse and it was nearly three o'clock when the pair drove into Heronville, James Milker having talked so continuously that Peter Clover had not once had a chance to state that he didn't mean to come at all.

"Fore we go to any store I've got to have one drink over a bar. I've had cider, an' cider, 'til I'm plumb blasted jest longin' for a civilized drink."

Peter Clover said more. He knew he could not afford to lose the half day. He could not afford any new boots, yet at that moment he was glad he had come. As they pushed open the green doors.

Twelve regular customers came and went, some slipping in the side door, some in the back door and some coming and going through regular channels, while the two hired men enjoyed to the fill the big glasses of beer which they sipped slowly as if it were wine, held up to the light ever and anon, as they leaned luxuri-

ously on the bar with one foot on the iron railing.

Several times the bartender had nervously wiped off the counter close to the happy pair without hurrying them in the least. The next time he appeared Mr. Milker remarked in an offhand tone of good fellowship, "Where's a good place here to git a pair o' boots?"

"All the stores is good, I guess. Sometimes I goes to one and sometimes I goes to another."

"Till he's got trusted at all of 'em," facetiously observed the other bartender, at which the two hired men laughed long and flatteringly.

"Hyde'll do as well by you as anybody," observed the facetious bartender condescendingly.

"I've got a pair of boots on," began James Milker, but both bartenders had hurried far down to the other end of the long bar to wait on the dapper-looking village customers who had just come in, and the hired man did not have a fair chance.

They wandered out and looked up and down the street for Hyde's Shoe Store, and finally they spied it far down the thoroughfare.

* * *

It was Mr. Hyde himself who came forward.

"Ah, good afternoon, gentlemen. Something in footwear to-day?"

"I've brought a friend of mine in," said Mr. Milker with a sudden inspiration, "who wants to git the best pair of boots you got in the store. He asked me where to come, an' I said Hyde's is the place, I says, where they keep boots that are good, an' will wear, an' that's where you git 'em at prices that's right, I says."

The meek Mr. Clover opened his mouth to protest, but the shoe dealer was leading the way down the store toward the heavy wear department. "You've come to the right place," he said, confidently. "Of course we sell more coarse shoes than boots these days, but I've got a few customers yet who know how much more protection a boot is, and I keep a special stock for them. Let me see, I know your name perfectly well. Eh—"

"Clover, Peter Clover."

"Oh, yes, I remember, and of course your name I know, because you've been such a good friend of the store."

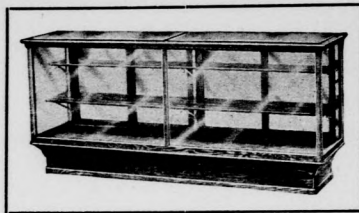
"Milker, James Milker," put in the regularly ordained hired man, hastily.

"Oh, yes, Mr. Milker, I know you well enough, but Mr. Clover hasn't been in quite so often. Now there's a boot, Mr. Clover, that we have made especially for our trade and it is a good one. Solid stock back and front, not a pieced back, you will observe, counters on the outside so you don't have to slip a table knife down inside to keep the counter up every time you put them on, when they get a little old."

Mr. Clover took hold of the boot awkwardly, it was so new and bright and shiny. "I wasn't calculatin'," he began—

"He wasn't calculatin' to pay more'n about \$2.50 for a pair this time," broke in Mr. Milker hastily.

"You hit a half dollar under the price on them," ejaculated the dealer, "but just exactly the figure that I was



From the
First

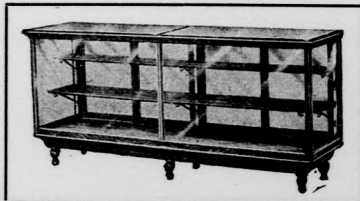
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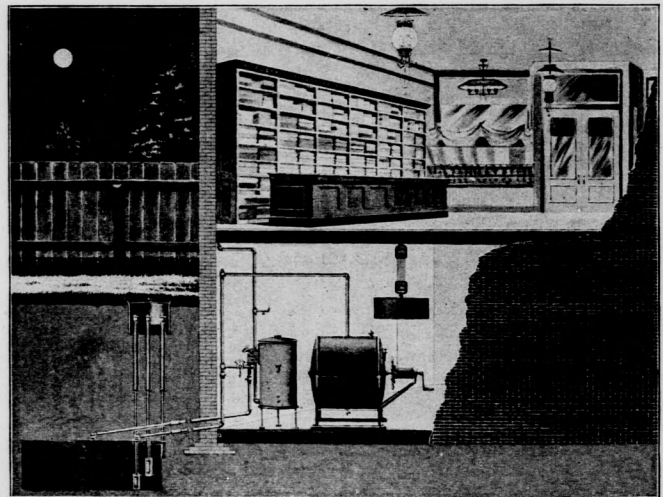
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to make them to you at—\$2.50, which only allows us a quarter of a dollar profit, but I want to do right by you. What size do you wear, Mr. Clover? You do? That's a number 9 you've got right in your hand. It'll fit you like a glove."

"No need to try 'em on," broke in the hired man. "They'll fit you all right. Do 'em up, Mr. Hyde. They're jest what he wants."

"Why, dang it, I— Gosh blast it—" ejaculated the perplexed day helper.

"Oh, hush up," interposed Mr. Milker. "Pay for your boots an' let's git out an' git another drink."

"Nothing for your own wear, to-day? queried the dealer as he placed the package in the hands of the confused Mr. Clover and jingled the two silver dollars and the half together in his hands.

"No, I guess not, to-day," said the hired man, "not to-day."

"Why, dang it, you— Why—" exploded the day helper.

"Yes, we'll have to be goin'," said the hired man, hastily. "I'll be needin' somethin' pretty soon now, and I'll be sure to come in, Hyde, same as I allus do, an' all my friends. Good day."

And he piloted the scowling Mr. Clover, who hadn't intended to lay off, who hadn't intended to come to town, who hadn't intended to buy any boots, out of the door. But the dark look on Mr. Clover's face lightened some as he saw where Mr. Milker was headed for, and they went off up the street—Ike N. Fitem in Boot and Shoe Recorder.

Fallacies About Fish.

It is doubtful whether any given food in common use contains constituents which have a selective action, so to speak, on the property of ministering to one part of the body more than another. As a rule, when a food is assumed to have specific reparative properties—as, for example, a so-called brain or nerve food—the fact really is that such food is easily and quickly assimilated to the body's general advantage; in a word, in such a case repair quickly overtakes waste and a real purposeful nutrition and restoration are accomplished. The administration of such elements as phosphorus or iron in medicine is, of course, a different matter, but these elements are evenly distributed in the materials of a daily diet.

It is often stated that fish is a food which ministers particularly to the needs of the brain, because it contains phosphorus. As a matter of fact, fish does not contain more phosphorus than do ordinary meat foods, and it certainly does not contain it in a free state. The notion that fish contains phosphorus had no doubt its origin in the glowing phosphorescence of fish in the dark. This phosphorescence is due, not to phosphorus at all, but to micro-organisms. The belief, therefore, that fish is a brain food is just about as reasonable as the idea that because soup is thick and gelatinous "it will stick to the ribs," or as sensible as the celebrated advice to Verdant Green to lay in a stock of Reading biscuits to assist his reading.

Fish, of course, is excellent food, partly because of the nourishing nature of its constituents and partly because of its digestibility. But it is in no sense a specific for brain or nerve.

Corean Wisdom.

A thing is good when it is new. A man is good when he is old. He who hath eaten salt drinketh water.

One can paint the fur of the tiger, but not his joints.

Even the blind man can find his way through an open door.

When the tiger is gone, the fox is master.

As soon as the moon is full it begins to grow smaller.

The higher the mountain the deeper the valley.

Does smoke come out of a fireless chimney?

Even a hedgehog says his young ones are weak.

A single high wheat stalk is not distinguished from the rest in the field.

A basket full of gold is not so valuable for a son as instruction in one of the classics.

It is only the thirsty who dig a well.

When the ox has broken through the stall repairs are first made.

A family who has no sickness for ten years must be rich.

New Idea in Unbreakable Tableware.

The Company du Val-St.-Lambert, of Liege, Belgium, is manufacturing a hardened crystal dish, which in appearance closely resembles fine translucent china of uniform shape and manufacture. The resisting power of this ware is due to a special hardening process and to the quality and nature of the crystal used. It not only successfully resists the usual wear and tear, but is almost proof against breakage. The resistance to shocks and sudden changes of temperature of this product is remarkable indeed. A hardened crystal dish can be substituted for a hammer in driving nails into wood, while the same ware can be put into boiling water at a high degree, then plunged into ice water repeatedly, without the least noticeable damage to the dish or plate.

New-Fangled Orthography.

Francis Wilson, when not engaged in being funny on the stage or in hunting old books, loves an hour on the water. He has a neat little sailboat with which he finds it safe to explore the shores of Long Island Sound in the neighborhood of his home at New Rochelle, New York.

This boat has been named "Psyche," which seems to fit the light and airy nature of the craft, and of which he is rather proud among the host of commonplace names of many other local boats.

One day last summer Mr. Wilson was on the pier when he saw a grizzly oysterman regarding with a disgusted expression the name as it appears on the stern. Pointing with his thumb he called his companion's attention to it and said:

"P-s-y-c-h-e!" Well, if that ain't the durndest way I ever seen to spell 'fish!'"

Knife Blade Thirty Feet Long.

The biggest carving knife ever manufactured may be seen at the World's Fair. This monster blade is 30 feet in length and has an edge as sharp as a razor. It is made out of the finest steel, and the handle is a masterpiece of the cutler's art, elaborately carved and beautifully polished. It would take a veritable giant to wield a knife like this. The blade is altogether of American manufacture, and it is expected to show for the first time that American cutlery has now reached a point of perfection where it fears no rivalry. The giant carving knife cost several thousand dollars, and special machinery had to be made before its construction could begin. No such knife was ever before manufactured.

No Charge for Overvaluation.

"This ring," said the jeweler, "will cost you \$50, with our extra service gratis."

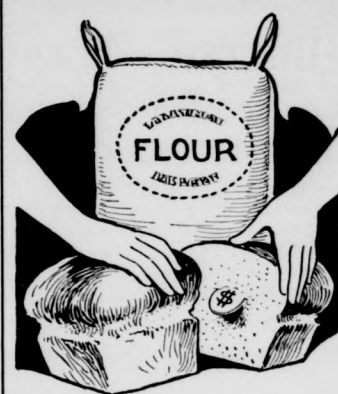
"What is your 'extra service?'" asked the young man who was looking at engagement rings.

"When the young lady calls to make enquiries we'll tell her it's worth \$150."

Husband Your Brains.

The first lesson of scientific education should be that a man's brain cells are not only money, but capital, and that it is just as possible to dissipate them foolishly as to use them in the work of building up a career.

It takes a man with a strong face to travel on his cheek.



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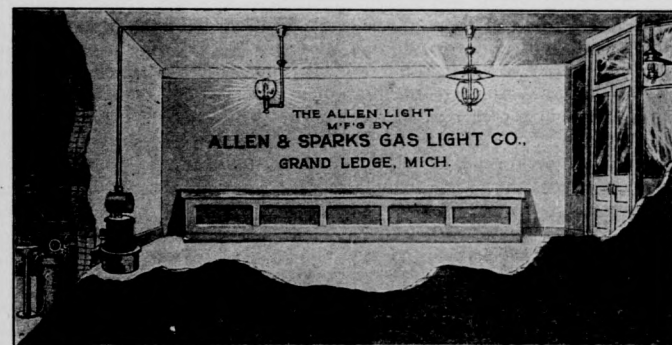
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ALLEN & SPARKS GAS LIGHT CO., Grand Ledge, Mich.



Observations of a Gotham Egg Man.

It is rather interesting to note that the average price of best refrigerator eggs in September has always shown a profit over the prices paid in the previous April and May, and that in every instance except one (1899) the November average has been higher than the September average. This is quite natural, for it would very rarely happen that any one would begin to unload storage holdings at any loss at the beginning of the unloading season; even when the situation is inherently unhealthy at that time the position is not sufficiently developed to make it apparent, and in September it is always the offering of storage reserves which limits the natural upward tendency of prices. It is quite natural also that November—which is perhaps the month of naturally lightest egg production—should usually see some advance in the level of storage egg values, even although later developments may prove disastrous to remaining stocks—for there is always the possibility of a hard winter ahead. But it is noted that in six of the last ten years the January average was lower than the November average and in only two was it any higher. In four of the years there was a very bad wind-up at heavy losses. In considering the above figures it should be remembered that they represent the average of the highest grade; the average quality being below the value of the best the figures would have to be let down somewhat to indicate average results.

The more conservative feeling as to the storage egg deal noted among local operators early last week—when we were getting the heaviest receipts ever recorded in this market—had about as much effect as a dam of straw in a spring freshet. It was not at all contagious, and it took only a day or two to show that it was not shared by the sum total of speculative operators. Prices here had fallen below a parity with country cost, and instead of putting the latter down many of the big egg packers went right along buying everything in sight and packing for storage. Most of them had orders in hand from people in nearly all parts of the country and many of them thought they might as well turn some to storage on their own account. So the prices stayed up and at this end of the line supplies available for current use began to run short.

We have a very heavy consumptive demand here now and, of course, must compete with the speculative outlets to get the stock to supply it; so prices here were drawn steadily upward to a full parity with Western cost—which now seems to have been reached.

Perhaps the action of the market does not truly indicate the relative force of the storage disposition, but this is only a faint hope. Collections have probably not made a normal in-

crease as yet; in many of the Northern sections the weather has been backward and in the Central West there have been very bad floods which have seriously interfered with the receipts of stock at primary points.

Most of the experienced egg operators regard present prices as dangerously high and many of them declare that they will not store any eggs unless they can be had later at more conservative figures. There are probably a lot of outsiders who have been attracted to the deal by the profits last year and by the very easy terms upon which a lot of eggs can be carried with comparative little money, but it seems hardly possible that there can be enough of these to absorb the April surplus when the country dries up and warms up, and when production reaches its height.

One of our Warren street egg houses received the other day in a shipment of eggs from Kentucky five cases that were invoiced as "solution eggs." Upon examination they proved to be old eggs—hard to say how old—apparently kept in some kind of pickle, although they were not limed eggs. Upon breaking they smelled to heaven and the yolks were found to be solidified. They were a pretty poor specimen of modified hen fruit and the receiver was lucky to find a buyer for them at \$1 a case. The strange thing is that any one should have kept these eggs through the months of high prices, unless it was done simply as an experiment.—N. Y. Produce Review.

American Apples Wanted in France and Ireland.

The Department of Agriculture of Canada has had its attention called to the excellent market in France for apples. The firm of Champagne Freres, of Paris, writes that 1903 was the first year that American and Canadian apples have come to France in important quantities, and that the best apples brought satisfactory prices. The market, he adds, is not so good at present, but he is of the opinion that it will soon recover. What are wanted, he emphasizes, are apples of the best qualities and hard and strong, so that they will arrive in good condition. From the north of Ireland a correspondent writes to the same department that a good market for first-class fruit and other products exists. A dealer in Belfast, R. Andrews, writes that that market is not properly cultivated by Canadian exporters and desires to be put in correspondence with them. A market open to Canadian fruits would seem worth cultivating by American shippers.

"The Japanese language," we are told, "was molded into its literary form by the touch of woman." Perhaps that is the reason why it contains no cuss words. There are times, it is said, when the Japanese regards this as a real disadvantage. The Japanese soldiers who come into contact with the Russians may acquire a splendid vocabulary for swearing purposes, and in a few years after the war Japan may resound with profanity.

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 14c F. O. B. your station for balance of this week. Cases returnable

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.

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



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, April 2.—The market for actual coffee has had a week of increased activity, and at the close the situation is decidedly in favor of the seller. This tendency is owing to firmer European reports and expected large decrease in the world's supply. This decrease, amounting to something like a half million bags in March, is quite an important factor. The amount of Brazil coffee in store and afloat now amounts to 2,913,107 bags, against 2,681,747 bags at the same time last year. Demand during the week, as stated above, has been quite active and buyers are taking more liberal supplies. Friday was almost a complete holiday. West India sorts were quiet and no large lots were sold. Good Cucuta, 8½¢; East India, quiet and a shade lower on some sorts.

Dulness characterizes the sugar market. Some stock is being called for under old contracts but of new business practically nothing has been recorded. Offices of refiners were closed Thursday night and will remain so until Monday, indicating a small business in hand. Prices are firmly maintained, and this is one redeeming feature.

There is a steady distributive trade in teas, but transactions are light. Offerings are limited in first hands and quotations are well sustained.

Rice is mighty quiet owing to the fact that this market is still above those of the South. Prices are unchanged and firm.

The little business done in spices was of a jobbing nature, but prices are very firm and if changes are made at all they will be to a higher basis. Zanzibar cloves, 16½¢@17¢.

The market for molasses remains firm under the influence of limited offerings and a fairly active demand which has come from many points. This applies not only to the better qualities, but to the inferior sorts as well. Syrups are quiet and unchanged.

Canned goods continue to show steady improvement and demand is not confined to one sort. Tomatoes have sold extremely well and prices are perhaps a little higher than last week. Salmon is firm and steadily improving. The market will be in excellent shape for new goods—six months from now.

Dried fruits are miserably dull. Prunes sell only in very small lots, while peaches do not sell at all. Loose raisins have been moving a little, but not over 5½¢ can be named.

Butter is tending downward, although the official quotations are unchanged. The supply is steadily increasing and lower figures are inevitable. Best Western creamery, 25¢@25½¢; held extras, 20¢@21¢; imitation creamery, extras, 18¢; firsts, 16¢@18¢; factory, 13½¢@14½¢; renovated, 15¢@18¢; rolls, 13½¢@14¢.

There is no change in cheese, demand being simply of an every-day character and 12¢ remains the rate for full cream.

Easter demand for eggs being over, as well as the call from the Hebrew element, prices will probably take an immediate tumble. Select Western, 18½¢; from this down to 14¢@15¢ as to quality and outside appearance.

Fair Pay for Labor.

The fixing of the pay for work done is one of the most important operations in modern manufacturing; yet it is one that, in general, has been given the least amount of systematic study. Most establishments have expert financiers, expert designers, expert salesmen, and expert purchasing agents for everything except labor. The buying of labor is generally left to people whose special work is something else, with the result that it is usually done in a manner very unsatisfactory to both the purchaser and the seller. It is admitted to be the hardest problem we have to face in manufacturing to-day, and yet it is considered only when the manager "has time" or has to "take time" on account of the unsatisfactory state of affairs. The time to study this subject is not when labor trouble has commenced and every move, either of the employer or workman, is viewed with suspicion, but when things are running smoothly and when employer and workmen have confidence in one another.

When compensation is fixed for doing work it should be for doing a definite piece of work with specified implements in a definite way. When the work to be done is accurately known and the implements are provided, it is a matter of investigation to determine the amount that a good man should do, and the writer has yet to find a case in which a pretty accurate solution could not be arrived at if only the proper methods of investigation were followed and the subject given sufficient study. The difficulty is that few people are willing to give the subject the same amount of study that they would give to the design of a complicated piece of machinery; yet it involves more unknown quantities and is quite as difficult of solution. It requires a trained specialist just as much as the design of machinery does.

The fact must be emphasized that the problem is not an easy one, and can not be solved by men who are busy at something else, and work at it only when they have time. Such problems must be studied by capable men who make the solution their main, if not their whole, business. In other words, the rate-fixing expert, if he is not to be a guesser, must be of the same order as the other experts. Then his department, properly administered, becomes quite as important and valuable as the older departments. H. L. Gault.

What the Egg Crop Is Worth.

The production of eggs in the United States last year was undoubtedly about 60,000,000 cases, and probably cost the consumers from 15 to 20¢ a dozen with an average cost

of over 20¢; therefore, the egg eaters of the United States paid for eggs during 1903 about \$350,000,000. If to this sum is added \$140,000,000, the value of poultry marketed in this country the last year, we shall see that during 1903 the "little hen" added to the wealth of this country about \$500,000,000.

When a man admits that his wife is an angel it's safe to ask him how long he has been a widower.

WE NEED YOUR Fresh Eggs

Prices Will Be Right

L. O. SNEDECOR & SON

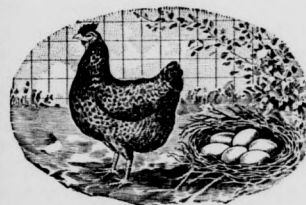
Egg Receivers

36 Harrison Street, New York

Reference: N. Y. National Exchange Bank

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

BUTTER

I want more ordinary receipts of fresh dairy butter than are coming.

EGGS

I am getting one egg where I ought to get one hundred.

Am oversold on my best process butter; don't want orders.

THE IOWA DAIRY is the only first class hand separator for a farmer.

E. F. DUDLEY, OWOSSO, MICH.

EGGS

Everybody Takes To Our New Proposition To Egg Shippers. Money in It.

Write or wire for full particulars.

Harrison Bros. Co.

9 So. Market St., BOSTON

Reference—Michigan Tradesman.

DRY GOODS

Weekly Market Review of the Principal Staples.

Staple Cottons—The heavy staple goods, both brown and bleached, seem to be quite a factor in the present requirements of the consumers. Brown sheetings, drills and cotton flannels are moving forward to a fair extent, which, with present market conditions, makes a larger impression than it would do in more active times. Prices are firmly maintained, but buyers are making strong efforts to get concessions. Full requirements are taken only in a few cases, owing to the strong feeling against present asking prices. The fine bleached goods, such as cambrics and muslins, are moving slowly. In jobbing circles, in particular, there is little business being placed for jobbing accounts, but the big underwear manufacturers and lingerie makers are buying from 10 to 100 cases at a time. On fine cambrics prices are quoted on a very reasonable basis, considering the heavy cost of manufacturing, but consumers seem to differ on this point. When a 20s thread cambric sells for 15c or under on a 14c cotton basis, buyers should not have any room for argument.

Sheer Fabrics—Just now sheer fabrics are in a very inactive position, at a time when business should be at its highest point of activity. Retailers and the cutting-up trade have but small stocks on hand, but these stocks were purchased early and placed on the market too early for actual needs. The results have been that the retailer has become disappointed in sheer goods and prefers to hold out a while before he places his duplicate business. The garment makers take the same position, but they are buying sample pieces here and there and getting up heavier stocks in anticipation of a good business later on. Washable chiffon is a very prominent fabric in the making of the higher-priced garments this season, and, in fact, is a fabric of a rather recent creation.

Washable Chiffon—The washable chiffon that is being used by the underwear makers is a fabric of French manufacture and similar in construction to a very fine lawn. It is rather a wide fabric of its kind, being about 40 inches in width, and sells for about 25c. In appearance it has some of the properties of a chiffon. It has a plain weave, and is made with the very finest of yarns. The appearance of the goods lies wholly in the finish and goes to show in part the skill of the French manufacturer in his converting department. It is very soft to the feel and yet somewhat stiff, and it is rather difficult to tell from a hurried inspection just what methods are used in the sizing of the goods. In a made-up garment, it is unusually attractive to the eye, and from the present indications of things promises to cut a very large figure in the sheer white goods business of the season.

Novelty Goods—Novelty white goods for waistings in lightweights for the Eastern trade promise to receive some excellent orders a little later on. For the West and Northwest medium weights are likely to be in better favor, but heavy goods from all appearances are not wanted in any quarter. Mercerized fabrics are likely to show up fairly well when retailers come to a decision about their fall needs, but the general impression seems to point towards plain finished goods. Fancy novelty goods are not taking hold as strongly as they might with the jobbers. Only small selections are in hand and further ordering will not be done until something of a more definite nature takes place.

Ginghams—Apron gingham have been moving fairly well for some weeks, now, in both jobbing and commission circles, but prices seem to be a hindrance towards heavier orders. In the cheap dress gingham some very excellent fabrics are being shown for fall needs. Some lines have been of such excellent patterns that heavy initial orders have been placed and mills are well sold up for the season. In the fine gingham only the usual business is being done.

Cheviots—While the cheviot cassimere has been a prominent feature, the cheviot itself has by no means been a back number, and there was enough buying to give more than an excellent promise for the future. As was expected, staple effects were by far the best sellers, yet a slight tendency to branch out in the other effects could not be ignored. It was merely a hesitation born of caution that prevented a proper trading in brighter tones, but this may come with the duplicate season, when it opens. In fact, it will not be at all strange if all theories that existed during the initial buying were completely upset when the duplicate seasons sets in.

Cloakings—There is much to be done yet with the spring line of cloakings before there can be any degree of satisfaction in the mills and among the selling agents. Stocks have not accumulated to any unpleasant extent, yet there are considerable to be found in the primary market that must be moved, and that very shortly. The agents feel sure that the cutting-up trade will be in the market for more goods very soon, and when they come the cloaking business will straighten out rapidly. The decision of styles, of course, is what holds matters back.

Underwear—The first underwear orders of the season are practically concluded and now the general expression of the trade is a hope for duplicates. Buyers are very apt to pursue a very conservative course and are not apt to make very liberal purchases for some time. Until some idea can be obtained as to how much longer the present level of prices is to last, buyers will not show any large interest in goods. Comparatively few knitters are anxious to secure additional business on the present basis, but as long as orders are being placed at present figures the knitters are obliged to do business or lose trade. The mills, as a rule, are

not on full time and some are idle, yet the first shipments of summer goods are far behind the date of delivery in contract. This is attributed to the difficulty in getting yarns by knitters whose yarn contracts were made late in the season.

Hosiery—Hosiery buyers are giving little attention to the primary markets. Jobbers are fairly busy, although the initial spring and summer deliveries have been made. Duplicates are coming in fairly well, particularly so in staple goods. Fancies in ladies' hose are showing up very well, but half hose in laces and in loud designs are inactive. Some tans are being bought and evidently it is believed that they will prove good sellers.

Carpets—The general situation has not changed materially the past week. Manufacturers of three-quarter carpets continue fairly busy on old orders taken earlier in the season. While tapestry carpets continue active, the manufacturers report a falling off in demand for tapestry velvet. Weather conditions are gradually improving in some sections of the country, and the retail end of the business has shown some signs of improvement. With continued mild and pleasant weather the trade are confident of a decided improvement in business, as the distribution among retailers this year is one month later than usual. Ingrain carpets, all-wool lines, continue active with some of the best mills, who are still at work on initial orders. The duplicates for all lines of ingrain are small up to this time. Many of the mills are

Four Color Map

of the

Japanese-Russian War District

9½ by 12 inches in size

500....\$ 6

1000.... 10

2000.... 15

5000.... 25

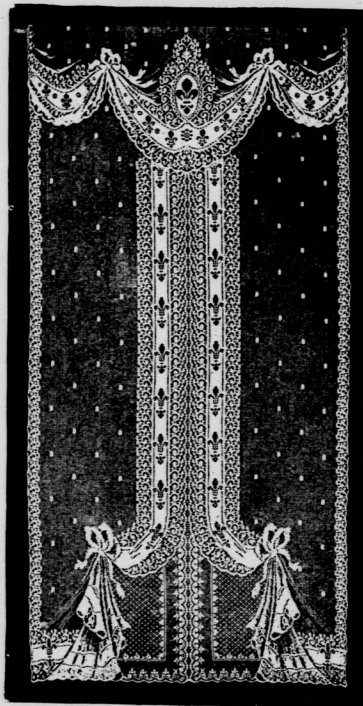
Including imprinting of firm name and business.

What better souvenir of the war can you present to your customers?

Sample free.

Tradesman Company
Grand Rapids

\$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

now at work on new samples for next season, in some instances where the manufacturers sell direct to the trade. They will have their samples ready to show by April 1, but this is exceptional, as most of the mills will not have their samples ready before the middle or last of April. The increased price of cotton and yarn has caused a more general demand for all-wool ingrain. The advancing price of woolen filling for next season, manufacturers claim, will necessitate a further advance on standard goods of $2\frac{1}{2}$ c per yard, as spinners do not care, even at $26\frac{1}{2}$ @ 27 c, to take more than limited orders for early delivery. The high prices for foreign carpet wool, it is claimed, necessitate the advance asked. The Philadelphia manufacturers of union and cotton chain ingrain carpets held a meeting Friday evening, March 25, to consider the question of a further advance on their goods for next season, which they claim should be 2 @ $2\frac{1}{2}$ c per yard. Some, during the approaching season, will buy their cotton filling yarn in skein, and wind it themselves. Some mills are about completing their initial orders and unless some duplicate orders come in soon, they will have completed their present orders by the second week in April.

Lace Curtains—This line has been affected by high prices, as well as other lines where cotton yarn is used. The break in cotton can not, they claim, affect the manufacturers for some time, as they have not bought yarn on the full advance in cotton. Later this lower price of material will have an effect on their trade, unless yarn should hold firm or advance again.

Muff Originated in Venice.

"Do you know that the color of a muff once betokened the rank of the wearer?" said a furrier the other day, as he stroked a beautiful sealskin muff. "In the days of Charles IX. no lady could have worn this fur, for black was decreed by the King to be the badge of the common people, and the court followers were restricted to the colors," says the Philadelphia Record.

"Muffs have gone through more styles than it would seem possible to invent for such a simple article of convenience. They have been long and narrow, like a sheaf, and again large and round. At the beginning of the last century the test of size was to try the muff in a flour barrel. If it went in without much trouble, then that muff was too small to be really fashionable. At the present day almost anything is proper, but those enormous cylinders would certainly draw much attention. One of the most curious styles was that of Louis XIV., called the 'chiens mauchons,' because they were made to convey little dogs in.

"The muff when first introduced was the exclusive property of the nobility, and originated in Venice. These muffs were very small and consisted of a single piece of velvet, brocade or silk, lined with fur, and the openings fastened with rich jewels. Such arrangements came in during the early part of the seventeenth century, but in the previous century the

ladies frequently carried a piece of rich fur, which they used either as a muff or a neckpiece.

"The muff reached its highest point in the reign of Louis XV., when the productions were exquisite."

Save One-Third of Your Income.

How much insurance should a young man carry on his life? What relation should the premiums bear to his income? What relation should the amount of his policy bear to the amount of his other investments? There must be an infinite variety of answers to these questions because there is an infinite variety in the circumstances of different men. But my earnest advice to every young man is to make an effort to save at least one-third of his income; and one-half of this saving can, in my opinion, be most advantageously used, from time to time, by investments in life insurance. Indeed, there is no other investment which can be paid for in small installments so conveniently. Thus invested, it will bring a return to his heirs in the event of his premature death; and if he continues to live he can accumulate the other half of his savings and use them for investments in stocks, bonds and real estate.

But I hear some one ask, Why use so large a portion of his income in that way? Because life insurance is the only agency offered for preserving his earning power, which is all the capital a young man has at the beginning of his career, and sometimes all that he has for many years. His power to earn a living is to him what real estate, money and personal properties are to the capitalist, and for that reason it should be made secure by a life insurance.

James H. Hyde.

Novel Show Window Display.

Two live canaries in a globe in which five goldfish are swimming is an attraction an uptown tailor has in his window, and all day long a crowd stands, wondering how the birds can live with the fish. They really don't, but it seems as if they do.

The birds are as lively and chipper as birds usually are at this season of the year and seem to be enjoying themselves thoroughly. The fish act as other fish do and lazily swim round and round the globe. It takes a keen eye to discover that there are two globes. The birds are in a small one that stands inside the larger one, and as fish usually swim round when in confined spaces, the fact that the center of their globe is taken up by one in which the birds are kept does not bother them at all. Weeds and stones at the bottom of the water hide the bottom of the glass cage in which the birds are living, and it is difficult to detect the round edge of the inner globe except when getting the light on it at a certain angle.

Men, women and children stand at the window and wonder how the illusion is managed. The children think it is one of the wonders they have yet to hear about.—New York Sun.

Will Help Business.

The latest fashion reports from Paris say shorter skirts are to prevail

for women. That will necessarily mean more prominence to footwear, and, naturally, more attention being paid to the same. A fashion writer says:

"To be sure we do not expect to wear heelless slippers with crossed elastics over the instep, nor yet pantalets, but we are to have a visitation of mitts, tiny parasols and even the poke bonnet in a modified form and of a more becoming order. And after all, what a delightful thing it is to float about in full skirts after all these years of tight hips.

"There are little trains on skirts still, but the autocratic fashion makers tell us that they are not to be permitted to exist very much longer, and then we shall have returned to the round skirt once more.

"Ankles will then become fashionable, and as in the early 70's the girl of the period will have to wear exquisitely dainty shoes, for there will be nothing to hide them."

You can live without many things and still be comfortable, but if you try to live without the approval of your conscience despair will creep over you as the shadows of evening creep over the earth at sundown. Religion teaches us to keep our faces toward heaven, as a mariner watches the polar star, and to steer by what we see. To be true, just, kindly, is to bring heaven so near that when you die you have but a step to go, and that step will make you glad that you have sacrificed all else, but keep your faith in the true and the right intact.

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.

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 MDSB. CO.
MANUFACTURERS, IMPORTERS AND JOBBERS
OF GAS AND GASOLINE SUNDRIES
Grand Rapids, Mich.

HARNESS

We make Harness from extra selected Oak Leather, hand made, and guarantee absolute satisfaction. We solicit your orders. *

Sherwood Hall Co.

Limited

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 Campau St.
Grand Rapids, Mich.

NOVELTIES

WE CARRY A LARGE ASSORTMENT OF

Dip	} COMBS	Cuff	} BUTTONS	Hat	} PINS
Side		Collar		Hair	
Back				Stick	

Ask our agents to show you their line.

P. STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Michigan



Some Observations Regarding New York Fashions.

Full dress and dinner jacket suits of blue cloth have been favored by some fashionable men this season. The cloth is a very dark shade of blue unfinished worsted, and under the glare of the gas or electric light looks a rich black. Worn with white waistcoats, a costume of this sort is considered good form attire for almost every occasion requiring the "swallow-tail" or dinner jacket. It is especially favored by young men in sweldom.

One may not always depend upon the styles introduced before the footlights, although worn by notably good dressers who are very much in the public eye as stage favorites. But a garment which impressed me as making a happy combination was introduced at a Broadway theater within the fortnight. It may very properly be designated a sack-Norfolk, since it combines features which enter into the fashion of both styles of jackets. The front, three-buttoned, with the bottoms sharply cut away as in the present style of single-breasted jacket, had two breast and two hip pockets, patched, with buttons and buttonholes. The back of the garment was truly Norfolk in style, with yoke, a wide center box-pleat and two knife-pleats on each side. The belt, which fastened at the side seams with a button, was loose, not drawing in the back.

In the fashionable shops almost every salesman has a customer, a man of fashion, who habitually strolls in with the query, "What have you new in cravats?" or it may be shirts, collars, waistcoats, or any other item of dress. He is the fellow who appreciates "the latest vogue," and the novel confections are always introduced to him because he is the man who appreciates. He is an invaluable quantity to the clientele of the swell shop.

It is this man, be he prominent in the swell clubs of the metropolis, or from the busy mart of mercantile life, who vies with the college boys of the city in introducing the latest and best ideas in dress. It was this smart dresser who brought out the present season's fetching contrast in shirts and neckwear. It is that of wearing a pretty colored shirt with a cravat in harmony; for instance, a corn-colored shirt with a Havande cravat, an aristocratic brown; a helio shirt with a purple cravat; a shirt-front of pistachio green with a knot in myrtle green. It matters not who first suggested it. Perhaps it was the tasteful art of the window dresser. The vogue is in its inception. The fashionable shops predict that it will be de rigueur for spring.

This vogue of contrasting shades is bringing cravats of solid colors into prominence. Contrasting shades will also be helpful in giving tone to color-ground shirts, and are necessary to set off the beauty of the new

marle effects, natty crepes, rough homespun and chevviots, so distinctive of all that is best in the shirt-maker's art. The fashionable colors in solid-tone cravats are myrtle, hunter and bottle greens, browns, ranging from ecru, or champagne, the lightest tint, to tobacco; purple, royal, marine and navy blues; wine or claret red, maroon and garnet. Some of these solid-color cravats are plain, depending upon the richness of the weaves for beauty, others have infinitesimal effects, pinhead dots, in self and contrasting colors. Among the weaves are Ottoman, baratheia, fancy armures, reps, cord-like twills and peau de soie.

In the matter of shirts and neckwear there is much danger of spoiling the good effect of a pretty front or a nice cravat if there is lack of harmony in the colors.

Becoming contrasts are permissible if in good taste, but be careful about such inconsistencies as a green cravat on a pink shirt. Faulty mixtures of these two items of dress will surely occur even if men of known good taste in such matters do not take time to properly match before wearing. Men who lack judgment in such matters should appeal to their furnishers. They are consultants in matters appertaining to dress, and it is always best to get their opinions. Many of the inconspicuously best-dressed men in Gotham are under obligation to the fashionable shops they patronize for the good taste evident in their dress. The fashion authorities in the best shops, however, seldom intrude their knowledge of what is most proper, unless it is asked. Oftentimes men who are to all intents and purposes bent on making style selections which, in their mind, will give them the "swell" look noticed on some other fellow make selections which the salesman knows are entirely unsuited to the person, but respect for that customer's opinion checks the suggestion faltering on the tip of his tongue.

Wide scarfs and ties are at present most chic. In four-in-hands—French scam and reversible—the widths favored are $2\frac{1}{2}$ and 3 inches. Batwings and graduated end ties, $2\frac{1}{2}$ and 3 inches wide, are also just being introduced at the leading furnishers' as the newest out. Windsors and handkerchief-end ties are also exploited as really good form for both spring and summer wear. At this writing not more than half a dozen of the best shops are introducing these extreme widths. But they are the leaders, and before long there will be plenty of followers.

The introduction of wide neckwear is not done to the exclusion of narrow shapes. They, too, are in it. Four-in-hands $1\frac{1}{2}$ inches wide bid fair to be very popular from now on.—Apparel Gazette.

Find a fellow whose mouth waters to catch the drippings from a piece of political honeycomb and who wants the other boys to be contented with "bee bread" and you have a man who'll hide behind your back when you're under fire.

Bad habits breed bad luck.



Portion of Machine Room No. 1, Factory No. 3.

THE IDEAL CLOTHING CO.
61-63 MARKET ST.
38 & 40 LOUIS ST.
GRAND RAPIDS, MICH.

For Immediate Delivery

Cravenette Coats, 52 inches long.

All Styles

All Prices

All Sizes

Write or wire us for samples.

Wile Bros. & Weill

Makers of Union Label Clothing

Buffalo, N. Y.

FUR-LINED OVERCOAT.

Forty Thousand Dollars Is the Limit of Cost.

New York, March 30—Forty thousand dollars for a man's fur-lined overcoat is the latest price quoted by local furriers for the finest article that their skill can produce. In making a single garment of so great value American manufacturers have taken the record for the highest price from the Canadian makers, who, until a few years ago, held a monopoly on the market. Ultra-fashionable Americans, when placing their orders with the Northern firms, were shown various kinds of fur, the best of which was said to be Hudson Bay sable. Seal skins of the finest quality were also offered to them as very good for men's wear. For several garments made of the former material prices as high as \$25,000 were asked, and a man possessing a Hudson Bay sable overcoat believed that he had the finest thing that money could produce.

During the past two years, however, the American furriers have so largely entered the field that they have secured a strong foothold on the fur market of Canada, the effect of which has been to reduce the prices of Canadian furs. In the meanwhile a better quality of imperial crown Russian sable has been brought out, and this fur stands to-day the most costly of all.

It is of imperial crown Russian sable that the coat for which the dealers ask \$40,000 is made. A local multi-millionaire, whose pastime is horse racing, was the purchaser, and his order for the coat was placed one year before the garment was finished for him. It was delivered early in the past winter. The coat completed weighs no more than an ordinary cloth garment, but it is guaranteed to last at least during the lifetime of its owner.

When the order for the garment was placed, the fur houses of this country were searched for skins enough to make a perfect coat. For two months experts went to every city where imperial crown Russian sable skins were handled, but nothing fine enough could be found. In the order it was stipulated that every skin must match, and that there must not be a flaw in any one of them.

Sixty-five skins were necessary to make the coat, and that number of perfect ones could not be found in the entire country. The manufacturers then sent their agents abroad to purchase the pelts, and another six months were spent in this pursuit. Because the stripes of all of the animals that wore the skins were not of the same width, extreme care had to be used, and before any skin was purchased the width of its stripes and the distance between them were measured so that when the skins were put together they would match perfectly. After more than twenty fur houses in Europe had been visited, sufficient skins were obtained and shipped to this country to complete the coat.

In making the garment the first thing done was the putting together of the skins in the form of a blanket.

So skillfully were they joined that the stripes ran from one end to the other without a break, and where one skin ended and another began could not be told except by careful examination. The tints of the stripes were exactly the same throughout, and the hair of the fur was even all through.

The coat as made up presents from the outside about the same appearance as do other fur-lined coats. It is made of the finest of medium-weight black broadcloth, with cloth buttons to match. There are no buttonholes, their place being taken by binding on the edge, which fits over the buttons and keeps the garment together in front. It is made full and loose all the way around, hanging easily from the shoulders. It is fifty-two inches long, reaching just below the knees. The only fur to be seen on the outside is on the collar. There, as on the inside, the fur is perfectly matched, the stripes running around the neck in even bands. Parts of seven skins alone were used in making this part of the coat. The collar is on the shawl style, without a notch in it, and is made wide enough to cover the ears when turned up. Cuffs are not on this coat, the fur lining ending at the bottom of the sleeves.

The man who now owns this coat, in ordering it, displayed less concern about it than did the dealers. He went into the shop one afternoon and, turning to one of the attendants, said, "I want a fur coat. What is the best I can get?"

Several kinds of fur were shown to him, and then he asked if nothing better could be secured. He was told that a garment of imperial crown Russian sable could be made in time, but that the expense of it would be enormous.

"Never mind the cost," he replied, "just make the coat as I wish it made, and I will take it."

He left a check covering one-half the price of the coat, and did not appear again until it was time for the coat to be fitted.

According to the dealers, men who can afford garments of great value are the most easily pleased. They know exactly what they want, and in ordering a garment they insist on having just what they ask for. They seldom ask the price of an article of wear, and they invariably select quiet-looking goods.

Sometimes, however, a man gets a notion to have something that nobody else has, and then the dealers are put to their wits' ends. Some time ago a man well known in New York went into one of the Fifth Avenue fur stores and said that he wished to get a coat lined with lions' skins. Nothing of the kind had ever been heard of before for street wear, and the dealer questioned the man's sincerity.

"I mean what I say," the prospective purchaser said, "and I want the coat as soon as possible."

There were not more than half a dozen skins of lions in the city, and they were not such as could be used in the making of a coat. Other cities were tried, and enough skins secured to make the garment. When it was finished its buyer paid \$2,200

for it, wore it twice in public and then sent it to the fur storage, where it is expected to remain for a long time.

The ordinary millionaire pays between \$450 and \$15,000 for his fur overcoat. At the lower price a coat of the best Persian lamb can be bought, and it is this style that has become most popular during the past year. Some men have the black fur trimmed with mink or sable, which adds to the price. A coat lined with mink alone has been used much during the past winter. This style brings as high as \$4,000, while a garment of sea otter will cost \$16,000. Hudson Bay sable has lost favor during the past few years, and now a coat made of it can be obtained for less than \$8,000. Seal is no longer popular with men, but what few coats are being made of it bring about \$1,000. Bear skin is used now only for driving in the automobile. The finest article of this skin brings only \$250.

So important a part of a man's wardrobe has the fur-lined coat become that dealers are now keeping them in stock already made. None of these coats is of as fine quality as those made to order, but several are shown in the local furriers which are valued at as much as \$15,000.

All the "dressy" men among the fashionable set have fixed ideas concerning the buying of clothes, and it is useless for tailors to produce fashion plates for their inspection. The few tailors who have been classed among the makers to the men of the ultra-fashionable part of society have gained their fame through having es-

Made to Fit and Fit to Wear

Buy Direct from the Maker



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

Ellsworth & Thayer Mfg. Co.

MILWAUKEE, WIS.

B. B. DOWNARD, General Salesman

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.

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.

tablished styles of their own, which are suitable to the rich American, and which they invariably follow.

There are four tailors in the Fifth Avenue section each of whom has a following of a part of the wealthy men of New York. These men can now be seen ordering their clothes for the coming year, and the man who has but a limited amount to spend on dress opens his eyes in astonishment as he sees them give order after order for clothing.

A few days ago one of the younger of the local millionaires was seen in a Fifth Avenue tailoring establishment. He told the proprietor that he wanted to order all of his clothes for the coming year, and before he had finished he had selected sixteen suits. In making his order, he looked at the styles of cloth, selecting certain samples, and then he proceeded to tell his tailor just how he wished the clothes made. The tailor stood by with notebook in hand and took down every particular. Later he said: "I always do that with my wealthy customers, and I follow their instructions to the dot. If there is the least variation when the clothes are made up, they refuse to take them. Those men know exactly what they want, and they frequently come into my store when the goods are being cut, and stand by telling me how certain lines should go."

The order for sixteen suits included four business suits, of the sack coat style. All of these were of the most modest material, and were ordered made up without any particular style. The two suits of dress clothes were ordered to be of the finest material and perfectly plain. A dinner jacket was also in the order. An English walking suit of a mixed material, the coat made in the cutaway style, was added, and a plain black cutaway to be worn with trousers of other goods. About the ordering of the double-breasted frock coat the young man was particularly instructive. The style which he had ordered last year did not suit him, and he insisted on having his coat made this year according to a style which he had pictured in his own mind. Two yachting suits, one of blue and one of white, were ordered, and two suits of tennis clothes.

The other two suits ordered were of riding clothes. In the selection of these the young man was especially careful. He first selected a cloth as near to what he said was the color of his horse as he could obtain. He then found a piece of buckskin for the inside of the trousers, which he ordered to be dyed to the color of the goods. The exact length desired to the quarter of an inch was then given the tailor, and also the directions for making the garment, so that it would look well when the knee was bent.

Besides all these suits he ordered eight waistcoats of various colors and material, and ten extra pairs of trousers. The order was finished by three overcoats, one of heavy material for winter wear, one of cravenette, and one short light coat for spring.

During all of this ordering price had not once been mentioned. Even when the order was all in the young

man did not ask what the expense would be, but casually remarked that he would be ready to try on the clothes on any Monday or Thursday.

When the purchaser had gone the tailor was asked what was the value of all the goods ordered. After figuring for a moment he replied: "Those clothes made up as he asks to have them will cost him a little over \$2,000. He must be hard up this year, because last spring when he came in he ordered clothes to the value of over \$5,000, and he was considered the best-dressed young man in New York during the past year.

"But he is not at all out of the ordinary among the young millionaires. All of them spend from \$5,000 to \$6,000 a year on their clothes. Yesterday I had a man in here who ordered twenty-one suits, and I think he now holds the record for a single order. I am glad to have those men for customers, aside from the fact that they give big orders. Their styles are modest, and their clothes are easy to make. I have some customers, however, who ask to have suits made in certain ways which are next to impossible. Most of these people, however, are of the get-rich-quick class, and they always seem to be overdressed. The real American millionaire wears the richest clothes he can get, but nothing loud.

"Sometimes I have customers who wish to have ideas of their own followed, and in complying with their requests I do myself no good. A tailor's reputation rests on the clothes he turns out, and when a man appears in public with velvet collars on all of his sack coats his tailor suffers."

Recent Business Changes Among Indiana Merchants.

Anderson—S. M. Hauger has purchased the interest of his partner in the grocery business of Ryckman & Hauger and will continue the business at the same stand.

Berne—The style of the Erhart-Runyon Co., dealer in general merchandise, has been changed to the People's Store.

Bluffton—Saurer & Linn continue the implement business of Ed. Saurer.

Brunswick—John Krudop has purchased the general merchandise business of H. C. Beckman & Son.

Connersville—The boot and shoe stock of J. M. Heron & Co. has been damaged by fire.

Franklin—R. C. Wood has taken a partner in his drug business under the style of R. C. Wood & Son.

Indianapolis—The American Color Co., manufacturer of dyes, has increased its capital stock to \$50,000.

Indianapolis—Hoff & Woodfield is the new style under which the millinery and dry goods business of S. M. Hoff is continued.

Modoc—T. F. Whelan, general merchandise dealer, has sold his stock to W. N. Oper.

Muncie—Little & Oakley, hardware dealers, have dissolved partnership. The business is continued by Wm. L. Little.

Rainstown—May & King, general merchandise dealers, have dissolved partnership, Jas. May succeeding.

Rochester—Samuel Flox has mov-

ed his general merchandise stock to Peru.

Rockport—Harry Kerchival has engaged in the general merchandise business, having purchased his stock of E. W. Fee.

Rockville—Butler & Co., dealers in boots and shoes, notions, hats and caps, have dissolved partnership. The business is continued by Henry Butler.

Waterloo—Fisk & Miser is the new style which continues the implement business of Fisk & Goodwin.

Indianapolis—A receiver has been appointed in the case of the Patterson-Busby Co., manufacturer of hoops.

Madison—John F. Hoffman, grocer, has filed a petition in bankruptcy.

Pleasant Lake—Jos. E. Orwig, dealer in harnesses and shoes, has taken advantage of the bankruptcy laws.

A Wise Judge.

The late Judge Holmes once had before him a respectable-looking man who was charged with a theft of jewelry. The man pleaded guilty, but it was urged that there were extenuating circumstances. The defense introduced a medical expert who swore that the prisoner suffered from kleptomania.

"I know the disease," said his Honor, "I know the disease, and I am here to cure it."

Be a man whose word is worth a hundred cents on the dollar and your reputation will be as good as gold.

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.

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

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, Cravenettes. Everything ready for immediate shipment. Remember, good terms, one price to all.

Mail orders solicited.

Phones, Bell, 1282; Cit., 1957

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.

DO IT NOW.

Words Especially Applicable to Michigan Implement Dealers.

Nashville, April 5—The three words, "Do it now," form a motto which, if adopted as a rule of action and rigidly adhered to, would greatly lessen the labor in many a business man's office and increase his capacity for work fully one-third.

The putting off of present duty for an hour or a day and charging the mind with its keeping impose burdens it often refuses to carry and, failing to recall it at a given time, an important matter is neglected, an opportunity missed and that which might result in material benefit fails of accomplishment. To do promptly the thing which presents itself necessitates the doing of those things that have preceded it, leaving the mind free to act without encumbrance clearly and intelligently and insuring the best results. The managers of large enterprises perform an almost inconceivable amount of mental labor, not alone by reason of its being systematized but by doing at once the work at hand, thus leaving the mind free to exercise its full power on each new question presented. Following this plan the business man is never rushed, vexed or worried by "being behind with his work." Therefore, if you have a duty to perform do it now.

* * *

The unfavorable weather keeps the dealers in implements and vehicles confined to their warm offices, instead of hustling among their customers. We are having ample time to get samples in and set up, to become thoroughly conversant with the list of prospective purchasers which we have secured during the long winter months. We have our plans all matured, our arrangements perfected for getting our fair share of the rush trade sure to follow the advent of a late spring. The condition of the times affords a reasonable guarantee of large sales and reasonably prompt payment and each dealer pictures the comforts to be enjoyed and the material benefits to be received from a profitable season's business. All this is founded upon the supposition that legitimate and regular dealers only will occupy the field.

But we must not forget that, while we are enjoying the satisfaction that comes from the contemplation of our perfected arrangements, others are equally well prepared. The blacksmith, with whom some over-anxious manufacturer has placed his goods, has received his pointers for trade-getting and is ready also. He has been led to believe that no get-rich-quick scheme has ever equaled the profits to be derived from selling implements and buggies. Later, failing to realize his expectations, price-cutting begins and profits take wings. Or, possibly some retired farmer who thinks \$1 on a plow and \$2 on a mower will yield a princely fortune tries his hand at the selling of implements and thus the regular dealer who maintains a place of business, carries a stock of new goods and repairs and pays taxes finds himself at the close of the year with net re-

sults less than the day laborer. All the arrangements and plans of these business leeches have been as perfectly made as your own and will prove the same profit-destroyer and thorn in the flesh as even they have been until you rouse yourself and show a disposition to help those who are endeavoring to correct this evil.

Certainly you are too honorable to accept and profit by the relief that may come through the sacrifice of time and means on the part of others without doing something toward accomplishing the end desired and placing yourself in a position to accept the fruits of associated effort in which you have taken an active part.

This is work you have long wished to have done but which can not be accomplished through your individual effort; but you can act in concert with others and that is what we ask. I assume that you have received the circular letter, Constitution and By-Laws and application blank from the Secretary of the Michigan Retail Implement and Vehicle Dealers' Association and that you have read them over and have meant to send in the small amount and become a member; but you have laid the papers aside, honestly intending to do so later.

Soon I hope we shall all be busy—in fact, so busy that the consideration of other matters must be put aside. You know the object of our Association to be a good and profitable one, that it will help your business, decrease your trials and increase your profits; therefore, it is the most reasonable thing to do. So just look up the application card, fill it out, remit the amount and "do it now!"

Our membership has increased one-third since organization. Some manufacturers are writing offering to do away with irregular agencies and stand by us. Others are waiting to see if we mean business, if through an increased and earnest membership we shall become of sufficient importance to merit attention. As stated, we are growing rapidly. We started with the largest membership of any like association organized in this country. Some members report concessions made in the terms of iron clad contracts that were previously asked for and flatly refused. The good work has commenced. We need your influence, your advice; your business needs our results. Therefore I ask again that you dig up that card, fill it out and send it in, and "do it now."

Your competitor sizes you up as being ready and willing to name any price, resort to any scheme to beat him at every turn. Outwardly you are friends, inwardly bitter enemies, and in order to gain your end each sacrifices health, pleasure and good hard-earned dollars. The customers who benefit by the foolishness quietly laugh at you. As dealers you are each better than the other thinks. Get together, be sensible, organize your county dealers into an association auxiliary to the State Association, increase your business and profits thereby this year. Join the State Association. That will effect a bond of sympathy between you and unite you in a common cause. The best

time to do this for 1904 business is now.

"Do it now." C. L. Glasgow, Pres. Mich. Implement and Vehicle Dealers' Association.

Scrap Lovers.

The man who loves a scrap lives next door to the man who systematically gouges his neighbor. It is not far from scrapping to bullying, and the man who begins the one game usually grows proficient in the other. If you are fond of a fight you will soon be in contests that will not be to your credit. Fighting is a poor business no matter how you view it. Brute force brings man down to the level of the wild beast. Even "civilized war" is a revelation of our humanity that must make the angels weep. "He loveth transgression that loveth strife." The scraper always winds up in some contest that is on a par with the prize ring. There is no reason why a man should not assert his manhood, but it is usually something else that is at the bottom of these scraps. Keep out of quarrels. Quit dealing with people who have to be fought to bring them to a sense of duty or courtesy. You don't need to fight continually to get along. The biggest fight a true man has in this life is with himself, and that will give him all he can handle without calling upon his neighbors to provide him with physical or mental athletics.

Those who fail lack the bulldog pluck and determination to win at any cost.

\$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' idgas free. ALABASTINE CO., 105 Water St., N. Y., or Grand Rapids, Mich.

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

The Flood's Delays

The flood has delayed us considerably. Caused a shut-down of ten days at all three of our mills.

Our customers will please make due allowance and figure on some little delay in getting their orders filled for the next two weeks.

We are hustling things all we can and no unnecessary delay will be tolerated.

We have plenty of wheat, corn and oats and expect to commence grinding on the date of the issue of this paper.

Our business has had a phenomenal growth during the past year and we thank our friends and patrons who have made it possible.

The sales of Lily White, "the flour the best cooks use," are increasing steadily and rapidly, and as this well-known brand is one of our "hobbies" we are well pleased with the way the trade have taken it up and pushed it, and we believe they have found profit and pleasure in doing so.

Valley City Milling Co.

Grand Rapids, Mich.

LEAF FROM LIFE.

True Incident Which Occurred in a Michigan Town.

Written for the Tradesman.

Mort Banker and the tiny, box-like vehicle representing Rural Route No. 2, had just turned into the River Road when the voice of a woman in distress interrupted the mail carrier's reverie and caused his alert little bay mare to prick up her ears with their points directed riverward. Bred in the country and quick to observe, Mort caught the horse's hint and tightening his grip on the reins picked up a smart gait to get beyond the heavy growth of bushes that shut out the view of the river.

Again there came a cry as though a woman was trying to attract his attention and four or five seconds later he came to a clear view of the river which, crowded to its limits by the spring freshet, was rushing rapidly with great blocks of ice crunching and grinding together as they sped along. Simultaneously he saw a woman crouching low upon a piece of ice about thirty feet square and waving a basket to attract attention. Instantly grasping the situation the mail carrier shouted to the woman to remain perfectly quiet; that he would drive down stream about a quarter of a mile to the bridge and take her from her perilous position. As he spoke he touched up the mare and the little animal, realizing the responsibility thrust upon her, stepped out squarely and speedily to beat the three mile current of the stream.

Two minutes later Banker stood on the bridge with a stout new fence rail in his hands and about 30 rods up stream he saw the woman and her precarious raft heading for the center span. "Don't move until you get within ten feet of me," he shouted, "and when you see me brace this rail against your boat, jump for the bridge and I will catch you."

The woman nodded her head, signifying that she comprehended his orders and then he noted that she was young, comely and a stranger. He could see, also, that she was arranging her skirts and preparing for the expected leap with perfect self possession and that there was a light of supreme confidence in her eyes as she looked at him.

It was this expression of her face, probably, that put unintended force into his effort, for as the great cake of ice neared his position he thrust the rail against its lower edge and shouted: "Now jump!" The force of the blow and the resistance of the sturdy man as he pushed against and partially checked the movement of the ice, proved the rottenness of the stuff, for, as it whirled to the left a great crack quickly showed itself within three feet of the unhappy passenger.

And there were two blocks of ice where before there had been but one. At the same time the girl arose and jumped, Banker dropping the rail just in time to catch a firm hold upon her right arm near the shoulder. Instinctively she clasped her hands together around his neck and with a: "Hold on tight," and his arms at liberty he slowly regained his feet,

lifting the girl from her danger as he did so.

"Are you hurt or wet?" he asked as she let go of his neck and scrambled to her feet, somewhat embarrassed but very much relieved.

"I guess my feet are pretty wet," she replied, "but let's not talk of that, because I want to thank you for my rescue and to ask a favor at the same time. Really, I do thank you and—"

"Never mind the thanks; it was lucky, that's all. Lucky that I discovered you and lucky that you had the sense to keep perfectly quiet. And now get into my wagon and I'll take you to the next house, only a short distance away, where you can dry your feet and tell the folks all about it."

As Banker spoke the young lady stepped into the mail wagon and the carrier crowded into the seat beside her with "Go on Jennie," to his mare.

"Jennie," repeated the girl, "isn't that odd. My name is Jennie and that reminds me of the favor I want to ask of you. My name is Jennie Bell, I am an almost total stranger in this neighborhood and, for the present, I don't want anyone to know of my predicament or of your gallant rescue."

"Gallant nothing," observed Banker; "but all right, I'll keep quiet, but how did you happen to be on that cake of ice?"

"It was just a piece of my thoughtless stupidity. I was in a strange town and lonesome and I knew that I could find some trailing arbutus if I would only look for it. So, taking my basket I started out alone and traversed the hill just below town. Here and there I found a few blossoms until, looking over an abrupt bluff I could see a lot of it peeping out on the bank below. The only way to reach it was to go down the slope at the up-stream side of the hill until I reached the river bank and then, by walking on the ice, I reached shore again, where I filled my basket. Again I stepped on the ice and started for the foot of the

slope. When twenty or thirty feet from shore I realized that I was afloat and was so horror stricken that I just settled right down in my tracks and couldn't move."

"Which," observed the mail carrier, "as it happened, was the very best thing you could have done."

"I couldn't scream, even," said Miss Bell. "Indeed, it was all I could do to breathe. By the way, what may I call your name?"

"My name is Banker, Mort Banker, R. F. D. No. 2. Call me Mort, that's what everybody calls me," was the response as the little mare turned a corner and the next minute stopped before the door of a pretty farm house with Industry and Thrift spelled large in all directions.

* * *

Everybody liked the plump and pretty little Miss Jennie Bell, who had taken charge of the dressmaking and millinery section in the St. Louis Department Store at Lawnton City, she was so painstaking with her patrons, so skillful and artistic with her work and so perpetually agreeable. No duty seemed irksome and no problem in her art beyond her ability. No matter whether her customer wanted a fifty cent shape or a fifty dollar gown, her best efforts were invariably bestowed. Then, too—



Get our prices and try our work when you need

Rubber and Steel Stamps, Seals, Etc.

Send for Catalogue and see what we offer.

Detroit Rubber Stamp Co.

99 Griswold St.

Detroit, Mich

BUY OF YOUR JOBBER

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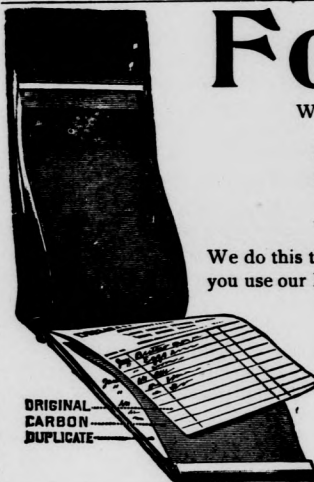
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H. W. LANG, Ft. Wayne, Indiana, Michigan State Agent

whether the information leaked out through her employers or not is not known—it was quite well understood that she had absolute authority in all things in her department, went twice a year to New York City to get styles and received a salary of \$30 a week the year 'round. So many distinctions and of such unanswerable character, served to make an important personage of Miss Bell.

And yet she was, seemingly of her own volition, in no sense a seeker after social recognition. "I have my own way to make through life," was her explanation to a lady customer prominent in the city's society circles. "I am alone and I will not be always young and the earner of high wages. Besides, I have a few pleasures of my own which are deeply interesting and so I have no time for other recreation."

The statements were true and, as a rule, were accepted as such, but, as in all small cities where the "madding crowd" is not large enough to afford seclusion and lost identity to the one seeking such comforts, there were troublesome gossips who were resourceful in the development of tales and did not permit Miss Bell to escape them entirely. Thus it became necessary for her employers to cause Miss Bell to be interviewed—of course it was a good advertisement—by a reporter for the Evening Times, in which she told how, left an orphan when but six years old, she had been raised in an Asylum; how she learned plain and fancy sewing in the manual training department of the public schools where she lived; how she became apprentice to a dressmaker and so on until at last she developed into an entirely self supporting and self reliant woman. As the interview was a "sop" in return for a certain number of inches of advertising space in the Times, that had been contracted for—a fact of which Miss Bell was entirely ignorant—and as the lady was a most interesting talker, the reporter could not resist piling up his questions. "How does it happen, with a life so full of work, that you are a musician?" he asked.

"Am I a musician?" she replied with a smile as she held up the hat she was inspecting. "I play upon the piano a little, just for my own entertainment, but I'm no musician. I am fond of music, very fond of it; but I lay no claim to being a musician."

"And then, too," interrupted the reporter, "I hear that you are an expert photographer, as an amateur."

"All in the way of relaxation and self entertainment. I am fond of flowers, but I'm no botanist; fond of onions, but no gardener. I am passionately fond of the woods, but no woodsman. Ah no," said Miss Bell, "I profess to be a milliner and dressmaker and I have faith that my work will substantiate my claim. I know quite a bit as to music and am not afraid to play on my piano for my friends; but I wouldn't for an instant think of teaching music. I have been credited with having obtained good results in photography, but I have no desire to pose professionally in that direction. Those are my play-things. My trades are business."

Pretty, intellectual and charming as to dress and manner, the little milliner was most attractive; and while she was neither exclusive or prudish, she maintained a dignity that was effective, at the same time winning for her the esteem and hearty good will of all the desirable men and women in the city. The story of the ride on the floating ice had long been public property and its truth was accepted without question until Dave Berry, man-about-town and the silent partner in the White Elephant, the largest saloon in town, began to question its likelihood. It was known that he had tried repeatedly but in vain, to become acquainted with Miss Bell and, indeed, it was known, that upon one occasion the lady had publicly rebuked him for his impertinence. Accordingly when Berry alluded to Mort Banker as "Arbutus Mort" and sneeringly expressed wonder as to how much Miss Bell received from the St. Louis Department Store for permitting the story to be printed in the Evening Times, but little comment was made.

About the only comment worth mention came in the form of a blow from the mail carrier's fist, who sought Berry out and expressed his opinion forcibly and unmistakably. "You should have seen it," said the hostler at the Hotel Duray, in conversation with the driver of the bus. "Dave had started his mouth going and gone away and left it. And it was about little Miss Bell and her ride down the river a year ago last spring. He's been chinnin' 'bout that fer more'n a year—dead sore on her 'cause she won't stan' fer an interduction to him—an' long comes Mort Banker. Dave hushed up, but it was no go. Mort walked up to him an' said: 'You're a loafer!' an' then give him a short arm jolt thet set him spinnin', an' as he came 'round he give him another thet put Dave down and out an' no wind due fer more'n a minute. It wuz jes' bootiful!"

* * *

About the cheapest asset in Lawnton City was land; which explained the fact that the St. Louis Department Store was all on the ground—a two-story structure of rather picturesque lines and colors, located at the foot of the main street and having the river and the woodland on the opposite shore as a background. Across the main street was a brick building—the Hotel Duray, the post-office and various other establishments common to the small city dependent upon a wheezy little steamboat that visited the place daily for its transportation facilities. It was a busier, better place than it looked and had great expectations. A trolley line was an assured fact in the near future and a Portland Cement factory—"the largest one in the State," as usual—was building and would be ready for business soon. Then, too, the pickle factory had proved a success and beet sugar was bound to come because contracts had already been made with neighboring farmers to put upward of 4,000 acres into beets the coming year. Indeed the town had doubled its population during the past two years and it was

a fact not generally known that a Chicago syndicate had purchased flowage rights along the river above the town and intended to invest about \$100,000 in developing a thousand horse water power.

And yet it was so small and primitive as a center of population that an automobile was as strong an attraction as a circus, while a silk hat worn upon the streets on the Sabbath day stuck out "like a sore thumb." Mort Banker brought the first phonograph into town and placing it with its great brassy funnel at the open window of his room on the hill, drew a crowd on the street below of fully a hundred persons, who remained an hour or more delightedly listening to the first open air concert ever given in Lawnton. Miss Bell occupied a suite of two rooms in the hotel and her's was a piece of extravagance that people could not account for. "I wouldn't live in a hotel if they'd give me the whole outfit," was the serene judgment of an old maid who was a carpet weaver up on the hill. "There's nothin' homey about a tavern and she could live for half the money."

In vain did the proprietor of the St. Louis Department Store explain that Miss Bell was alone; that her duties gave her no time for household cares, etc.

"I don't care, it don't look right," replied the spinster, "an' then, too, her dabblin' in picture makin', an' havin' a piano in her room; I declare I don't see where she gets the money to do it. I can't do it and do it honestly."

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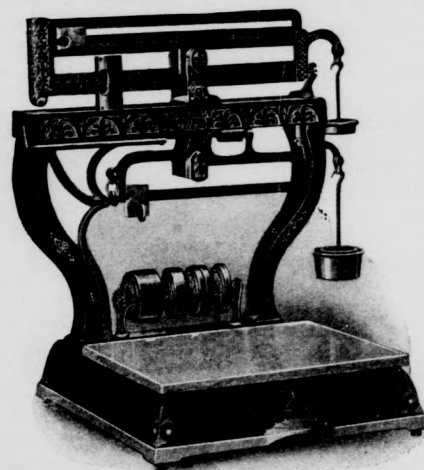
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"You don't have to, auntie," put in an irrepressible boy who was trying to win passage to the Louisiana Purchase Exposition by selling a certain number of "The Greatest Short Story Magazine on Earth" each week, and with that he dodged an empty kerosene can the woman threw at him and flew out of the store with a shout of derision.

Such episodes were commonplace, but when the Evening Times came out with the announcement that Miss Bell had won two first prizes at an exhibition given under the auspices of the Dauguerre Camera Club of New York, new fury was added to the flame. "Miss Jennie Bell, of This City, Wins Two First Prizes," was the text of one headline. "Lawnton City Gets There Right in New York" was the next. And the article went on to indicate the high standing of the Dauguerre Camera Club and dilated upon the remarkable skill required to capture first prizes for the best outdoor study in landscapes and for the best results in outdoor exposures at night.

"Humph!" said the proprietor of the White Elephant, who had been listening to the rehearsal of the little milliner's triumph, "it's all right I s'pose, but I'd like to hear the inside facts. I'll bet that 'ere Dauguerre is one of them wholesalers down to New York she buys goods of twice a year."

"You're right," echoed Dave Berry, the backer, "you can gamble she had a pull somehow. She's a keen-er, that girl is, an' no mistake."

* * *

Soundly sleeping on the hill, the people of Lawnton City were aroused about two o'clock one morning by a series of loud reports—a combination like loud beats upon a bass drum and the rattling clatter of a great pile of falling lumber. As they looked out of their chamber windows they saw a tiny flame lighting the office at the river end or rear of the St. Louis Department Store. Then came a belated report and a great cloud of smoke was seen coming out one of the windows, followed almost instantly by a bright illumination from the interior of the office. They saw, also, two figures, seemingly those of a man and a woman, come out of the store and run toward the river.

The fact that the town was without water works or fire engines probably explains the remarkable alacrity with which men, women and children hurried to the scene, carrying pails, ladders and axes, and foremost among them was Mort Banker. Bucket lines were speedily formed from the river to the store, ladders were raised and inside the building was the mail carrier directing a blanket fight. Horse blankets and rolls of carpet soaked in water were hung against the office partition walls and bucket lines, of women chiefly, kept the blankets wet. On the floor above the office were other bucket lines fighting the fire in its upward effort, while outside were axesmen tearing away the siding and pouring water steadily. It was a short, intelligent and successful struggle, which ended with a great mass of merchandise on the sidewalks across the street, a

badly dilapidated corner and a safe that had been blown apart with terrific force.

The danger passed, there was a wild curiosity and enquiry as to the identity of the safe blowers and incendiaries and a unanimity of opinion that the man and woman seen running toward the river were the guilty parties. Detectives from the city arrived the next day and pronounced the case as the work of amateurs and hinted broadly that whoever did the job was well acquainted with the premises. In some mysterious way the conjectures at last developed a suspicion that Mort Banker bore a strong resemblance to the figure of the man seen running when the burst of flame broke out. It was difficult to believe such a theory because it was against the man's entire record and no sufficient motive could be conjectured. At last it was rumored that the detectives had followed all clues to the end and as a result would make a complaint against the letter carrier.

Through it all Miss Bell not only maintained her faith in Banker, but carried on a little investigation of her own as she stoutly declared her friend's innocence. Among other things she visited the carpet weaver, with whom she had a long interview, and on the day the news was received that Banker was to be complained against she visited the county seat. When the steamboat reached its landing next day Miss Bell stepped ashore, accompanied by the sheriff of the county. Shortly thereafter Dave Berry and the proprietor of the White Elephant were under arrest, charged with burglary, and at the trial, which ended in their conviction, the evidence that did the work was a photograph, a night exposure made by Miss Bell, showing the St. Louis Department Store and its striking background, while in the immediate foreground was an unmistakable full length portrait of Dave Berry and another portrait of a figure wearing a peculiarly fashioned gown. The face of the wearer could not be distinguished, but the carpet weaver identified the gown beyond all question as one she had made during the winter for the saloon keeper, who had worn it at a masquerade. Moreover, when the identity of the gown and the connecting circumstances had been fully established, the saloon man "squealed like a pig," as the hotel hostler put it.

Berry and his partner went to prison to do a ten years' stunt and—

At present Mort Banker is a partner in the St. Louis Department Store, having charge of the men's clothing and hats and caps departments, while his wife is also a partner, and still in charge of the millinery and dressmaking departments.

Charles S. Hathaway.

The men who have become rich are seldom those who started in business with capital, but those who had nothing to begin with but their strong arms and active brains.

No young man of to-day can succeed to any great extent who is not enthusiastic in his business occupation.

Prospects of Success for the Coming Generation.

In my opinion the chances of success to a young man are as brilliant to-day as ever, and especially is this so in our own country. To achieve success the young man must be born of the determination to climb the ladder at whatever cost, and to assume the incidental responsibilities, meet the inevitable difficulties, leap the obstacles, which will no doubt be in his path. There are, unfortunately, but a small percentage of the young men of to-day who have sufficient self-control and indomitable energy to reach the goal. It is far easier to drift with the tide, and enjoy the pleasures of life, than to get a grip on one's self and prepare for a campaign of hill-climbing, but if he has a sincere desire to leave the world better than he found it, it is necessary for every young man to regard his occupation as a jealous mistress.

This applies with equal force to the professions, as well as to the commercial and industrial affairs. Life is but an education, by which I do not mean book-learning, but rather a knowledge of men, a knowledge of affairs, and particularly a knowledge of one's own business or calling. Persistence belongs in the cornerstone of the boy's structure. Get-rich-quick schemes are always looked upon with suspicion, therefore, when young we must look forward to a long period of close application before we see the results of our efforts. It is this prospect that discourages the larger number of young men entering the world's affairs. Unless they can look forward to this period with determination to succeed, they will not reach the goal.

It has been asked, What is the reason for success or failure? It can not be opportunity because we see examples of notable successes among those to whom opportunity has been a stranger. In commerce and industry it can not be book-learning because the large majority of the captains started life with very little education. It can not be good clothes or good manners, as we see many of both extremes at the goal.

My diagnosis would be that it is inherent in the boy. If I were asked to advise upon the requisites I should say, he must enter his chosen path with zeal, pursue it with zest and energy, taking delight in the beginning of success and using the experience thus gained in larger fields. This delight should not be primarily or mainly for the money returns so much as for the very glory of it. I would say keep the body and mind in the best possible condition for battle, and especially the mind, as success can only be attained through training. Be loyal and patriotic, be fair in all of your dealings, and generous in your thoughts, cultivating only those acquaintances with whom contact is profitable in knowledge. Accustom your mind to close application, directing it always in the chosen channel at the end of which keep in view the desired goal. If the boy has an honest conviction and determination to make his mark there

is no power on earth which will stop him.

If I were asked to name the best field for the accomplishment of these objects, I would say, broadly, United States. If experience be taken as a guide, we have but to note recent history. You all know, but do you thoroughly realize the rapidity with which this country is growing? I am not going to burden you with statistics, but in my own line, manufacturing, it will be sufficient to say that the figures taken from the United States census show that the value of manufactured goods in the past fifty years has almost geometrically doubled with the passing of each decade. In 1850 this value was shown to be a billion of dollars, while in 1900 the value was thirteen billions. Our commercial position before the world has developed in almost the same ratio. The value of manufactured goods exported in 1840 was eleven millions, and in this connection it may be interesting to note that the increase in the value of our exports during the past twelve years was nearly double the total increase during the preceding ninety years. With such figures before us can we ask for a better field in which to labor?

Is it not fair to assume that the momentum of this development will carry us on and on, provided only we have a sufficient number of progressive, aggressive and determined young men to whom we can look for assistance? I do not for one moment desire to discount the value of the older heads in directing affairs, but look if you will among the captains in the profession, in industry and commerce, do you not find many a gray-haired man surrounded by bright, capable, thinking young men, who themselves are managing certain departments of the business? In such a field as I have named, and in such a time as the present, can it be questioned that a young man can achieve success if he has the necessary attributes? Success can be purchased, but the cost is high. Eternal vigilance is the price.

C. W. Asbury.

The Shifting of Trade.

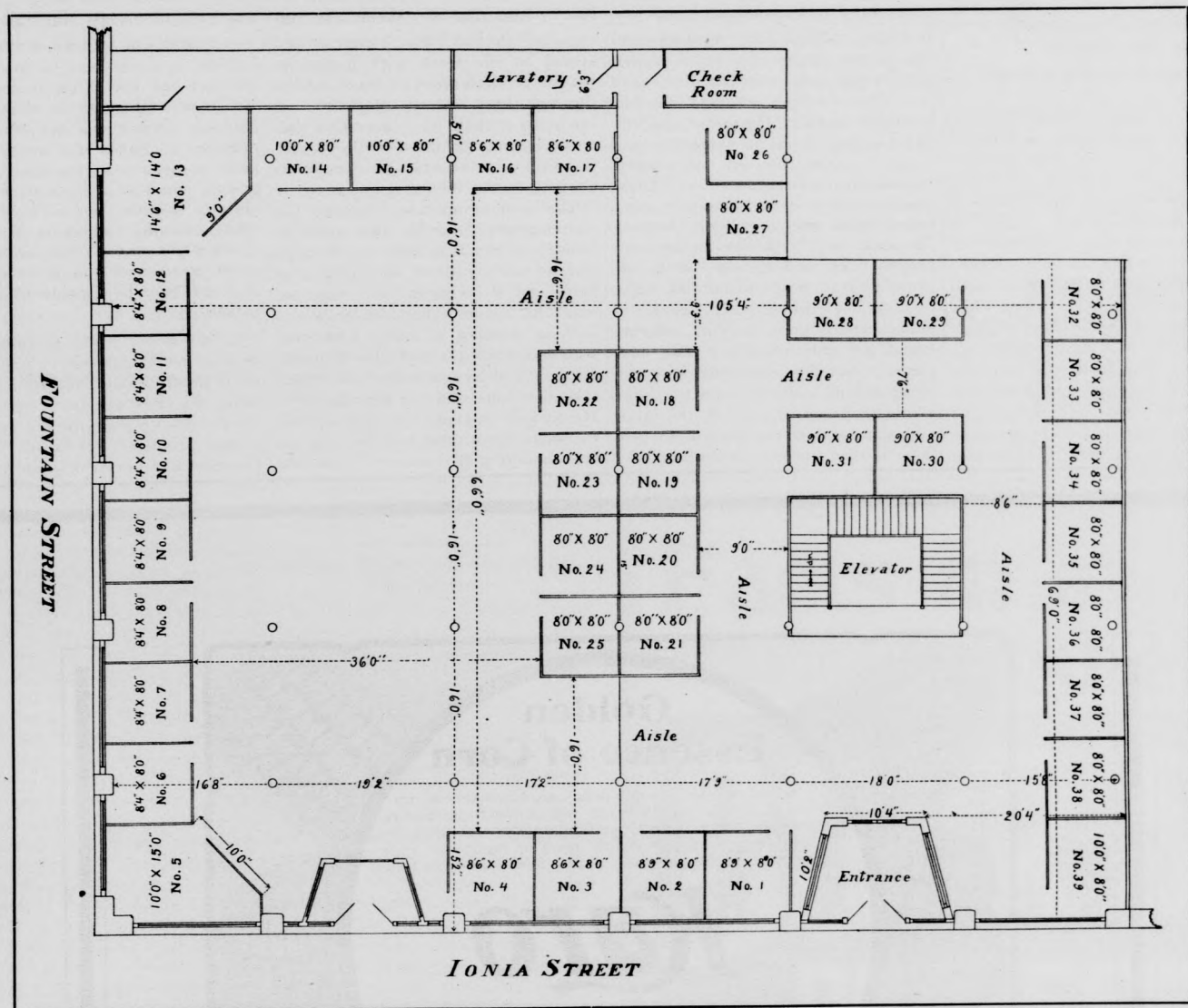
A good many people trade at some one store for years, and then for seemingly no known reason to the proprietor, they change and go elsewhere. What is the reason? Perhaps it is some little unintentional slight in store treatment, or maybe, some error in delivery or the book-keeping. Whatever it is, it is good business for the proprietor to find it out and correct the fault that has caused the trouble.

The tendency of a good man men is to get huffy and say "let them go if they want to," but it goes without saying that no man, however prosperous his business, can afford to lose customers in this way and feel that he is able to get along without them. If every proprietor would personally search out such customers as leave him in this way and strive to win them back to his store, there is no doubt but what his business would be the healthier, because it would open his eyes to faults he knows not of.

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How Married Life Can Pay Dividends in Happiness.

Written for the Tradesman.

The public schools of New York City are trying to offset the exodus of women from the domestic sphere by teaching boys how to sew and cook. Hereafter, in Manhattan, the science of the frying pan will be inculcated along with the science of mathematics, and an intelligent, educated youth will be able to recognize a mauve voile bolero with lace insets and entre doux at sight and know it for what it is as easily as he does a right angle triangle.

To the majority of people the innovation of teaching boys the household arts will seem doubtful wisdom, and woman, in particular, will be inclined to resent it. It is an invasion of the one field of labor where she has been permitted to work without anybody questioning her right to delve in it, and with a prospect of papa's pies rivalling mamma's doughnuts, she may well look forward with apprehension to a time when, like Othello, her occupation will be gone. Worse still, it is a deadly blow at matrimony. The man who can sew on his own buttons, and patch his own trousers, and cook things just as he likes them, will have one less incentive to marry than the man who

depends on some woman to rescue him from the depredations of laundresses and the nightmare of boarding houses.

All of these objections, however, are more than compensated by the dazzling prospects of domestic bliss offered to the woman who is lucky enough to marry a husband who has had a thorough domestic training. Indeed, it does not take a prophetic vision to see that New York will become the Mecca of women in search of husbands and that the matrimonial prize of the future will not be the millionaire, nor the swell, but the youth who has taken the blue ribbon prize in the cooking school.

Nor does this imply that women have any intention of abandoning the cooking stove that has ever been their most potent weapon and ally. It merely means that women will find in the man who has wrestled with bread that wouldn't rise, and jelly that wouldn't jell, and who has been up against the pots and the pans, a heart-to-heart sympathy and comprehension that no uncultured, half-baked man can ever feel. Dickens says, in one of his stories, that no educated man ever looks at even the back of a book like an ignorant person does, and it is precisely the same way in domestic affairs. The man whose whole experience in housekeeping consists in offering gratuitous criticism every time anything is overdone or underdone can never behold a dinner with the same exquisite perception of all the labor and time and worry it took to produce it that the man will show who

knows from personal experience of the deceitfulness of butcher's meat and the caprices of the kitchen range.

As it is now, the average husband is like the military experts who sit in their offices, and theorize about how Japan ought to carry on a campaign in a country of which they know next to nothing and whose difficulties they habitually underestimate. As he figures it out, all the domestic trials that seem mountains to his wife are but mole hills that she ought to be able to take with one hand tied behind her. All that she has to do is to march double quick on the enemy intrenched in the kitchen, show a bold front, fire off a torpedo or two, after which he expects white winged peace to hover over the scene. It does not even occur to him that the enemy is intrenched in her own country and armed to the teeth with bombs in the shape of threats to leave, and at the very first hint of attack she is ready to execute a successful retreat, leaving behind her the breakfast dishes in the sink and the clothes soaking in the tubs.

The general man has nothing but contemptuous pity for the feeble feminine intellect that can not manage two servants without acquiring gray hairs and wrinkles in the process, while he bosses a hundred employes without turning a hair. The man who has been through the domestic mill on his own account will never take that tone of voice with his wife. He knows that no rule that applies to other labor has any bearing on the servant girl question. Like the

wind she cometh and goeth as she listeth and no man or woman knows when or why or for how long she is going to list. Nor will a domestic husband make unfavorable comments on the culinary achievements of Sarah and Hilda and Dinah. He will eat what is set before him, asking no questions for sympathy's sake, and he will reflect when things go wrong that perhaps he would get no better results in his own affairs if he had to depend for help on ignorant and unreliable people who neither desired to learn their business nor to keep their places.

Of how desirable a husband would be who could sew a hook on the back of a bodice when one popped off at a critical moment and who took a real heart interest in fashions and was able to discuss intelligently the subtle points of a creation and a confection, it is needless to speak. No husband can ever hope to be All in All to his wife until he understands chiffons. It is men's lack of comprehension of clothes that drives thousands of women to tea drinking and gossip, and with a husband not only able to discuss, but if need be to take a needle, and assist in making godet plaits and French knots, the great question of how to keep a wife at home may be considered as good as settled.

In all good truth, teaching boys how to cook and sew is one of the most practical and healthful suggestions that has yet been made towards settling some of the vexed domestic problems. It is the first effort that has yet been made to make

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men see life from the woman's point of view. Most of the difficulties between men and women arise from their not comprehending the troubles with which the other has to cope, and, without doubt, the man who practically knows how to cook and sew will make a tendered and a more patient husband than the one who has an illusion that meals are conjured on the table by some sleight of hand performance which it is no trouble for the woman to perform, and which she deserves no credit for doing.

For exactly the same reason that I, as a woman, if I were contemplating matrimony would search through the length and the breadth of the land for a husband who was a cooking school graduate, so if I were a man I would choose a wife who had some business training in preference to one who had led nothing but a butterfly existence. The reason that a business woman is a preferred risk in matrimony is too obvious to need stating. For one thing she would be more careful about money. No woman who has ever earned a dollar looks at it with the same eyes as the woman who has had everything given to her. To the one it means an added luxury, something that comes easy and goes easy. To the other it represents toil and weariness, sometimes the very price of life itself. She knows how hard it is to win, and how hard to keep, and all the anxiety and humiliation that the lack of it causes, and she spends it prudently and judiciously.

Another thing that the man who marries a business woman may count on is getting a sympathy in his work that the other woman is incapable through very ignorance of extending. The average woman, deep down in her soul, regards her husband's business as a kind of picnic. Her idea of having a thoroughly good time is going down town, meeting a lot of other women and lunching at a restaurant, and to save her life she can not help feeling that this going down town of her husband's is the same sort of hilarious enjoyment. No woman who has stood behind a counter all day or bent over a set of books or taken part in the grind of business—who knows the anxiety and disappointment, the nerve wrecking strain of plans that fail of fulfillment, who has seen the promising schemes that come to naught—cherishes any illusion about business being fun. She knows it for the heart wearing thing it is, and this knowledge keeps her from inflicting on her husband many of the unconscious cruelties that women who are ignorant of what men have to go through practice upon their long suffering spouses.

It is this same knowledge that keeps the woman who knows life as a man knows it from burdening her already over-burdened husband with the errands she can do herself, and it makes her keep from him all the unpleasant communications that he can be spared. She remembers that, when she came home at night with nerves fretted to fiddle strings, she felt that just one more calamity, however trivial, would strain things to the breaking point. You may be

sure that such a woman does not meet a tired man at the door with a glad announcement that Jenny has swallowed a pin and the plumbing is leaking and that the steam heat won't heat and that the butcher's bill is beyond reason and Aunt Maria is coming on a three months' visit and that the housemaid broke his pet meerscham. Neither does she expect a man burdened with weighty affairs and whose time is money to stop down town and rummage through a department store trying to match a spool of elephant's breath silk. All of these pleasing vagaries belong to women who do not intentionally make martyrs of their husbands, but who do it through mere ignorance, just as so many husbands are absolutely brutal to their wives about things they do not understand and difficulties they do not appreciate.

A great deal of nonsense is talked about men and women invading each other's spheres. In reality there is no sphere in work. It is universal, and there is no augury more hopeful for the future than that women should be taught the principles of business and that boys should be taught the rudiments of domestic science. When that is done we have a common plane of mutual helpfulness and comprehension on which the sexes can meet. Men and women will not only understand the trials and tribulations under which each other labor, but will be able to sympathize with them and refrain from adding to each other's burden. With personal knowledge reform will come and married life will be a mutual sympathy and benefit company that will pay dividends in happiness. Dorothy Dix.

Problem Which Confronts the Business Woman.

To the down-town business woman the lunch question is one of serious importance. If she happens to have patrician tastes and a quick lunch pocketbook, she will usually compromise her inclinations with her income by bringing a sandwich or two from home, which she secretes somewhere about her person, and these, supplemented by a banana from an itinerant fruit vendor and possibly a few caramels, constitute her mid-day meal.

But now that the habit skirt has made the inside pocket impossible, the economical girl has to face a perplexing problem: how to dispose her sandwiches among her draperies and still preserve the symmetry of her figure. That she should carry them openly and above-board is, of course, out of the question, for it is the secret ambition of the business woman to be mistaken for a lady of leisure. She wishes to create the impression, when she hails a street car each morning, that she has merely sauntered forth at an early hour for a constitutional or to catch at the bargain counter the proverbial worm which falls to the share of the early shopper. A lunch box or basket would, of course, instantly reveal her true vocation, and she must, therefore, in spite of the prevailing fashion of severe lines and clinging garments, which reveals the least irreg-

ularity of outline, either continue to carry her lunch concealed, or else disguise in some way its true nature.

Her shirtwaist with its ample blouse is the only garment which affords any storage room nowadays, and that has been pre-empted to some extent by handkerchiefs. Then, too, even although she cuts her sandwiches with mathematical exactness and carefully disposes an equal number on each side of her blouse to preserve the proper balance, their angular edges will obtrude themselves and show outlines entirely foreign to the female form.

Now, given a problem half as hard as this to solve, a mere man would succumb immediately. But not so woman; women are born smugglers and in the seclusion of their offices they bring forth repasts from contrivances which make the production of omelets and hencoops from the prestidigitator's silk hat seem mere child's play.

Of all the receptacles used for this purpose, however, that employed by a maid from across the river is, perhaps, the most ingenious. All winter she has carried what to the uninitiated appeared to be one of those books which a certain library delivers in a neat cardboard box and has acquired the reputation among her fellow-travelers of being very studious. One day, however, the real use to which the cardboard box had been perverted was revealed. By accident its open end, which had hitherto been carefully hidden, was disclosed to view, and from it protruded the corner of a fringed doily!



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Grand Rapids, Mich.

Facts in a Nutshell

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Some Facts About the Hardware of Our Forebears.

When the rattle of the shop or the murmur of the store tires the nerves and wearies the body it is pleasant to steal to the birthplaces of the nation, and there look upon the handiwork of the men of olden times who toiled slowly, but strongly and well, for their products are as good as new to-day.

Picture, if it is possible to the modern eye, such hardware as might be expected to have come from the Philippines, or some South Sea island; bitstocks of wood, padlocks as big as a mince pie, and thicker than the kind mother used to make for Thanksgiving; scythes that look like machettes, tiny shovels in which Ben Franklin passed hot coals for his friends with which to light their pipes; lanterns more tin than glass, keys nearly a foot long, and bed keys of greater size, swords used in several wars and guns which killed the redskins, and a host of hardware implements used in the household and otherwise, and all once used in this country's settlement. These strange things, as well as things even more marvelous, may be seen carefully preserved in one of the birthplaces of the nation, old Salem, in Massachusetts, at its Essex Institute.

The traveler of to-day might, with good excuse, be baffled to discover the nature and the use of some of the queer bits of ancient hardware as he looks upon them in the museum of this Institute. A big blade of steel, ten inches wide at the butt and tapering to a point, certainly resembles a scythe, although more like that in the allegorical picture of Father Time than any which an enterprising farmer of this twentieth century might have use for. A glance at the index card above this old scythe affirms the suspicion that it is really a scythe used sometime in the seventeenth century. And by this big scythe is a sickle which Death himself might have used on his busy days, it is so long and rakish.

But coming to the things of domestic life, up in the corner of the museum case is a black thread-bound handle from which four whole bone strips project; it suggests a sawed-off cat-o'-nine-tails, but the card by its side states it is an old-fashioned egg beater. Perchance the grandmother could whip with it most excellent custards in those days, but the writer mentally resolved that if he was ever put to the task of being chief cook of the household, he would prefer to hustle around to get a modern "Dover."

Towards another corner of the case, the smoker instinctively turns; he sees nothing familiar about, but has suspicions that something smells of smoke, a little like his oldest pipe. He notices a couple of pair of tongs, each about a yard long, and with queer little hollow grips at their end. There is nothing to indicate a fra-

grant Havana or a well-colored meerschaum here, but the index card briefly states: "Pipe tongs and cleaners, used by the forefathers to pick hot coals from the coal hearth from which to light their pipes." And close by is the dainty little iron shovel, in which wise Ben Franklin used to pass the coals, so that his cronies might light their pipes as they sat about and smoked and chatted about "Poor Richard" and his Almanac wisdom.

The traveler momentarily recalls that the open hearth has vanished, and that electric and gas cigar lighters are here, but he marvels little at the progress of the world until he notices the tinder boxes and the flint and stone, by which crude devices the forefathers used to light their fires.

The family man will observe in the museum the fine set of steel dinner knives, with bone handles, carefully tucked away in a leathern bound, brass trimmed case, each in its place in perfect order. Undoubtedly, these knives once graced sumptuous colonial banquets, when bear, venison, turkey and game were more plentiful than beef is to-day. The family man will also glance at the sadirons, used in 1750, that are still serviceable to-day. Their wooden handles show well that the colonial housewives knew how to keep their fingers from burning as they put a dull gloss on the Sunday linen of their worthy squires.

A gem of the collection is the hardwood door, with its wrought iron handles, nails and hinges brought from a New Hampshire farm, and which was erected before Revolutionary times. The iron work of this door is apparently as good and as strong as the day it was made, and some of the wrought iron nails are driven into the hardwood to show that they are still strong. Of course, the finish is crude, for this iron was wrought when men were in a hurry to get safely into their homes before the aborigine came along with his tomahawk and scalping knife to make things even livelier.

A wooden bitstock, undoubtedly hand carved, and about a yard long shows the clumsy tools with which the forefathers had to work. Near the bitstock is a quaint old pair of pincers, with which "ye cordwainer" might have pulled the mis-driven peg from the sole of the shoe, or the aching tooth from the head of the village dandy. A vine cutter looks as if it might have come from Old Greece, and a powerful wrist muscle must have been necessary to use it, for its operator had to cut twigs by squeezing them between its blade and its flat base.

A chain of rings seems to have been the iron dish cloth of some family of giants, but it is really the Flemish girdle chain by which old-time butchers fastened their steels to their waists. A collection of ancient steelyards and balances range from those small enough to weigh particles of gold to those great enough to balance bales of hay.

Among the keys, locks and latches, there are some strange pieces: padlocks as big as an old-fashioned



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mince pie, keys as long as a foot rule, and latches of quaint shape and use, but the strangest of them all are the bed keys. One of these is of hardwood, 15 inches long, and its ward a square hole at its thickest end; it looks like the handle of a modern child's cart, for its knob is another stick of wood at right angles to it across its top; other bed keys are smaller, and are of both wood and metal.

The bed key is a stranger to the men of these days of hair mattresses and folding beds that look like pianos. But when our sturdy ancestors went to bed they made sure that the bed posts were locked to the walls, and that the sides were firmly fastened in place, so that the bed neither collapsed beneath them nor doubled up upon them, as have done some modern rest promoters. Incidentally, the bed key was always kept where anybody or everybody might find it, so that the bed might be quickly unlocked, taken down and carried out of doors in event of fire.

From the forges of colonial Vulcans are many exhibits, quaint looking guns that were used against the savage redskins or wild beasts that roamed to the Atlantic seashore. There, too, are swords that have drunk blood in two continents, resting calmly beside the gaudy dress swords of dandy soldiers in times of peace.

And of hardware for the household there is a great variety, some of which the twentieth century man readily recognizes and some of which is certainly Greek to him. What looks like a tin cage for small birds is really a lantern, although a man used to electric lights can scarcely understand the value of the faint light that might steal from its tallow dip through the knife blade holes punched in its sides.

A roasting jack is a puzzle to the man of to-day who likes his beef well done. On the roasting jack the colonial housewife used to "spit" the daily allowance of meat, and slowly turn it before the open fire, so that all parts might be equally well done. Bread was toasted in a like manner, although an odd looking wire device was often used as a toaster.

A Dutch oven hanging on a chimney crane looks like a witch's kettle, and a foot stove was a luxury of the forefathers of which men of to-day know but little. The foot stove was a tin box, about a foot square, in a wooden frame, with holes punched in the top and sides of the stoves. In olden times, when hardy forefathers considered stoves in church the Devil's temptation to sleep during the sermon, these foot stoves were filled with hot coals from the family hearth, and rushed to church by a swift runner and placed in the family pew.

Apple roasters, shovels, tongs, and irons, fire tongs, fire backs that look like tombstones, and many other queer things of "our forefathers'" homes are included in this collection.

Scattered here and there about the Institute, as parts of other collections, are a number of other things of interest to the hardware dealer. An iron door scraper, on which polite people wiped their muddy boots be-

fore entering houses, looks big enough for an elephant to have used; a potato masher that would make a big "billy" for a policeman to-day, and a milk skimmer that is but a wooden saucer. Ship's hardware—well, that's another story. Looking at so many queer things of the forefathers is getting a little confusing. How did they ever get along with such crude devices? How did they ever make them? What would they do in these days when machines whirl so swiftly, and tools are turned out by the gross instead of by the single one? And will the world keep moving on, and the men of the next century look back upon the cherished products of this age as crude devices of simple people? And will the hardware of to-day last the one and two centuries that the hardware of the forefathers has endured?

Certainly the journey to the Institute at old Salem has been interesting. A glance at the curios the forefathers once used is sufficient proof that the world is moving on, and that there is more in it to-day than there ever was.—F. A. G. in Hardware.

What Business to Take Home.

It is a reflection upon your own business ability that you can not make a living during business hours. Your ill humor is a confession to your wife of your weakness and incapacity, and of your not being master of the situation or equal to confronting emergencies. Women naturally admire strength, capacity, efficiency and courage in men. They admire the man who can not only make a living, but also make it easily, without fretting, stewing or worrying. Your wife will think less of you if you continually lug home your business cares.

This does not mean that you should not keep your wife informed about your business. Every man should talk over his affairs with his wife, and she should always know the exact condition of his business. Many a man has come to grief by keeping his wife in ignorance of his straightened circumstances or declining business, or of the fact that he was temporarily pressed for capital and unable to indulge in certain luxuries. A good wife will help a man amazingly in his business troubles or struggles to get established if she knows just how he is situated and what is required of her. Her economy and her planning may give just the needed support; her sympathy may take out the sting of the pain and enable him to bear his trials. This confiding frankly in a wife is a very different thing from everlastingly harping on the disagreeable features of a business or letting them ruin your attitude toward your family, making life miserable for those not to blame.

Good cheer, a feeling of good will toward one another and toward other people, and a spirit of helpfulness and utter unselfishness should always be present in the home. It should be regarded as the most sacred spot on the earth. The husband should look upon it as the one place in all the world where he can

get away from business troubles, the exactions, grinding and crowding of life's struggles—a place to which he can flee from all inharmony and discord, and find peace and rest, contentment and satisfaction. It should be a place where he always longs to go, and from which he is loath to part.—Success.

Grasshoppers For the Table.

Big grasshoppers, such as grow fat and buzz loudly in the Orient, are looked upon as table delicacies in the Philippines.

There are several methods used by the natives for catching grasshoppers. The most effective is the net. This is a large butterfly net, arranged with netting placed over a hoop, and to the latter is fixed a long handle.

The hopper is first so thoroughly dried out in the heat of the sun or in the bake oven that there is nothing left that is really objectionable, and a nice crispy article of food results. This tastes sweet of itself, and something like ginger biscuits. The natives usually sweeten the grasshopper more by using a sprinkling of brown sugar. Then the confectioners make up grasshoppers with sugar, chocolate trimmings, and colored candies in such a way that a very nice tasting piece of confectionery is obtained. The housewife of the Philippines takes considerable delight in placing before you a nice grasshopper pie or cake. The grasshopper pie is the most wonderful dish, as the big hopper is prepared in such a way that they do not lose their form.

Greenville Planter Co.

GREENVILLE, MICHIGAN
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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.

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

VEGETABLE WINDOWS.

They Compare Favorably With Those of Dry Goods Stores.
Written for the Tradesman.

When he is coming around the corner of West Park street or down Fulton street the eyes of the pedestrian are almost sure to be greeted with a sight well calculated to make the mouth below them water.

When the firm of Daane & Witters announced the fact, twelve years ago, that they were going to do business on that particular corner many were the predictions that the location would prove for them, as it had for numerous others, a hoodoo of the worst description. But, either they pursued new business methods, or possessed a trade-bringing personal popularity, or put on sale the kind of goods the people want, or perhaps it was a combination of all three of these elements of successful store-keeping—at any rate, it was not many weeks before the prophets stopped wagging their heads and said, "I dunno—that Daane & Witters seem to be going to make a 'go' of it. The people in there are pleasant, their prices are no higher than the others' and, although they are a little too far off the regular 'beat,' yet there's one great thing in their favor—they do keep things about their place extremely neat and clean"—a comment that any firm might be proud to provoke.

I think that this last—the item of cleanness—accounts for a great measure of the liking to trade at this store. Too many of the Grand Rapids groceries are criticisable in this regard. And they are carried on by men, too, whose wives are the very pink of neatness, whose own homes are models of good housekeeping. I have in mind several grocers in particular, whose wives preside over homes whose interiors are a delight to contemplate—everything as spick and span as soap and water and sapolio and all the cleans-all on the face of the footstool can make it, all the house in perfect order—and yet these same grocers could not put their foot down in a clean spot on their store floors if their lives depended on it.

Isn't this an anomaly! One would imagine that the very force of example would be a compelling influence over them, but, on the contrary, this contrast appears not to affect them in the least—they ride right over it.

But Daane & Witters—they are different, they take to cleanliness as naturally as a duck to water. As a consequence business men living to the east and northeast of their store have developed a habit of walking a block or so out of their way—or maybe two or three—to purchase eatables on their way home, perhaps missing one car to do so. And it goes without saying that the ladies like to trade here. Women may be depended upon to patronize a Spotless Town establishment always, other things being equal of course.

That window across the corner is, as I said, sure to catch the eye, and that a long distance off. It is always arranged in some striking manner.

"Jacob Hartger trims the windows—we all call him 'J,'" said Mr. Daane. "Whether he lies awake nights to think up displays I don't know—at any rate, he always carries out some original idea. He has been with us for two years. He has things his own way about the windows. Every last thing is removed from them at night to the refrigerator, and this item alone entails no small amount of work. Early this morning the way he had the boxes of strawberries set with the other spring eatables looked fine, but by noon the public ate 'em up—the berries were all gone. We filled the vacant triangle they occupied in the center with those fine string beans you see, but they do not form so pleasing a contrast with the head lettuce as did 'God's own berries,' as they have been called. We had little round radishes flanking the lettuce, also, but they ate all those up, too.

"Yes, one can have fresh—absolutely so—vegetables the year around now," continued Mr. Daane, "for, as soon as our home grown stuff gives out, things begin to arrive from the West and the South."

As he talked Mr. Daane deftly packed a square wooden box, holding ten pounds, with tempting little cakes of what he solemnly declared was "the real" maple sugar.

"This is going to California," he informed me.

It never had struck me that there was anything we had here in Michigan that that State might not have in her midst, and I said as much.

Mr. Daane smiled. (I think it was at my ignorance, but it was a real polite smile!)

"Oh, they can't have maple sugar from their own trees," said he, "for with their climate they can't have the alternate freeze and thaw necessary for the flow of the sap in the trees."

Then it was my turn to smile.

"Well, I never thought of that," I acknowledged, crestfallen.

"As I say, the 'Land of Sunshine and Flowers' will see this box I am filling. I had about 75 pounds—it retails at 25 cents—and all but 20 pounds of it has been shipped to New York, Washington, D. C., Racine, Wisconsin, and the State of California.

"Yes, California gets some things from other states. Many Californians won't eat their own oranges or grape fruit, any more than people here who know the difference. Heft these," and he placed in my hands a sample of grape fruit from the State he mentioned and one from Florida.

The latter was much the heavier. And every one at all fond of this tart-juiced edible knows the great difference in flavor of the two, the California tasting like weak orange juice compared with that grown in the Southern State.

"I should think there would be no call for the California," I observed.

"Oh, yes, there is considerable. You see, it's quite a bit cheaper so those who can't afford the better article purchase the less expensive. For my part, I rather not have the fruit so often, but, when I do have it, have that of superior quality.



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"The most delectable way to eat grape fruit is not—as is the way with those who know no better—to cut the grape fruit in two and put sugar on, but to prepare them the night before. Cut them in two, take out all the seeds, which are not a few, and fill with sugar the space they occupied. The sugar forms a syrup which permeates the whole interior and in the morning they are simply delicious, the syrup rendering them much richer than just the sugar. Some like the addition of Sherry wine, but the temperance people object most strenuously to this as a device of the Evil One.

I jumped from the grape fruit to the California artichokes, those funny looking little green rosettes. Surely, Nature never made a queerer little vegetable.

"The only way I know of cooking them," commented Mr. Daane, "is to boil them, until tender, in hot water, to which a little salt has been added. They are served one to a person. There's just a certain portion of the lower leaf that is edible, the rest is no good. Each 'petal,' you might call it, is dipped a trifle in mayonnaise dressing, that lower bit that is good, and the rest is discarded. They grow in California. Our delivery boy has much trouble to remember the name artichokes, so when he brings us in an order he says, 'They want some of those things that look like tulips!'

"Some confuse these 'tulips' with the artichoke of our own State, which is a tuber, growing like potatoes under the soil. The California variety

grows on top of the ground and has the distinguishing name of 'Jerusalem artichoke,' coming first, I presume, from the Orient.

"Yes, that leaf lettuce looks nice and crisp, but I prefer the head, by all means. Take the small yellow leaves from the inside and the leaf can't compare with them for tenderness. They grow much like a cabbage.

"How much are cucumbers? Twenty cents apiece. They were down some but came back to that figure. All green stuff is a little higher now, on account of Easter. Reason? Oh, prices always come up a bit just before a holiday or special day of any sort. Take Easter. Everybody, almost, entertains some on that Church festival day, and even if they don't they are quite apt to lay in more of a supply than usual. Just so with every extraordinary occasion, and it's simply a case of supply and demand.

"Of the things you see in the window the parsley, spinach, celery, little onions, radishes and pieplant are all home grown. The maple sugar is also home grown—if one can call it 'grown.' There's 20 pounds in that small pile, although you might not think it."

"That lady that stepped out just now bought 10 cents' worth. She got just enough, I'm thinkin', to make her provoked that she didn't buy more," I heard a customer behind me laugh to one of the clerks.

"Florida sends us those very red tomatoes. They come nicely packed, each one being carefully wrapped in

Manila paper to keep it from contact with its neighbors. They are shipped six baskets to a crate. It's really remarkable in what good shape things reach us. We are also indebted to Florida for the cucumbers, string beans and asparagus. I don't know just exactly where the coconuts hail from. They were said to have come 'in a car with oranges.' I know they grow in the southern part of Florida, but, whether these came from there, I couldn't say. The strawberries were contributed by Louisiana. They don't taste quite so much of money as they did—down now to 10 cents and a shilling.

"Yes," concluded Mr. Daane. "there's quite an art in dressing a show window with 'garden truck' alone. It takes a deal of ingenuity as the trimmer is restricted as to material. Of course, he has a great variety of vegetables to draw upon, but what I mean is that they are always pretty much the same, especially during winter weather. Of course, in the 'good old summer time' it is somewhat different. Berries and fruits come on in their season and then there can be more effective displays of Nature's handiwork.

"Yes, there's been a great change along this line within the last five years. Why, we never used to dream of such a thing as an exhibit of vegetables in our windows, and now a grocery store would look strange indeed without one. We try our best to make ours attractive and, if we may judge by the interested faces on the other side of the glass

and the pleasing comments brought inside, we succeed in our attempt."

The next morning after the above conversation—or I might better say monologue as I let Mr. Daane do the talking—I dropped into the store for the answer to a question or two I had inadvertently allowed to get away, and the clerks, between waiting on early customers and answering the continual jingling of the telephone, were as busy as a swarm of bees, cleaning the counters and tidying things up generally. I threw a glance or so around—surreptitiously, be it said—and even at that unseasonable hour the place partook of the nature of a lighthouse—the condition was one of simple immaculateness!

I was sure I saw in that fact the greatest secret of this firm's success.

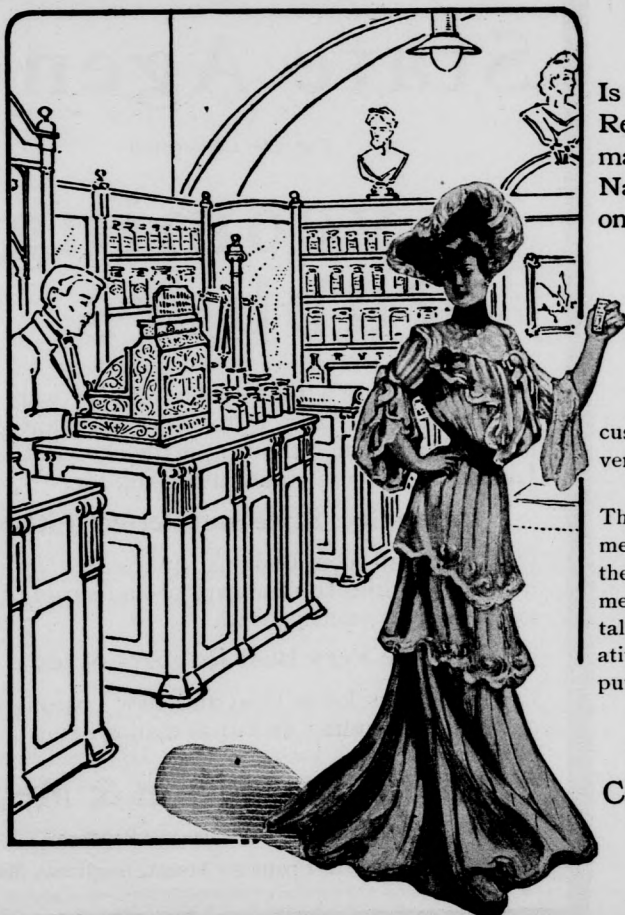
Fortune Through Failure.

"I owe my success in life to politics."

"Why, I didn't know that you had ever held office."

"I never have, but I ran for office once and got so badly beaten that I turned from politics in disgust and took up the line that has brought me a fortune."

Hair which is lightest in color is also lightest in weight. Light or blonde hair is generally the most luxuriant, and it has been calculated that the average number of hairs of this color on an average person's head is 140,000 while the number of brown hairs is 110,000, and black only 103,000.



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:

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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.

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Objections Raised to the Fit of a Shoe.

The salesman who never has a real cranky customer is to be envied, for the fact is that not one man out of five will buy the first shoe he tries on even if it fits perfectly, and strange as it may seem the average man is disappointed if he gets fitted with the first pair, although it is exactly the kind of shoe he wants.

He comes in the store expecting to try on six or seven pair and also to make the salesman earn his salary, and he usually succeeds in doing both, but the clerk has been schooled in patience and will show as many shoes as he desires to look at, not for any love he has for him but for fear of incurring the displeasure of the proprietor.

The objections which a customer will make are numerous and sometimes ludicrous and I will mention a few that would give anyone an idea what a shoe clerk is up against.

One of the meanest propositions he has is the man that begins to object before he has seen a shoe, and these cases are by no means rare. I have had them come in, take a seat, and when I would attempt to remove one shoe I would be handed out something like this:

"Don't take that shoe off until I see what you've got; I haven't had a decent fit in a shoe for the last five years, and I don't suppose you've got anything in here that I'd have, but I need a pair and if you can fit me I'll buy 'em." I explained that I couldn't tell just what style to show him unless I could see the shape of his foot, which was impossible without removing his shoe; told him that when a horse was led into a blacksmith shop to be shod, the first thing the smith did was to examine the hoof, etc., but he was obdurate and attempted to describe the shape he wanted.

"I've got a wide, flat foot with a low instep and a bunion on the right that was caused by this pair I have on; now, if you can do anything for that let's have it."

I brought out a swing last vici which I thought would appeal to him, but he waved it away with the remark that "he didn't want any of these crooked shoes, the old-fashioned, straight kind was good enough for him."

I next tried a London toe and he looked on it with more favor.

"I believe I'll try that on," said he. I tried to assist him in removing his shoe but he'd none of it, saying, "he'd been able so far to take off his own shoes and guessed he didn't need any help."

He tried it on—an 8 E. It was wide enough across the ball, but when he laced it up it came clear together over the instep, with room to spare. Of course, he let out a roar. I anticipated that and began to lose patience. "See here, my friend," said I, "you want a shoe that will fit your

foot and not your head. Of course, if you can fit both, so much the better, but in this case it's impossible. Now, you want a straight last that will fit a wide ball and a low instep, and you can never find it. My business is fitting shoes. I understand it from A to Z, and if you will do me the favor to let me put a shoe on your foot that fits it I will not urge you to buy it, but I simply want to show you what a good fit is."

He was somewhat impressed with my earnestness and told me to go ahead. I got down a 9 C in a swing last, put it on, laced it and it fitted perfectly. The extra number in length gave him plenty of ball room and the narrower width made it fit the instep perfectly. He stood up, stamped around a while and I saw I had made a hit.

"The trouble with the shoes you have been wearing is that they were too short. A short shoe will cause a bunion quicker than a tight one, and instead of wearing a No. 8 you ought to wear a No. 9." "I guess you're right, young man," said he, and bought the shoes, and forever afterward he was my customer.

Another fellow that is hard to sell is the one whom you fit with the first pair he tries on. As I remarked at first, he is actually disappointed, and while he urges no objection, he is not satisfied and wants to see "something else," and right here is where a great many clerks make a mistake.

In their efforts to be agreeable and pleasant they will get down all the latest styles and proceed to fit him neatly in all of them and the result is he gets confused and does not know what he wants.

The proper way to handle him is to show him some of the most out-of-date bugs you have in stock—get into the P. M. section and bring out a few, and if he wants to try on any of them give him one a size or two too big and let it look as ill-shapen on his foot as possible, and by the time he has tried on two or three he will fall back on the first pair and you will have his money in five or ten minutes, instead of waiting an hour for him to decide which one of the new styles he wants.

Another fellow that is troublesome is the man with the small heel. His foot is well proportioned otherwise, but every shoe you put on him slips up at the heel—he does not fill it out properly. With your back to him take the shoe in your hands and press the counter inward on both sides. This will make it feel tighter when it first slips on and he will imagine it is smaller in that particular. If that does not do, take it back to the hydrant and dampen the counter on the inside. This will have a tendency to make the heel set more firmly and he will think it is a different shoe, at the same time lace it as tightly over the instep as he can stand without squealing.

Another fellow that's hard to handle is the one with the narrow foot and high instep.

Some insteps have a lump on them as large as a hen's egg and couple this with a narrow foot it makes a very hard proposition for the clerk to go up against, and I would hardly

A Millionaire

Can not afford to buy a shoe that does not have the
WEAR IN IT.

The Hard Pan Shoe

appeals to all who wear it as being the cheapest shoe on the market because **IT HAS THE WEAR IN IT.**

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

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.

know just how to overcome it. I always had the consolation of knowing that I could fit him as well as anyone else could and he usually shared my views.

After lacing it up as tightly as I could I would make the remark that "you don't usually get them to lace very closely, I suppose." I would jerk his trousers down as low as possible, and let it go at that.

But by far one of the most disagreeable customers to wait on is an old man who wears a plain shoe. Ninety-nine times out of a hundred, after giving him the proper width he will say it is too long.

There being no cap or box on the toe he can reach down and feel just where his toes come and if there is a half inch space between them and the end of the shoe he will swear it is too long.

You may argue with him until you are black in the face, tell him that short shoes produce ingrowing toe nails and bunions, also that his foot will gradually work forward, measure the new shoe with the old one and show him that the old one is the longer, and he will insist on a shorter shoe, but he must have the same width, which is a double E.

I have often thought if I were running a factory I would take some old man's foot, size 7½ FF and have a last built exactly the same shape, and make a few pair of shoes for samples, and when a shoe clerk ran across a crank like that just let him show the sample and the old man would buy a decent looking shoe much easier.—Shoe and Leather Gazette.

Explanation of the Advance in Rubber Goods.

The 7½ per cent. advance in the price of rubber boots and shoes by the United States Rubber Co., following a still further advance in the price of crude rubber, came as a surprise.

For years, even before the formation of the United States Rubber Co., it has been the policy of the rubber companies to make their prices early in the year for the full year and stand by them whether they made money or not. Of course, profits in the business depended largely upon the fluctuations in the crude rubber market.

This custom has been followed by reason of the fact that the large consumption of rubber boots and shoes is only in the winter and the jobbers and retailers place their orders early in the year for next winter's requirements, and prices are made once a year so that there will be a settled basis upon which to place advance detailed orders.

This year when the United States Rubber Co. announced its 1904 prices, which recorded a 12½ per cent. advance over prices of a year ago, crude rubber being about 20 cents per pound higher than a year ago, it made a new departure, in so far as it reserved the right to advance prices if the crude rubber market warranted such an advance.

This action was taken as the United States Rubber Co. management had intimations of a still further ad-

vance in crude rubber, and they had no inclination to repeat their experience of 1903 when the company did the largest business in its history, but was prevented from securing an adequate profit upon this business, because of an abnormal advance in the price of crude rubber.

Crude rubber took a sudden jump last week and on Saturday the United States Co. advanced its prices 7½ per cent., making a total advance over last year's figures of 20 per cent., which a little more than offsets the 30 cent per pound advance in the price of crude rubber.

The hard rubber manufacturers had previously advanced their prices 10 per cent.

The intimation to the trade that prices might be advanced had a noteworthy effect upon advance orders for we understand that orders so far this year have shown an increase of about 20 per cent. over last year.

It is evident that the United States Rubber Co. is now being operated along business lines. There are intimations that this year it is planned to place United States Rubber preferred stock upon a 4 per cent. dividend basis. This stock is entitled to 8 per cent. but is a non-cumulative issue.

The company recently took up \$1,000,000 of its 5 per cent. notes, which leaves the issue \$10,000,000. These notes all become due in March, 1905. The Boston Rubber Shoe Co.'s bonds do not become due until 1908. The company has so strengthened its financial position that it should have no difficulty in funding these short term notes into bonds, which would permit of the diversion of a portion of net earnings to stockholders.—Boston News Bureau.

Is Advertising Too Expensive?

As a matter of fact nothing is too expensive if it pays. It is better to spend \$1,000 and make a profit than to spend \$25 and lose money. But good advertising is not expensive considering the service it renders. It is only poor advertising that is dear. Every retail shoe dealer knows that he could probably cut his rent in half by moving to a less desirable location, but he realizes that it would be bad business policy to make the change.

The experience of successful advertisers is that the best mediums and large space pay best. Of course this requires money but it is impossible to be successful in business without capital enough to do what should be done.

It is a mistake, however, for a business man to say he "can not afford to advertise." It would be nearer the truth to say, "I can not afford to stop advertising." A common sense way to look at this question is to consider that the cost of advertising is a legitimate expense and that manufacturing, wholesaling and retailing are to-day conducted upon a system that recognizes advertising as an integral part of success. It is true that profits are small, but if others in your line can afford to advertise a confession that you can not argues that something is wrong. It behooves every man who honestly

supposes that he can not afford to advertise to get in alignment with modern conditions. Many years ago there were manufacturers and wholesale merchants who refused to employ traveling salesmen. They declared that they would never add this expense to their sales departments. Some of them stuck it out until their business was ruined and they were compelled to retire on their private fortunes. Those who intend to continue in business must adopt modern methods and one of these is advertising.—Shoe Trade Journal.

The man who is successful is the man who is useful.

To Nickel-Plate Direct Any Metal.

The Berlin Mechaniker says that any metal may be nickel-plated, direct, with the following bath: In 5,000 parts of very hot water dissolve 1,000 parts of nickel sulphate; 725 parts of neutral ammonium sulphate and 5 parts of tannic acid, dissolved in the smallest quantity of ether; filter and add sufficient distilled water to make 20,000 parts. The bath must be absolutely neutral.

No man can rise who slights his work. Push in business seasons, and in dull seasons still push.

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, Krause & Co., GRAND RAPIDS
MICHIGAN



If you are our customer
and sell the shoes we
make to your customer,
it means that you give him
a little bit better value in
foot satisfaction than he
can get elsewhere

Our trade mark, whether stamped on a men's fine Goodyear Welt or on the sole of a River Boot, is a guarantee that the shoes contain all the style, comfort and wear that your patron pays for.

We go everywhere for business.

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

HOODOO COIN.

Trail of Disaster Which Followed a Half Dollar.

Who has it?

If you possess a Columbian half dollar, if you have been carefully pocketing it as a souvenir and can look back over a trail of inconceivably hard luck, then rid yourself of the coin and witness your rise into a normal condition of life.

Somewhere in the United States this Columbian half dollar is dealing destruction—perhaps death. Those who once gladly touched flesh to it now shiver at the thought of its deadly influence and rejoice over their escape from an awful fate. For in its time—and the story is backed by the words of men who know—it has killed the hopes of many men and destroyed the lives of at least two.

There is in this tale no fabric of superstition. Facts do not deceive. To "see with one's own eyes" is to know. The writer is one who has suffered.

In 1892 there had been a little game in a little club in the city of Pittsburg. "Charley" McSwiggan, until recently press representative of the Carnegie Steel Corporation, invariably took a hand. For weeks he was invincible. Nightly did he clean the table, stake his friends with carfare, and then bolt for an all-night conveyance to his suburban home. In time McSwiggan's affluence induced him to journey East for a rest. He came to New York. It was during the year preceding the Chicago Fair. One day, when passing the Sub-Treasury he entered and availed himself of a shining Columbian half dollar.

McSwiggan's diary shows that from that minute his god of fortune deserted him. He went to the Sheepshead track. The "bookies" hit him hard. He rode on a Broadway car, and a pickpocket pumped him dry. He boarded a train for Pittsburg with a railroad ticket, a pain-racking hunger, and his Columbian half dollar.

The "boys" were glad to have McSwiggan return, but sorry to learn that he had left all his money in the metropolis. While he had been away they had been preparing for a vigorous attack. They had to wait several weeks, however, until he pulled himself together. Then he "sat in."

McSwiggan was now the "easiest money" they had ever known. He couldn't touch anything. Every time he sat down he was separated from everything excepting carfare and the Columbian half dollar. Finally he said he had lost faith in his mascot. He played it in. Presto! He picked up instantly. He redeemed the half dollar and carried it away.

The next time he played he got down to low water again, and in went the Columbian coin. Once more his luck came back. And so, night after night, McSwiggan lost, parted from his mascot, and then redeemed it. It dawned upon him that the coin always marked the turning point, and he finally abandoned it to the banker.

Harvey Reese, another of the

group, came into possession of it. Finding it a "jonah," he cast it away. All around the table it went. Every man who got it fell under its influence. It was consigned to the chip box, where it remained for weeks.

One night Reese had an unusual run of luck. His friend Leon Bancroft, thinking to have some fun, dropped the coin into his coat pocket. Reese's stack melted away. When he discovered the coin he declared he had been robbed. He was furious for a time, but after he subsided he gave birth to a brilliant idea.

"Boys," he said, "let's stake Stephen Hornett and get him to play it into a bank. Steve has never won. If he can win with this coin then we will have proof beyond any question of a doubt that this coin is what we think it is."

"Steve's" weakness was faro. He had played faro all his life, and no man had ever known him to win. His friend "Buck" Connolly, who ran a gambling house on the outskirts of Pittsburg, had begged him not to play, but in vain. But now he started for the bank with instructions to put in the Columbian half dollar on the first play. In a short time he had \$500 of the bank's money. He went to a telephone and called up Bancroft. Bancroft tipped the word around, and in a few minutes every man in the pool was "borrowing, begging, and stealing" enough money to get at Connolly's bank. They all won. At 10 o'clock that night Connolly threw up his hands and closed down.

The next morning Coroner Heber McDowell came into possession of the coin. It had been found in the pocket of an old man named Jope, who had been murdered, beaten to death, in the cellar of the First Avenue Hotel.

"Mickey" Hughes, the dealer at

Connolly's, had appropriated the coin for a souvenir, but unknowingly had passed it over the First Avenue bar. Jope, who was the cashier of the hotel, also had appropriated the coin upon finding it in the cash register.

"I know the history of this coin," said Coroner McDowell after the inquest to a group of reporters and loungers in his office. "I am going to put it in this drawer, and any person with a reckless regard for life can cart it away."

For weeks the coin remained undisturbed. One day an old man who had haunted the Coroner's office seeking jury duty was found dead in the back room of a saloon. That day the coin was missed. It was never traced.

Where is it now?

Confidential Advice.

Simeon Ford, the hotelkeeper and humorous after-dinner talker, was once for some months the victim of a young man whose only claim upon his attention seemed to be that his father had once boarded at Mr. Ford's inn.

This youth was an unspeakable bore, and made himself a general nuisance about the hotel. Finally he penetrated to Mr. Ford's private office, and after sitting down and putting his feet on the desk, said:

"I say, Ford, I've been thinking that it is a great thing for a young man like me to get into some good secret society, such as the Masons, or the Odd Fellows, some of them. Helps his chances, you know. Now which of the lodges would you recommend for me?"

"Young man," answered Mr. Ford confidently, "you go straight and join the Ancient and Independent Order of the Colts of the Wild Ass. Inside of six months they'll make you Grand Worthy Exalted Colt."

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

IF A CUSTOMER

asks for

HAND SAPOLIO

and you can not supply it, will he not consider you behind the times?

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.

CLEANLINESS, GODLINESS.

Leavening Influence of Soap and Water on Public Morals.

The Omaha Police Judge who recently sentenced one Kitty Moriarity, a vagrant, to six months' confinement in the county jail and a bath every day during the term of her incarceration, may unconsciously have inaugurated a new era in the methods of criminal reform. For sanitary reasons, not so intimately connected with the inmates of penal institutions as with the comfort of their caretakers, it has hitherto been customary to put newcomers through a scrubbing process. The Omaha episode would seem to be the first in history in which the scrubbing has been resorted to as a regular course of treatment of a remedial nature.

It is to be feared that the old adage which likened cleanliness with godliness has been too lightly regarded in the past. A little observation will serve to convince any one that dirt and common types of professional crime have a close affinity. The thieves' quarters of all large cities are foul and noisome, unlovely districts, where the sun rarely enters, malodorous and pestiferous. The lower grade criminal may occasionally be dapper of dress, but strip him to the skin and the chances are that he will be found in need of soap and water. So rarely are the thief, the housebreaker, the safe-cracker, the pickpocket, the counterfeiter, be they ever so prosperous, discovered living in neat or respectable quarters, that whenever one is found in a whole-

some home or neighborhood newspapers make much of the fact. As for the tramp, a watch dog of discrimination will scent his approach half a mile distant.

Conversely, people who keep themselves sweet and clean of person, who maintain wholesome surroundings, rank, as a rule, as the law-abiding members of society. Law itself is nothing more than a convention in which men agree to respect each other's rights and comforts, and one of the foremost inherent rights of every being born under civilization is to breathe an uncontaminated atmosphere and be forced in contact with naught that shall offend the most spiritual of the senses, the sense of smell. Likewise, the most highly civilized of nations are the cleanliest. That the removing of dirt has a direct effect in curbing crime in any locality has been clearly shown by the costly but most profitable experiments of Paris, Naples and London, each of which opened broad, neatly paved and well lighted avenues through the foulest portions of the city, where vice and crime had previously consorted, tearing down decaying barracks and vile abodes where evil had been housed and erecting in their places modern business houses and sanitary dwellings, placing here and there sunny squares, with pleasant lawns, shrubs and flowers. The result in each case was to literally purge the quarter of crime and criminals. This naturally leads out into several other enquiries, foremost among them the questions as to whether poverty and want are not

crime-breeders, and of the connection between physical degeneracy and disease, bred of bad sanitation, with vice. But these are matters for sociological investigation, which can in no manner affect this argument save to strengthen it. The fact remains that clean people, clean cities and clean nations rank highest in the social scale, considered in their moral aspects.

The drastic penalty imposed upon Omaha Kitty, of carrying a clean face and a clean body for the next six months, may or may not have a bleaching effect upon her character, but the result of the Judge's empiric sentence will be watched with interest by philanthropists the country over. If any degree of moral reform can be effected by a liberal application of soap and water, let our penal institutions by all means at once lay in stores of castile and amplify their water supply. Possibly preparations of this sort might have a deterrent influence upon crime and protect communities against the invasion of tramps, even more effectually than the organization of a chain gang.

Do the Hard Thing First.

Suspended above the desk of a Pittsburg bank president is the motto: "Do the Hard Thing First." Ten years ago he was discount clerk in this same bank.

"How did you climb so fast?" I asked.

"I lived up to that text," he replied.

"Tell me about it."

"There is not much to tell. I had long been conscious that I was not getting on as fast as I should. I was not keeping up with my work. It was distasteful to me. When I opened my desk in the morning and found it covered with reminders of work to be done during the day I became discouraged. There were always plenty of comparatively easy things to do, and these I did first, putting off the disagreeable duties as long as possible. Result: I became intellectually lazy. I felt an increasing incapacity for my work. One morning I woke up. I took stock of myself to find out the trouble. Memoranda of several matters that had long needed attention stared at me from my calendar. I had been carrying them along from day to day. Inclosed in a rubber band were a number of unanswered letters which necessitated the looking up of certain information before the replies could be sent. I had tried for days to ignore their presence.

"Suddenly the thought came to me: 'I have been doing only the easy things. By postponing the disagreeable tasks, the mean, annoying little things, my mental muscles have been allowed to grow flabby. They must get some exercise.' I took off my coat and proceeded to 'clean house.' It wasn't half as hard as I had expected. Then I took a card and wrote on it: 'Do the Hard Things First,' and put it where I could see it every morning. I've been doing the hard thing first ever since."—Success.

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 . . . 84c per dozen

Barrel . . . 35c

Three dozen each of the four colors.

Cask Assortment

60 dozen at . . . 80c 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



Grafting Not an Element of Commercial Success.

Written for the Tradesman.

John Rushland in looking over the letters in the morning mail saw the familiar postoffice stamp of dear old New England Burrillville and opened that first. It was in his brother's handwriting and here it is:

"Dear Jack—I'm butting up against a pretty serious proposition and I want you to help me out. My 'apple of my eye,' your namesake, is on the border line of manhood and does not seem to be casting any longing glances on the pathway that you and I followed with commendable success and while not by any means going to the bad he looks in that direction so often and so longingly that I am a little nervous in regard to him.

He isn't satisfied with what I am trying to do for him. School is a bore and books an utter detestation. He wants to follow in the footsteps of Lincoln and Garfield and strike out for himself. Just now he is on the lookout for some easy old chestnut logs to split into rails or if he could come across a canal company looking for a mule driver he wants to apply and in either line of service get a good early start for the White House; and I've come to the conclusion that the sooner he finds the one or the other the better it's going to be for the boy and for his mother and me. He needs a change of scene and of atmosphere. He wants to be removed from the immediate vicinity of his mother, whom he is most unmercifully working and, through her(!), me.

"In my emergency I appeal to you. I want you to take him off my hands for a season. He wants to begin—he says—at the lowest round of the ladder and work up. It's the first time in a long time that we have heartily enjoyed a common thought and I want to make the most of it. Let me send him to you. Let him come and be one of your numerous commercial army. Let him stand at the foot of the ladder and if you have a basement or, what is much more to the purpose, a sub-basement, put the foot of the ladder there and kindly see to it, dear Jack, that the boy's feet are right there. He wants to begin low down and I want him to. Working up has charms for him. Kindly accommodate his enterprising spirit. I have an idea that under favorable circumstances three months will do the business for him and that if the treatment be as vigorous as you and I found it at his age something less will do.

"So far as Jack's inner works are concerned I won't say a word. Maria and I differ widely on that question and I don't want to prejudice you in the slightest degree either way. I just feel as if I ought to say that Jack shows symptoms of having Uncle Eph's peculiarity and hope, if you see the same thing, that you'll

head him off. I can't so long as he is here with his mother.

"Now, Jack, if you see your way to help me in this matter let me know at once. If you say yes, wire me to that effect, and I'll start him Westward at once.—Jim."

"Send the boy by the next fast mail," was Jack's telegram to Jim, and the next "Flier," sunset-headed, had among its passengers the seventeen-year-old Jack.

"Uncle Eph to a dot!" was John Rushland's ejaculation as he saw the boy get out of the Overland Limited. "Still he's going to have the benefit of every doubt, and who knows but the change of scene and surroundings and influences is going to do the business for him. He's going to have a good start and he's going to be under my watchful eye and he's going to be under my roof. For the time being he's going to be my Jack and I'm going to be his 'old man' and we'll see the result."

The train rolls into the Denver station at eight something in the morning and at one o'clock that same day the head of "The Rushland Dry Goods Company" had this to say to the head of a department: "Kingsbury, I want you to take this boy"—boy!—"John Rushland in hand. He wants to begin at the bottom and work up. Put him in the basement and as fast as he shows himself a little more than equal to it—mind now, a little more than equal to it—I want you to shove him along. His promotion is to depend upon his own exertions—don't for a minute forget that—and although his name is the same as mine and he's going to live in my house it isn't to make any difference; all he asks and all he's going to get is a fair field and no favor. Now, Jack, go in and do your levellest and let me hear nothing about you but recommendations from your superiors for promotions. Your success is exactly where you want it—in your own hands. Good morning."

The clerks of "The Rushland Dry Goods Company" didn't have any trouble in sizing up the youngster. Had there been any he would, consciously and unconsciously, have furnished every means for removing it. "Too tall for his height," as one of them expressed, he furnished a painful contrast to his uncle, whose splendid physique was the envy of every mother's son of them. He was hollow-chested and his sallow, saucer-shaped face, dotted with pimples, was not pleasant to look at. His protruding chin and equally protruding forehead, rimmed with brindle-colored hair, did not meet with approval and only added a feeling of repulsion to the expression of a most undesirable indwelling spirit that through a pair of dead-looking eyes looked out upon a most unsatisfactory world.

The clerking force were a happy lot and, unpromising as "our Jack" appeared, they were ready to give him the benefit of every doubt, taking him at his best without regard to appearances and without counting against him his close relationship to the "old man"—an accident of birth which he candidly couldn't help and so was not responsible for. Long before the close of that first after-

noon, however, it became evident to the fellows that any such sentiment was lost. He wanted none of their sympathy and kindness. "My uncle" was the constant and untiring theme, changed only for "my father" and "my mother," things "at home"—all and always the best and no more to be compared with this something Denver than black can be compared with white.

That might have been made a mere matter to laugh at and to make fun of and so to be dropped like any other orange when the juice had been squeezed out of it had it not been for another and to the boys a far different matter: The fellow was a grafter of the first water. He got tired before the end of the first half-day and showed such certain signs of the shirk that his fellow workers in the basement "got on to him early" and so were early ready for him. The "my uncle" dodge didn't work worth a cent and, relationship to the contrary, the individual so dubbed had to do his share of the work and to do it well; and when one night "gig-lamps" came around a little before six and gave "my uncle" the choice of finishing his work after supper or of having his pay docked he wisely chose the former that the actual condition of things might not come to

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?

THE VINKEMULDER COMPANY

Car Lot Receivers and Distributors

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

14-16 Ottawa Street, Grand Rapids, Michigan

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

FOOTE & JENKS

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

Sold only in bottles bearing our address

FOOTE & JENKS' JAXON Highest Grade Extracts.

Foote & Jenks JACKSON, MICH.

COLEMAN'S HIGH FOOTE & JENKS CLASS EXTRACTS



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.

Trading Stamps



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

Tradesman Company, Grand Rapids, Mich.

the knowledge of his distinguished relative.

That individual did not need any posting. He had eyes and he had ears and he used both. He did not hesitate to assert himself whenever an opportunity presented. The first morning after the arrival of his nephew that person presented himself at the breakfast table at an hour when he should have been at the store and he did this without a sign of concern.

"Oughtn't you to have been at the store an hour ago?"

"N-o. I'll get there time enough as it is, I guess."

"Elizabeth, didn't you tell Bridget to have Jack's breakfast ready for him at quarter past six?"

"I did and it's waiting for him now in the kitchen."

"It so happens that I don't take breakfast at quarter past six in the morning," and the eye, the fallow face and the impudent tone gave emphasis to the thought.

"We'll see to that. Let Bridget bring him a plate and I'll take the opportunity to state things."

"Now, Jack, this is your programme: Mike will wake you up at six o'clock. You will have breakfast at twenty minutes past six and you are to be at the store at seven or get docked. A boy at seventeen must be in bed at ten o'clock and I want to know always where your evenings have been spent and whom with. Because you're here you'll have to be a model for the rest of the boys, and your father writes me that he wants you to have your home here. I sha'n't watch you, but I shall know where you are and I shall insist on your being respectable. You gave the boys yesterday a lot of rot about my being your uncle. I am and I'm not sorry or ashamed of it, but you want to drop that. That won't cut any ice with me or at the store. You are on a level with the rest of them and you'll have to do exactly as the rest do or get docked or dropped. That's all. Now hurry through with your breakfast and get down to the store as soon as the Lord will let you and I'll tell the book-keeper to wink at this first delinquency. After this depend only upon yourself for any favors you get and remember that favoritism in the Rushland Company depends on personal merit only."

"I heard the boys putting you down as a grafter. I don't know anything about that. You do; and, if you are at all inclined that way, remember we are all on the lookout for that and if that's so and we are convinced of it we'll drop you as we would a hot potato."

A word to the wise was found sufficient and when two years later Jack Rushland went home for his summer vacation nobody knew him. He had braced up, the "My Uncle" in him was dead and, best of all, he wasn't a grafter.

Richard Malcolm Strong.

Baseball Making a Complicated Matter.

Many can recall the day when the village cobbler was always called upon to make and repair the balls used in local games. The old style cover

was in polar segments, instead of the figure 8 pieces that are now used, which undoubtedly were suggested by the way two hands cover a ball held between them, as if pressing a snow-ball.

The modern process of making baseballs is an interesting branch of leather work and rubber work. As only new balls are used in a professional game, and as many are damaged, the consumption is greater than the layman would suppose. Thousands are used annually, and there is no record of the lost, strayed and stolen. Many, doubtless, serve a subsequent term of service in school-boy leagues after their start on the professional diamond.

League baseballs are made from rubber and covered with selected portions of horsehide. The small sphere of rubber is wound round and round with woolen yarn, until it has grown to be two inches in thickness.

The ball is then dropped into a fluid cement which soaks into the wool and solidifies. This prevents the ball being batted out of shape. The balls are next wound again—this time with a certain thickness of three ply white yarn.

This is covered with a three ply blue until it has reached the required size of nine inches in circumference. All of these winding processes have been automatic, and the balls appear of exactly the same size and weight. But no chances are taken, and each is weighed several times during the final winding, so that accuracy may be assured. After being dipped in the cement again, the ball is ready for covering.

The covers are alum tanned horsehide, which is as soft and fine as the best white kid. The hide is first knee-staked; that is, it is stretched backward and forward over a knee high stake until it will stretch no more. The cutting is done by machinery. The cover is of two pieces, each the shape of a figure 8. A machine cuts out these pieces and perforates them ready for sewing. These machines are wonderfully accurate and very rapid.

The balls are placed for covering in dampers of wood, and the covers are fastened first with brass staples and then with strong cotton thread of the best quality. It takes about fifteen minutes to sew a cover on a ball. This requires considerable muscle, and only men are employed on the work.

The ball is still rough on the seams. It is rolled by hand, and a few hours later by machinery, whence it emerges, the completed article, ready for packing and selling. The market for these balls is entirely in this country, with the exception of a small recent demand that has developed in Cuba and the Philippines, through Americans, especially among the soldiers in the islands of the Pacific.—Shoe and Leather Gazette.

Her Prayer.

Gladys had lost two front teeth. She had been told that God would give her some new ones. She was to take part in the Easter exercises at Sunday school. In spite of all

wishing, however, the teeth refused to put in an appearance, and Easter was at hand.

One night Gladys' mother heard her talking after she had been put to bed. She went back and saw her kneeling beside her bed in the moonlight.

"Oh, God!" she was saying, "if you haven't got my teeth done, won't you please drop my old ones down again until after Easter?"—Lippincott's Magazine.

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SKEPTIC AND ENQUIRER.

The Virtue That Lies in Honest Doubt.

There are large numbers of people who are troubled and afraid as they behold the critical and investigating work of the modern world—troubled because it seems to them that certain things which are precious and dear to them may be taken away; afraid lest things of vital importance to the world be taken away. They fear this modern critical spirit, which makes men dig away at the foundations of long-accepted theories and doctrines and practices. And they can not understand why some people must be forever asking questions.

This is certainly a questioning age. Questions are in all the air; and the people who ask them—who are they? They are not the vicious nor the ignorant people. Such people are not disturbed very much by intellectual problems. But it is the people who read and think who doubt and ask questions, and among these are some of the noblest leaders of the world.

A distinguished writer has called this present time "an age of doubt," but another equally observant man has recently written a book in which he styles this "an age of faith." Of course, it all depends upon one's definition of faith. If by faith is meant such assurance as results from demonstration, or if it is held to signify belief unsupported by reasonable evidence, then this is not a period of faith. But if faith means "willingness to follow the intuitions, the spontaneous convictions, the affirmations of the heart, always with good reason but without waiting for the intellect to be convinced;" if it means willingness to act where duty calls but where sight is impossible, then perhaps no other age of the world's history better deserves the name "an age of faith." Says Dr. Amory H. Bradford, assistant editor of the Outlook: "Defining faith as willingness to act on intuitions or convictions of what is true and right, not because they have been proven but because the whole man asserts that they ought to be true, I find that it is so widespread and so predominant as to justify me in calling this an age of faith."

However this may be, it is probable that every one would agree that the present is an age of questioning, of investigation. Never in the history of this world was there such an earnest truth-seeking, such a feverish desire to know all that can be known, as characterizes the leaders of the world's life and thought at the beginning of the twentieth century.

There is no harm in honest doubt; indeed, there may be much virtue in it. It is certainly just as much a man's duty to doubt whatever can not produce its credentials of one kind or another as to accept that which can. Doubt may have reverence and regard for God and the tenderest religious qualities about it. As Tennyson, one of the most profoundly religious natures of the past generation, has sung:

There lives more faith in honest doubt,

Believe me, than in half the creeds.

The man whose aim is to find out what is true and what is false, and who is sincere and honest about it, is facing toward the light and may be a benefactor to the race.

In some sense all of us are doubters. Whatever we do not accept, we doubt or deny. The man who never had a doubt never had a mind. Given a mind, a doubt must at some time enter it, for the reason that the skeptic is the enquirer. We do not enquire as to that we already know; we enquire where we are in doubt. As a modern writer well says: "The enquirer's business is to find things out, and for the most part he finds things out for the other man who does not care to find them out. The real doubter, the enquirer, is out on a voyage of discovery. He understands that the anchor is not the whole equipment of a ship. He is not afraid of losing his moorings—that is, indeed, the very thing he means to do."

It is a good thing to remember, for the peace of mind of some of us, that doubt, investigation, criticism, have no power to destroy anything. Whatever is true is true, and asking questions about it, digging away at its foundations, testing it in any and all ways, can not by any possibility injure it. That does not seem a very profound idea. It is, one would think, most commonplace, and yet thousands of people seem never to have thought of it and are anxious and troubled in consequence.

Probably we shall never cease to investigate and ask questions. The meaning of existence has always interested mankind, and mankind has always been thinking and puzzling over it. It has always been a matter of speculation to beings sufficiently developed to think on the subject. The question may not occur to the ape or the animal. It may seldom occur to the child. It does occur to the philosopher, and nearly all of us are philosophers to the extent of seeing the riddle even if we can not answer it at all. Nobody can answer satisfactorily very many of the questions that even the child is always asking. Not the wisest man living can answer many of the most fundamental questions—answer them so that he can verify his answer and make it good for all men. We are surrounded by mystery on every hand. The things we talk of knowing we know only partially. Our knowledge is only skin deep in regard to the most familiar things. Different forms of matter we call them, but we do not know what matter is. President Eliot of Harvard has recently said: "Not a man ever breathed who had the faintest idea of the real nature of electricity. It is an absolute mystery, root and branch. We know certain ways in which this force manifests itself, we are learning some of its laws so that we can control it, but we do not understand what it is. It is called by a variety of names, but the name the motorman first gave it, 'juice,' is as good as any scientific name given it. We have not the least conception of how a single blade of wheat springs from the ground and grows, or how the colors on the robin's breast have

been transmitted from generation to generation for thousands of years without any perceptible change."

Now, it seems pretty clear that there will always be the mystery, and that no matter how much we may learn about the universe the greater part will always remain unknown so far as any clear intellectual perception is concerned. The riddle of the universe probably does not admit of a purely intellectual answer. Science can teach us more and more about the physical universe and its laws, but to the philosophers and the religionists all this, while helpful and vastly interesting, does not go to the root of the matter; it is merely superficial, and leaves out as beyond its province much that is most vital. Science can not bring us into any contact with some of the best things in life, but we believe in them just the same. There are depths beyond the limits to which the reasoning and observing faculties can carry.

There are other ways of penetrating into the secrets of the universe than by microscope or telescope or the marvelous processes of chemistry. The best things in life are things we can not prove. "The heart," says Pascal, "has reasons of its own that the reason knows not of." Love and the moral sense and all esthetics and ethics, and a large part of man's best and most real life are equally incapable of being examined or even taken cognizance of by the processes of science. "The truths of which we are most certain are not the truths we reason out. Deep down back of the reason and behind it, back of the eye and the ear, are the truths which lie in our very nature; they come to us through the reason, but are independent of the reason."

So let us not be afraid of this questioning, enquiring, investigating, doubting, skeptical spirit of the age. On the whole, it is healthy—a sign of more vigorous intellectual life, an evidence of a more earnest longing for the truth. Let us remember that whatever is true is true, and rests on eternal foundations, and no amount of investigation can possibly destroy or injure it. And also let us remember that the greatest things in life, the things we need most to know in order hopefully and manfully to live, are the things that come to man not through any process of reasoning but by intuition. Whatever is contrary to reason, whatever is contradicted by the reason, can not be true; but this is not denying that great truths come to us not from the reason but through the reason—come to us as though belonging to our very nature, demanded by our deepest convictions of what ought to be, and that what ought to be must be.

Frank Stowell.

Grows Needles and Thread.

The Mexican maguery tree furnishes a needle and thread all ready for use. At the tip of each dark green leaf is a slender thorn needle that must be carefully drawn from its sheath, at the same time it slowly unwinds the thread, a strong smooth fibre attached to the needle and capable of being drawn out to a great length.

Condition of the Underwear and Hosiery Market.

Mill agents and commission houses report an excellent amount of advance order business already booked for fall delivery. Travelers say that retailers throughout the country have had a very prosperous winter on heavyweights, sales of which extended into January and February, enabling retailers to clean up their stocks quite thoroughly.

Jobbers and retailers everywhere have been found in need of merchandise. This fact, coupled with the disposition of the mills not to manufacture except on orders, has stimulated interest in winterweights and salesmen have not found it so difficult as before to interest buyers. Retailers who have not customarily placed orders so early in advance of the season have done so this time in order to secure the lines desired. Besides there has been some fear lest delayed purchasing might result in the paying of higher prices later, as the mills have talked of making further advances on duplicates. This rumored advance on cotton fleeces, balbriggans and cheap cotton underwear influenced jobbers to place full orders in anticipation of the course of the cotton market.

The people of this country are fast becoming as enthusiastic devotees of outdoor sports as their English cousins, and the demand for knit wear designed for various open air recreations has become so large that the manufacture and sale of appropriate garments has become a specialty of the knit goods business. There are many varieties of sweaters, guernseys and jerseys, as well as specially designed knit golf vests, etc., imported to this country, but the improvement in domestic products has been so rapid that foreign lines now feel the domestic competition quite severely, so much so that the business on the imported goods seems to be depreciating except on novelties which would not pay our manufacturers for the undertaking, owing to the limited sales and very high prices; the fine angora hair vests and sweaters are instances. The spring business on sweaters, jerseys, guernseys and other varieties of knit wear for spring and summer use has been heavier than it was last year. Retailers exhausted their stocks and were obliged to lay in new lines. Garments in college colors are in request. Retailers will find that they can build up quite a satisfactory business in this kind of knit goods if they make early preparations to present the right goods to local clubs, college organizations and the young people of the town with sporting proclivities.

Advance import and domestic orders for half-hose are being placed for the fall and winter of 1904-5, and in volume greater than a year ago. The past season has been an unusually good one on hosiery, leaving all divisions of the market pretty clean for the new season, which explains present activity.

Retailers have been receiving spring shipments of half-hose this month and are now prepared for Easter displays.

Notwithstanding the high prices

ruling here and abroad on raw cotton, hosiery has not been affected to the extent underwear has. On the contrary, seemingly better values are offered. All of the leading new effects brought out last season in 50 and 75 cent grades are now obtainable at a price enabling profitable 25 cent retailing. Prominent in this assortment of high grade effects are the mottled half-hose of last season, boot patterns in blue, purple, white, green, and other bright colors mixed with black, the latter predominating. They look every bit as good as the high priced qualities and at once strike the consumer as exceptional values at 25 cents.

Embroidered hose have had such a long run that they are now considered staple and will endure for seasons to come.

Champagne, amber and tans, light and dark, are in the front rank for spring. Tan shoes are coming back to popular favor for the season of sunny skies and verdant fields, and their coming will undoubtedly create a run on hosiery in these shades.

Lurid colors in vertical and unit effects on solid color grounds are conspicuous, including ombre or rainbow shadings. None the less gaudy are Persian mixtures which include all the colors so much admired in Persian textures of all kinds.

About every effect in pattern and style known to hosiery vogue is proper for the season, including vertical and horizontal stripes, units, plaids, boot patterns, clocks, solid and mixed colors, sober and flamboyant, gauze, Richelieu ribs, drop stitch and openwork—all are included in the season's style category, the only difference being that openworks are less in good taste than gauzes, bright colors less than solid ones. But everything will sell.—Apparel Gazette.

Fish Fed by Hand.

Experiments made in a large aquarium have proved that fish may be easily tamed and trained. This is particularly true of blue perch. They soon consent to taking their food—ulva, a green lettuce-like weed—from the hand, and do not at all object to being handled. A huge kelp cod, a splendid specimen of rich blue and green hues, that was kept in the same tank with the perch, readily learned to feed from the hand and seemed to enjoy being scratched and rubbed.

Sea-slugs, too—singular, shellless things possessing the faculty of secreting a purple fluid which they throw out in self-defence—took their regular meal of seaweed from their feeder's fingers without the slightest fear. Sticklebacks, perch, bass and catfish are among the most easily tamed fish, and the story is told of an old fisherman who day after day fed a large horse mackerel in the open sea with pieces of the fish he cleaned. It gradually got into the habit of coming nearer and nearer to where the boat was tethered until, finally convinced that it would not be harmed, it consented to take its daily meal directly from the fisherman's hand.

Hardware Price Current

AMMUNITION

Caps

G. D., full count, per m.	40
Hicks' Waterproof, per m.	50
Musket, per m.	75
Ely's Waterproof, per m.	60

Cartridges

No. 22 short, per m.	2 50
No. 22 long, per m.	3 00
No. 32 short, per m.	5 00
No. 32 long, per m.	5 75

Primers

No. 2 U. M. C., boxes 250, per m.	1 60
No. 2 Winchester, boxes 250, per m.	1 60

Gun Wads

Black edge, Nos. 11 & 12 U. M. C.	60
Black edge, Nos. 9 & 10, per m.	70
Black edge, No. 7, per m.	80

Loaded Shells

New Rival—For Shotguns

No.	Drs. of Powder	Shot	Size	Gauge	Per 100
120	4	1 1/2	10	10	\$2 90
129	4	1 1/2	9	10	2 90
128	4	1 1/2	8	10	2 90
126	4	1 1/2	6	10	2 90
135	4 1/4	1 1/2	5	10	2 95
154	4 1/2	1 1/2	4	10	3 00
200	3	1	10	12	2 50
208	3	1	8	12	2 50
236	3 1/4	1 1/2	5	12	2 65
265	3 1/2	1 1/2	4	12	2 70
264	3 1/2	1 1/2	4	12	2 70

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
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Augurs and Bits

Snell's	60
Jennings' genuine	25
Jennings' imitation	50

Axes

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

Barrows

Railroad	13 50
Garden	32 00

Boils

Stove	70
Carriage, new list	70
Flow	50

Buckets

Well, plain	4 50
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Butts, Cast

Cast Loose Pin, figured	70
Wrought Narrow	60

Chain

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

Crowbars

Cast Steel, per lb.	5
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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 & 24; 25 & 26; 27, 28	
List 12 13 14 15 16 17	
Discount, 70.	

Gauges

Stanley Rule and Level Co.'s	60&10
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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
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Hollow Ware

Pots	50&10
Kettles	50&10
Spiders	50&10

Horse Nails

Au Sable	dis. 40&10
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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
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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&10
Dampers, American	50

Molasses Gates

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

Pans

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

Patent Planished Iron

"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages 1/2 c per lb. extra.	

Planes

Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45

Nails

Advance over base, on both Steel & Wire	
Steel nails, base	2 75
Wire nails, base	2 30
20 to 60 advance	Base
10 to 16 advance	5
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	45
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
Finish 4 advance	85
Barrel 1/2 advance	85

Rivets

Iron and Tinned	50
Copper Rivets and Burs	45

Roofing Plates

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

Ropes

Sisal, 1/2 inch and larger	10
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Sand Paper

List acct. 19, '86	dis 50
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Sash Weights

Solid Eyes, per ton	30 00
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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.	

Shovels and Spades

First Grade, Doz	6 00
Second Grade, Doz	5 50

Solder

1/4 @ 1/2	21
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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
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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
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Traps

Steel, Game	75
Oneida Community, Newhouse's	40&10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz.	15
Mouse, delusion, per doz.	1 25

Wire

Bright Market	60
Annealed Market	60
Coppered Market	50&10
Tinned Market	50&10
Coppered Spring Steel	40
Barbed Fence, Galvanized	3 00
Barbed Fence, Painted	2 70

Wire Goods

Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10

Wrenches

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

Crockery and Glassware

STONEWARE

Butters

1/2 gal. per doz.	48
1 to 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 1/2

Sealing Wax

5 lbs. in package, per lb.	2
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LAMP BURNERS

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

MASON FRUIT JARS

With Porcelain Lined Caps	
Pints	Per Gross.
Quarts	4 25
1/2 Gallon	4 50
Fruit Jars packed 1 dozen in box.	6 50

LAMP CHIMNEYS—Seconds

No. 0 Sun	1 60
No. 1 Sun	1 72
No. 2 Sun	2 54

CUT SOLES.**Rise and Progress of a Modern Specialty.**

"It was not so very many years ago," said a dealer in shoe supplies, "that you saw in every cobbler's shop a side of sole leather, or, it might be, a roll of such leather standing over in one corner, the stock from which he cut his supply of soles, as he needed them, in repairing shoes. But now from many thousands of such shops this once familiar feature has disappeared. Instead, the cobbler can now buy cut soles and get exactly what he wants for less than he can buy the leather and cut them out himself.

"About 50 per cent. of the cobblers of New York and this part of the country now buy cut soles; in the South now about 25 per cent. buy them. In the West about 75 per cent. of the cobblers buy them. They are apparently more progressive there than the people of the East.

"This is accounted for, I suppose, by the fact that there are more new communities there, and towns starting new are likely to start with everything modern. If you were going to install a new plant of any sort you would put in the very latest styles of machinery, while in older communities they cling more to old ways.

"And in the West, too, cut soles are sold to people who mend their own shoes. Taking them altogether, in all parts of the country there are many thousands who do this.

"There are plenty of people living scattered about the land who would have to go seventy-five miles to get to a cobbler, and this wouldn't pay. Or they may mend their own shoes for economy's sake.

"In old times the farmer or other head of the family who did this work had for it an improvised set of tools. But in these days he buys a household kit of cobblers' tools.

"In no trade has there been a greater advance than in that of shoe manufacturing. And no trade has been more highly specialized. For example, there are concerns that make nothing but shoe counters, and other establishments that turn out nothing but boot and shoe heels; and there is one big Western establishment that makes nothing but kits of cobblers' tools, turning out of household kits and other sorts a carload a day.

"Well, the farmer or other man who mends his own shoes buys in these days a household kit of cobblers' tools, and he can also buy cut soles, getting just what he wants, and all handy to use."—New York Sun.

Some Superstitions About Eggs.

There are many superstitions about the egg. Eggs laid on Good Friday used to be kept all the year around. Such eggs were also said to possess the power to extinguish fires.

The old tradition that you must make a hole in the bottom of an egg after eating its contents had its origin in a superstitious custom observed in days of old by the Romans, who thought that if a witch were to find the shell lying about she would make use of it as a boat, and cause terrible

storms and shipwrecks. But making a hole in the egg shell rendered it unseaworthy.

The Japanese never let egg shells lie around; they have a superstition that any one who steps over them will go mad.

In England numerous odd beliefs concerning eggs are still current. In Lincolnshire an infant is given a beaten up egg at the first house it enters "for luck." In Norfolk there is a tradition that egg shells should never be burnt lest the hens cease laying. You must never set a hen when the wind is in the east—is another old English superstition.

In the south of England it is considered unlucky to eat the whole of a double egg. To dream about eggs is thought to be unlucky in Western England.

In Finland if a Finn who is contemplating matrimony chance to sleep in a strange place, he takes the yolk out of an egg, and fills its place with salt, eats it and goes to bed. Naturally great thirst follows. If the Finn dreams that some special fair one of his acquaintance strives to assuage it with a refreshing beverage, when he awakens he should hie away at once and tender her his heart.

In Germany "wind eggs," or those which have not a properly formed shell, are thrown over the roofs so that storms can not damage the house. According to another German superstition, if wind eggs hatch, out will come a basilisk that will kill with a look the first person whom it beholds, but which must die itself if a human being first looks on it.

The ostrich, tradition says, hatches its eggs by gazing intently at them. Nothing will induce a Dutchman or German to rob a stork's nest upon his roof, lest the house take fire. The eggs of many other birds should never be taken out of the nest.

Cigar Store Paralysis.

A nice looking woman walked into one of the Broadway stores of the tobacco octopus the other night and asked to see some of the store's best cigars. The clerk handed out a dozen boxes.

While the new patron was taking a dry whiff of each fifteen men lined up along the counter to make various purchases. They might just as well have been wooden Indians as far as the one clerk was concerned. But just about the time the entire line began to display a nervous desire to get away, the fair one selected a 12-cent cigar with a bright band, and asked the customer next in line if he didn't think it was a good one.

"I've been smoking thirty years and couldn't have selected a better one myself," he replied gallantly.

"Then will you please wrap this one up?" she said, tendering the clerk a twenty-dollar bill.

It took the clerk five minutes to change the bill, and then he tripped on an empty cigar box and dropped all the coin. It was finally handed to the purchaser. When she had her hand on the door knob she thought of the coupons. She turned back.

"Don't you give trading stamps with cigars?" she asked sweetly,

whereupon the clerk thrust a quarter's worth of coupons into her hand.

"It does beat 'ell how dead easy a lady can paralyze a cigar store," said one of the men in line when he finally got the package of tobacco for which he had waited twenty minutes. —New York Sun.

Roosters That Do Not Crow.

George F. Nachtway, of Seattle, owns two roosters, both full grown but silent. Neither of them has shown the slightest desire to crow. Whether they are deaf and dumb, Nachtway does not know, but they can't, don't, or won't crow. In all other respects they are like other roosters. The crowless fowls are hybrids—a cross of Black Spanish with Wyandottes.

No woman has nerve enough to ask a man if her complexion is on straight.

A good neighbor is one who is good enough to mind his own business.

Buyers and Shippers of

POTATOES

in carlots. Write or telephone us.

H. ELMER MOSELEY & CO.
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

Highest in price because of its quality

EXEMPLAR

The Ideal 5 cent Cigar

G. J. Johnson Cigar Co.

Grand Rapids, Mich.



White Seal Lead
and
Warren Mixed Paints

Full Line at Factory Prices

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

Agency Columbus Varnish Co.

Miles Hardware Co.

113-115 Monroe Street, Grand Rapids, Mich.

Good or Bad Policy to Handle Manufacturers' Orders?

Is it good business for a retail grocer to fill orders solicited and turned over to him by manufacturers' salesmen?

This question admits of both negative and affirmative answers. Of course, no retailer is going to let good business opportunities pass, and when orders received from salesmen of already established houses are turned over to us, we are just going to fill same and are glad to do it, too.

For any man to flatly say that such orders are a bother and a nuisance is both narrow and unfair. He is not doing justice to the manufacturer, the customer, nor himself. This has become a very popular method of advertising, and not infrequently is resorted to by reliable firms in the hope of becoming quickly established on the market. And another thing—this is about the only method of advertising now used that directly benefits the retailer. Great amounts of advertising in magazines, billboards and daily periodicals now employed to introduce and sell articles have been a drawback rather than a help to the retailer, whereas orders taken from his regular customers serve to bring the desired information that printer's ink does not always sell the article in question, relieving the grocer of the sometimes arduous duty of talking the merits of a good article. House-to-house canvass is the most complete advertising scheme possible. There we have the lady to the very best possible advantage. She is at home to the caller, sees, feels, and if necessary tastes the goods, hears its merits praised, etc. No amount of personal work by a retail grocer or his clerks can outstrip this kind of selling, because the canvasser has only his specialty to sell, and the lady has for the time being only to listen to him, while if the grocer had it in his store already the lady must needs do all her other purchasing and the merchant attend to all details accordingly, leaving a few moments only to the new article.

We have had several brands of soaps established on this market by house-to-house canvass, and in every instance we have cause to rejoice that we entered into rather than discouraged the special salesmen. We have had flour and numbers of articles that proved to be as staple as cream cheese or granulated sugar advertised here in this way. So the man who makes the sweeping assertion that these schemes are a nuisance is very unreasonable, and I'll guarantee that if Proctor & Gamble should get orders from their customers they would be the first men behind their desks to jump for them and fill same with great gusto.

But, as we said in the beginning, this question also has its thorny side. Many, many manufacturers of fake foods have resorted to this scheme until it has become threadbare, and if they don't soon let up it will become very unpopular to every housekeeper and storekeeper. We have often found it necessary to turn down orders because the merits were not in the goods themselves, or we had something else in stock so nearly like

the ones sold that we just politely turned them down. Let the business man best judge for himself in these instances. We had a batch of orders turned over to us once that were all faked; e. g., the canvassers had done nothing more than get the names of housekeepers and turned them over as orders to the nearest store. We soon "caught on," for we had orders from folks that had never been known to buy a cent's worth from us. These fellows deserved just what they got, viz., the "G. B." "Be sure you are right and then go ahead" in this matter, just as in any other question of living or business.

We can not conscientiously turn down good orders, whether taken by our own clerks or those of the manufacturer. How would your customer like your clerks to sell a box of toilet soap to her and you turn it down? Wouldn't she get insulted? Then if John Smith of another city sells her the same, telling her that you would send it to her, what is the great difference?

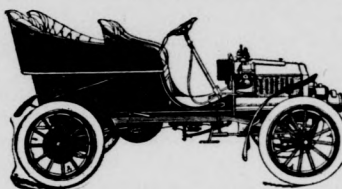
We do not agree with some correspondents on this theme, that all of these orders are given by ladies to get rid of the salesmen. Ladies certainly would not, and we have a great many of them in Alexandria. In order to disabuse your minds of the supposition that we are not enough experienced in these things, we must tell you that Alexandria, Va., is but a half-hour's run from Washington, D. C. All large manufacturing concerns, and small ones, too, have made a dead set to establish trade in the Capital City; more so, we believe, than in any other city of its size in the country. They go there and find the ground so thoroughly worked by competitors that, disappointed, they try to dump it all in Alexandria. So we have received more than our share of these schemes, and come out of them wiser and better merchants.

We do not know what phrase of contempt to use in expressing our mind of the fellows who are retail storekeepers and give fake orders to salesmen and afterwards countermand them to the jobber. This is a most dastardly trick, and deserves punishment by a fine. I never met but one salesman who was not a gentleman, and he didn't stay in my store long enough to hear all I had to say of him or his deal.

Some housekeepers, no doubt, may be excused for giving bogus orders to canvassers, because we do not know what they are undergoing at the time, and the fellow must have a nerve to argue a lady into buying a hair restorer when her bread is burning or the baby is crying. This little discussion serves to show how it surely is the exception and not the rule for these specialty orders to be all a fake and unprofitable to the grocer. We have gone so far as to invite specialty salesmen to canvass our trade for their wares, and have found it both congenial to the trade and profitable to us.

Do the fair thing all the time and results will show that this question, like all others, has two sides to it.—C. R. Yates, in Grocery World.

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

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

Saves Oil, Time, Labor, Money

By using a

Bowser Self Measuring Oil Outfit

Full particulars free. Ask for Catalogue "M"

S. F. Bowser & Co. Ft. Wayne, Ind.

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.

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. Reg.) Bradstreet's.



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.

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

JOHN T. BEADLE

WHOLESALE MANUFACTURER

BEADLE'S CUSTOM-MADE HARNESS



HARNESS

TRAVERSE CITY, MICHIGAN

FULL LINE OF HORSE BLANKETS AT LOWEST PRICES



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.

Fake Claims from a Traveling Man's Standpoint.

I read a paragraph in the "Grocery World" some time ago that turned my mind to a subject on which I have a pretty strong opinion.

I mean the subject of unjust claims. Wholesale grocers are not the only people bothered with them. Manufacturers and packers have unjust claims from jobbers. Every man in business has them. It is the worst graft in business to-day.

I have heard retail dealers openly boast that they made most of their money from claims on jobbers. I know one fellow in particular—he is a cash cutter in a small place about five hours out from Philadelphia. He is a foxy lad, and if there is a trick to turn a sharp penny that he does not know, he will cheerfully give up money any time to have it taught to him.

This man told me once that he thought he had a right to get all he could out of jobbers, since they were all the time "trying to do him," as he said. So he laid for them and trapped them whenever he could.

Which was pretty often.

He had a very slick scheme. The average wholesale grocer will stand a good many of these claims, but there is a limit, and with any one jobber the limit would have been too low for his ideas. So he bought a few goods of a good many jobbers and made claims from all of them. In that way, you see, he did not reach the limit with any one of them, and as most of his claims were allowed, he had a good thing.

You would be surprised how easy the average wholesale grocer is in this thing of claims. A retailer who buys a lot of goods and pays in ten days will make a small claim. Nine times out of ten the jobber will allow it, whether it is good or not—often without even investigating it. Competition forces him to. He argues that it is better to lose half a dollar than a good customer.

The retailer I speak of was a fairly good customer. He did not buy a lot of goods from any one jobber, but he discounted every bill he bought.

To show how far some dealers will go in allowing their legs to be pulled by fake claims, I will tell you something I know about Gimbel Bros.

You know Gimbel Bros.—they are the Philadelphia department store people who keep the only first-class grocery store in Philadelphia. Excuse me while I burst into laughter.

One day a woman who was a good charge customer brought back some

books which she said were not what she wanted.

The salesman at the book counter refused to take them back, for the good and sufficient reason that they had not come from there.

The aisle manager, when appealed to, refused to overrule the salesman and expressed surprise that they should be expected to accept goods that were bought somewhere else.

Then the persistent female insisted on being taken to the manager of the book department and volubly laid her case before him.

He politely but positively upheld the two underlings and tried to make the woman see what an ass she was.

Then she went to Ellis Gimbel, the active manager of the whole establishment—and he took them back!

Wouldn't that put chicory in your Tabard Inn coffee?

I tell you, when a dealer has to decide whether to allow a small claim or lose a customer, he is pretty sure to keep the customer, even although he knows positively that the claim is a steal.

There used to be an old man in business a short distance out on the main line of the Pennsylvania Railroad. He had a general store and sold feed and such things. A year or so ago he sold out and moved West.

This old robber had his thieving claims down to a regular system.

He used to buy such things as feed by the car. He would order a car and when it reached him he would invariably find something wrong with it that justified him in claiming some rebate.

In every case the amount of his claim was just a little bit less than it would have cost the seller to move the car away, and that was the basis of his system. I know it to be a fact that the old rascal knew to a penny the freight rate on every line he bought—exactly what it would have cost to ship the stuff back to its destination. And he very shrewdly concluded that the shipper would usually allow the claim rather than bother with reshipping the goods and then pay even more than the claim in freight.

This old man was rich, and I verily believe he made the most of his money this way. The station agent up at this place told me only a few weeks ago that never in his life had he seen a merchant in such constant hot water with everybody he bought of as this old man was.

Still, nobody refused to sell him. Why? Because he bought big lots.

There is, of course, always a question whether these professional claimers do not pull their own legs instead of the people's they buy of. A jobber will soon get on to a man who is always claiming damaged or missing goods. So will a salesman, and usually such a fellow pays more for his goods than his competitor who is more decent.

And so he should.

The very worst case of fake claims I ever knew reached its climax about nine months ago. It occurred in Philadelphia. The victim was a man

who did plumbing and dealt in plumbers' supplies. He was a gentle, mild-mannered sort of a chap—just the man to be browbeaten.

The bulk of this man's business came from one of the largest operative builders in the city—a man who would build a hundred houses at a clip. The plumber supplied all the bathroom requisites and did all the plumbing. It was a pretty good business, or would have been, if the builder had not been the scurvy hound that he was.

He was a claimer, this builder—one of these dogs who worry a man's price down to a starvation basis before giving him the contract and then push it below a starvation basis by making claims after the work is done.

He kept this poor plumber ground down all the time. The plumber would finish his end of an operation. His debts for material would press him and he would ask the builder for what was due him. The builder would go over the houses and pick imaginary flaws in the work. After he had badgered the poor plumber into a condition of deep-despondency he would agree to pay him about 75 or 80 per cent. of the bill, if he would give him a receipt in full.

As a rule the plumber, with the thought of his own overdue debts heavy upon him, would allow himself to be robbed. This thing went on for about five years. The plumber was doing a lot of work and would have made a good living had he been getting all that was coming to him. Under the circumstances he made nothing, and the end of every year found him harder pushed.

Last summer he got sick and his affairs went all to pieces—he had been running behind so long. His sickness went to his brain and he is in the Friends' asylum at Frankford to-day.

All this man's trouble came from the total lack of principle of a professional claimer whom I would be boiling glad to see in jail.

I hope to see him beautifully roasted some day, after he dies, if not before.

The grocery business has many claimers in it—I am speaking wholly of the makers of false claims, not the men who make a claim because there is a reason for it. No one jobber, single-handed, can best such fellows; at least, no single jobber will,

because the besting costs more than what it brings in. The jobbers ought to fix up a blacklist for them, because they hurt every decent retailer in business.—Stroller in Grocery World.

Some men look to see if the tide is coming in before casting their bread upon the water.

Talk is cheap; otherwise the average wife would soon bankrupt her husband.

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

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.

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

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.

GOLD IS WHERE YOU FIND IT

The "IDEAL" has it

(In the Rainy River District, Ontario)

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

J. A. ZAHN

**1318 MAJESTIC BUILDING
DETROIT, MICH.**

Gripsack Brigade.

Fred H. Ball has engaged to represent the Clark-Coggin & Johnson Co., coffee roasters of Boston, Mass., in Western Michigan, making Grand Rapids his headquarters. The engagement dates from May 1.

Four new members were initiated at the meeting of Grand Rapids Council last Saturday evening—Samuel S. Corl, Wm. N. Corl and J. Edward Post, all of Corl, Knott & Co., Ltd., and Wm. H. Jennings, of the Jennings Flavoring Extract Co.

An Ishpeming correspondent writes: R. H. Putnam, who has represented the Carpenter-Cook Co. in Baraga county for some time past, has been forced to give up his position on account of his health. He left yesterday for his home at Grand Rapids.

Salesmanship is the science of organized knowledge, the ability to analyze the goods you have to sell; the eternal law of hustle, concentrated effort and energy, power to persuade, personality and honesty—with all the emphasis possible on the word. Salesmen don't find very willing subjects. Your true salesman don't hypnotize, don't load a victim with goods he has no use for, but convinces his customer that he has a use for them, and by putting the right kind of goods in the right place opens up a field of future endeavor. The power to sell is a force born of character and experience. The latter may be likened to a college—the college of "hard knocks."

Niles Star: E. R. Mead, a pioneer traveling salesman, who sold groceries to Niles merchants upwards of half a century ago, is the guest of John Woodruff, who, together with his brother Edgar, now deceased, conducted the only exclusive grocery store in Niles in 1853. Mr. Mead, who is now a resident of Chicago and who retired from the road only a short time ago, is a unique character. He is 78 years of age and as spry as a kitten. His memory is wonderful, and to a reporter he talked most interestingly to-day of the old-time local mercantile establishments, and proprietors thereof, giving names and dates with great accuracy. When Mr. Mead first began coming to Niles there were only about 2,500 people here, but the merchants enjoyed a lucrative trade from St. Joseph, Hartford, Watervliet, Buchanan, Cassopolis, Vandalia, New Buffalo, Hill's Corners and other towns, this being at that time the mecca for bargain seekers for miles around. The Woodruff brothers were among Mr. Mead's first customers, and he says that in those early days they occupied a two-story frame building, at the northwest corner of Main and Front streets, where the Woodruff brick building now stands. Mr. Mead says he remembers Dennis Bunbury, when the latter was clerking for Messrs. Woodruff, and that he sold him—Bunbury—his first stock of goods, when he branched out for himself. This transaction took place in 1872, the firm name then being Bunbury & O'Brien. Mr. Mead says he used to stop at a wooden hotel, at the southeast corner of Main and Front streets, and that he sold goods to H. A. Chapin and William Bee-

son, both of whom conducted general stores here. He avers that once upon a time H. A. Chapin, the deceased millionaire iron king, who was a poor man at that time, called him aside and said: "Mead, I'm not always going to be as poor as I am now." Mr. Mead says Chapin, suiting the action to the words, drew forth from his trousers pockets a handful of what he said was iron ore, just received from the northern part of the State, where it had been found on a piece of property belonging to him. Mr. Mead says he left Chapin and, crossing over to Woodruff's store, enquired if Chapin had gone crazy. However, a year later when he revisited Niles Mr. Mead was accosted, he says, by Mr. Pike, of Pike's Hotel, who informed him confidentially that an employe of a local bank who boarded at the hotel had said that Mr. Chapin had a big lump of money on deposit at the bank. Later a flood of light was thrown upon the situation and it became generally known that the Chapin land belonged to a tract in one of the richest copper mines in the famous copper country, the annual revenue from which has been estimated as high as \$250,000. Mr. Mead's health, both mental and physical, is especially good, and he greatly enjoys recounting reminiscences of early days with his old friend, Mr. Woodruff.

A druggist, being asked what is the commonest ailment among his customers, replied, "Corns." Surprise being expressed, he added: "I know you expected me to say 'colds,' and, of course, everybody has a cold. But a cold is not a permanency. A corn is. There is no known cure. I sell about a hundred different alleged cures, but the best they can do is to afford temporary relief. All useful corn cures contain salicylic acid, and most of them collodion. The one positive cure of a corn on the toe is to cut the toe off. What's the good of a toe, anyway, except to breed corns?"

It was the curtailing of manufacture that brought about the collapse of the cotton corner. Although numerous mills in England and America closed on account of the high prices demanded for the raw product by those in control of the market, it was imagined by the latter that this would make no difference in their plans. They had the cotton and thought they could compel the consumers to buy it at the figures they put upon it.

Albert Towl, grocer, Muskegon: We can not keep store without the Tradesman. It is always a welcome visitor and shows much improvement since its first issue.

The frankness with which a 17-year-old girl refers to herself as an old maid is only exceeded by the frankness with which she denies it ten years later.

In this day of sharp competition, half-hearted, indifferent methods will not suffice.

When a wife is outspoken the husband is generally out-talked.

Can Druggists Write Advertisements?

Any druggist can write a good advertisement if he will give the matter the same care and attention that are required in the other departments of his business. If a druggist has the business tact, the energy and the mastery of details that will ensure success, he should be eminently fitted to write his own advertisements, provided, of course, that he is willing to give the matter the necessary attention. He knows what he has to sell and the prices he is willing to take. He should have a pretty accurate idea of the wants of his customers, and of those who are likely to become his customers. He is, or should be, in a position to tell these people just what they want to know about the goods he has to offer them. The kinds of merchandise that will suit their tastes or requirements should be known to him, and he should know pretty nearly what prices they have been used to paying. He will thus be in a position to tell them what they want to know about his goods, and be able to quote prices which will appeal to their appreciation of bargains. If he will put the information he has to give into language that can be easily understood he will write a good advertisement. He will tell the public what they want to know concerning the stock he has for sale, and the best professional advertisement-writer could do no better. He might not do as well, for his information concerning the goods and their potential purchasers would probably be less accurate.

Of course, the writing of the advertisement is not the whole business. The drawing effect of a well prepared advertisement may be largely reduced by having it badly printed. Its attractiveness is sure to be destroyed to a great extent if it be crowded into small type, without display headings or sufficient white space to render it conspicuous. But these are merely matters of detail, and do not affect the main proposition, for they can be attended to by the merchant who writes his own advertisements as well as by another. If a merchant has neither the time nor the inclination to attend to his advertising, he will do well to entrust it to another, but even in that case he should still have a general supervision of the work.

Could Afford To Smoke.

"How many cigars do you smoke a day?" enquired the meddler. "Three," patiently replied the youth. "How much do you pay for them?" "Ten cents each." "Don't you know, sir," continued the sage, "that if you save that money, by the time you are as old as I am you might own that big building on the corner?" "Do you own it?" asked the smoker.

"No, I don't," replied the old man. "Well, I do," said the young man.

Soft Coal For Pigs.

A farmer in Illinois has been trying to find out whether it is advantageous or otherwise to feed soft coal to hogs, with the idea of fatten-

ing them. This winter a little soft coal judiciously fed might be beneficial, because it is not as high in price as last winter, when it was higher than pork tenderloins by the pound. Corn-fed pork is always better than that raised on coal and should be of better color.

One Sort of Philosophy.

Pinch—Don't get foolish just because you've had a little money left to you. You'd better be economical now.

Gayler—Ah! it's too hard.

Pinch—But if you don't live economically now you'll have to later.

Gayler—Well, it isn't so hard to be economical when you have to.

Vanished Prestige.

"Who is that?" asked the bantam.

"That," replied the bantam, "is the famous goose that lays the golden egg."

"Well, she needn't put on airs. At current market quotations the hen that lays the plain, old-fashioned egg is quite as valuable."

The Net Result.

"Did you go into that speculation you were talking to me about?"

"Yes."

"What do you expect to realize from it?"

"Just at present there's a strong prospect that I may realize what a fool I was."

Not as Bad as She Feared.

"O," exclaimed the new housemaid, "I have broken—"

"What?" cried her mistress in dismay.

"The fourth commandment."

"Ah, I was afraid it was my cut-glass pickle dish."

He's One of Them Now.

Green—I don't hear DeRanter claiming against the plutocrats any more.

Brown—Of course not. A relative in the old country died recently and left him a few hundred dollars.

Frank Burns has purchased the stallion Braden, which has a road record of 2:10½, weighs 1,255 pounds and is 16 hands and 1 inch high. He will stand at Comstock Park this season.

If a man does not push his business it will push him—to the wall.

TRADESMAN ITEMIZED LEDGERS

SIZE—8 1/2 x 14.
THREE COLUMNS.

2 Quires, 160 pages... \$2.00
3 Quires, 240 pages... 2.50
4 Quires, 320 pages... 3.00
5 Quires, 400 pages... 3.50
6 Quires, 480 pages... 4.00

INVOICE RECORD OR BILL BOOK

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Grand Rapids, Mich.



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Suggestions To Be Observed at the Soda Counter.

Many dealers close their soda fountains during the winter months, using the counter for other purposes. There are also a number of those who use their soda fountains in a limited way during the cold weather. All soda water apparatus should be examined and placed in good working order at this time of the year. Take away everything that is stored upon the apparatus or counter, open the body of the apparatus and see that the coils and lead pipes are in good condition; take out the dirt that has accumulated on the inside, so that the water will drain away. Place new washers on the syrup faucets and draft arms. Give the marble or onyx a thorough cleaning with soap and water; then, after drying, give it a good rubbing with boiled linseed oil. This will make it look bright and well polished. The syrup jars should be scoured with a brush and Sapolio; the soda holders, spoons and pitchers repaired and polished.

By starting early on this work you will be fully prepared when the first hot day comes. Do not delay getting in your stock, such as sugar for syrup, crushed fruits, extracts, glasses and all necessary utensils pertaining to the fountain. Get out menu cards with a lot of new drinks and sundries. Don't make up too many syrups, for fear they may spoil. Make them often and keep a fresh supply on hand.

There are many cases where a dispenser becomes careless in making syrups. It is very important to give the greatest care and attention to the preparation of syrups. For instance, in making vanilla syrup he may, at the beginning, use a graduate and measure out two ounces of the extract to the gallon of syrup, which would be the correct quantity if pure vanilla extract is used. The next time he may be in a hurry, and instead of measuring, he pours the extract out of the bottle; just makes a guess at the quantity. Such cases always cause a loss. The syrup will be either too weak or too strong; never uniform. The customers will become dissatisfied and quit coming, for the reason that the beverage is not al-

ways pleasant. Not only is the confidence of the customer lost, but the extra quantity of extracts used, or rather wasted, through carelessness, will almost amount to as much as the dispenser's salary. That of itself means a considerable loss to the proprietor. A good dispenser can save hundreds of dollars for his employer by being careful at his work. The soda water business has become a business of its own. A dispenser who is perfect and faithful to his duties is sure to win. If he is bright and makes his business a study he will always find something new that will interest his customers and be profitable to his employer.

By all means keep your spoons, spoon-holders, trays, cream pitchers, syrup bottles, etc., clean, dry and highly polished. Do not allow a trace of negligence about your fountain. Have your glasses and mugs carefully washed and dried with a clean towel. You can not have too many towels. A clean towel will give your customer a quicker and better impression of your cleanliness than anything else. Have plenty and change them often. Never wipe a spoon or a dish, especially a glass or cup, from which someone must drink, with a soiled towel. If once you wipe your counter with a towel do not use it to wipe dishes or glasses, as people notice such things quickly.

Start in this season with a determination to make your soda business a success and remember that attractiveness is the principal feature to be thought of. A. B. Link.

The Passing of the Leucocyte.

Some authorities now claim that the leucocyte's value for destroying bacteria has been much over-rated.

The leucocyte was formerly credited with the power of destroying virulent bacteria. This view was later combated by some who claimed that he was not so much of a hero after all, but merely a scavenger that picked up the bodies of the dead and crippled bacteria and destroyed them, but was unable to give protection against virulent bacteria.

But even this honor is now denied them by the researches of Prof. Petrie based on his statement that he has obtained an extract of leucocytes devoid of any bactericidal power.

Test for Tartaric Acid.

Prof. D. Ganassini uses as a test for tartaric acid boiling with water and red lead and treating the resulting solution with potassium sulphocyanide. The latter reagent in one to five solution is added in equal volume, and if tartaric acid is present the mixture darkens in a few seconds. Other organic acids do not give the reaction; mineral acids are to be avoided.

Chewing Gum For Insanity.

Minnesota's insane charity patients are supplied with chewing gum. When a patient is violently excited he can often be quieted by giving him a piece of gum to chew. Those patients who are unable to concentrate their minds on any physical exercise are put in a condition to perform useful work through the same agency.

Undermining Pharmacy from the Inside.

Several articles have recently appeared in the pharmaceutical press on the remuneration of the druggist. There is no room for argument, really, if the matter is boiled down to its essence: "Does the average druggist make as much money as he should?" He does not. We are constrained to enquire, however, if the druggist is not at fault in some respects.

About a year ago we talked with a druggist who had been selling a purgative pill under his own name for several years. The formula was good, his packages were neat, he had advertised consistently, and his sales were very satisfactory. He put 36 pills in a package, selling at 20 cents. He decided, ultimately, for some reason or other, to make some slight changes in his labels and cartons. Then he made up his mind to put 100 pills in a package and advance the price to 25 cents. We contended that he would make a serious mistake in doing so; that not five persons in a thousand really cared for a package as large as he proposed to put up; and in a variety of ways we presented arguments with a view of convincing him that he would speedily lose by his liberality. But he looked at one phase of the matter only. He knew "how much each package of pills cost, and the profit will be good." Apparently, nothing would convince him that he could not materially increase consumption; that the chances were he would sell fewer packages during the next year. Much to our regret, therefore, we left him firm in the opinion that he was making a good move.

He carried out his intentions, and now he realizes that he was lamentably short-sighted. He has not only lessened his sales on a very profitable article, but he has made some of his customers look for other goods in larger packages.

Another shining example of an error of judgment is the case of the druggist who put up a cough syrup in bottles holding half a pint, and fixed the price at 50 cents. Now, the general public has been educated to expect a bottle holding about four ounces, and for this the average man is perfectly willing to pay 50 cents. He does not want a big bottle, and if he can escape buying one he will do so. He will, as a rule, tell you plainly that he wants a small bottle. Why, then, should a druggist depart radically from custom and step away beyond expectation at the same time? Medicines are different from ordinary merchandise; you can not make a drive on them by giving an unusual quantity. If four ounces of a cough syrup relieve a man of a troublesome cough, he is done with the preparation for the time being. You could not tempt him to buy if he had no cough, even if you gave him a big bottle at half the ordinary price.

We have seen other druggists making blunders in the price of headache powders. There was a time when they were sold at 10 cents a package—three powders. For people who were troubled with frequent headaches larger packages were put up—

boxes of 10 powders selling at 25 cents. These prices were certainly reasonable, and we doubt if they were much objected to by any one. Presently, however, here and there, druggists began to increase the number of powders in the dime package. Six powders for 10 cents is the rule with many druggists nowadays.

Where will this foolish tendency end? It is time for serious reflection. There are enough external influences at work against pharmacy as a business without undermining it from the inside.

The Drug Market.

Opium—Is very dull and weak, although it is firmer in primary market.

Morphine—Is unchanged.

Quinine—Shipments of bark were very small and it is believed higher prices will rule at the Amsterdam sale this week. Another advance in quinine is looked for.

Carbolic Acid—Is very firm as large quantities are being used for smokeless powder.

Cocaine—On account of higher price in foreign markets and firm price for raw material an advance is looked for.

Cod Liver Oil—High prices will again rule during the coming season.

Epsom Salts—Are scarce and higher.

Formaldehyde—Is very firm on account of advance in wood alcohol.

Bayberry Bark—Is lower on account of the fact that the new crop is due.

Oil Peppermint—Stocks are small and in a few hands. Price has advanced and tending higher.

Oil Lemon Grass—Has advanced.

American Saffron—Stocks are about exhausted, price has more than doubled and is still advancing.

Goldenseal Root—Shows a small decline.

Canary Seed—Is very firm. High prices will rule for some time to come.

Gum Shellac—After a decline of 25 per cent., has again advanced and is tending higher.

Polishing Surgical Instruments.

A very efficient soap for polishing instruments may be prepared by incorporating two parts of powdered emery and one part of magnesium carbonate with ten parts of tallow soap softened with a very small quantity of water. A good polish in powdered form is obtained by mixing four parts of prepared chalk, four parts of magnesium carbonate, and seven parts of red oxide of iron.

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WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Acidum		Excelsior		Tinctures	
Aceticum	60 8	Excelsior	4 25 4 50	Aconitum Nap's R	60
Benzolium, Ger.	70 75	Erigeron	1 00 1 10	Aconitum Nap's F	60
Boric	17	Gaultheria	2 50 2 60	Aloe	60
Carbolicum	25 28	Geranium	75	Aloe & Myrrh	60
Citricum	38 40	Gossypil, Sem gal	50 60	Arnica	60
Hydrochlor	30 5	Hedeoma	1 40 1 50	Assafoetida	60
Nitrosum	80 10	Juniper	1 50 2 00	Atrope Belladonna	60
Oxalicum	12 14	Lavendula	90 2 75	Aurant Cortex	60
Phosphoricum, dil.	42 45	Limonia	1 15 1 25	Benzoin	60
Salicylicum	1 1/2 5	Mentha Piper	3 50 3 75	Benzoin Co	60
Sulphuricum	1 10 1 20	Mentha Verid.	5 00 5 50	Cantharides	60
Tannicum	38 40	Morruhuac, gal.	2 75 4 00	Cardamom	60
Tartaricum	38 40	Myrica	4 00 4 50	Cardamom Co	60
Ammonia		Olive	75 3 00	Catechu	60
Aqua, 18 deg.	40 6	Picis Liquid	10 12	Cinchona	60
Aqua, 20 deg.	60 8	Picis Liquid gal.	30 35	Cinchona Co	60
Carbonas	13 15	Ricina	90 94	Columba	60
Chloridum	12 14	Rosae, oz	5 00 5 45	Cubebae	60
Aniline		Sabina	90 91 00	Cassia Acutifol	60
Black	2 00 2 25	Santal	2 75 7 00	Digitals	60
Brown	45 50	Sassafras	85 90	Erigeron	60
Red	80 1 00	Sinapis, ess, oz.	65	Ferri Chloridum	60
Yellow	2 50 3 00	Tigil	1 50 1 60	Gentian	60
Baccae		Thyme	40 50	Gentian Co	60
Cubebae	22 24	Thyme, opt	1 60	Guaiaca	60
Juniperus	50 6	Thymobromas	15 20	Guaiaca ammon	60
Xanthoxylum	30 35	Potassium		Hyoscymus	60
Balsamum		Bi-Carb	15 18	Iodine	60
Cubebae	12 15	Bichromate	13 15	Iodine, colorless	60
Peru	1 50	Bromide	40 45	Kino	60
Terabin, Canada	60 65	Carb	12 15	Lobelia	60
Tolutan	45 50	Chlorate po 17 19	16 18	Myrrh	60
Cortex		Cyanide	34 38	Nux Vomica	60
Abies, Canadian	18	Iodide	2 75 2 85	Opil	60
Cassia	12	Potassa, Bitart pr	30 32	Opil, camphorated	60
Cinchona Flava	18	Potass Nitras opt	7 10	Opil, deodorized	60
Euonymus atro.	30	Potass Nitras	60 8	Quassia	60
Myrica Cerifera	20	Prussiate	23 26	Sanguinaria	60
Prunus Virgin	12	Sulphate po	15 18	Serpentaria	60
Quillaia, gr'd	14	Radix		Stromonium	60
Sassafras, po, 18	14	Aconitum	20 25	Tolutan	60
Ulmus	25 45	Althae	30 33	Valerian	60
Extractum		Anchusa	10 12	Veratrum Veride	60
Glycyrrhiza Gla.	24 30	Arum po	25	Zingiber	60
Glycyrrhiza, po	28 30	Calamus	20 40	Miscellaneous	
Haematox	11 12	Gentiana	12 15	Aether, Spts Nit 3	30 35
Haematox, 1s.	13 14	Glycyrrhiza pv 15	16 18	Aether, Spts Nit 4	30 38
Haematox, 1/2s.	14 15	Hydrastis Cana.	1 50	Alumen, gr'd po 7	30 4
Haematox, 1/4s.	16 17	Hydrastis Can po	1 50	Annatto	40 50
Ferru		Hellebore, Alba	12 15	Antimoni, po	40 50
Carbonate	15	Inula, po	2 75 2 80	Antimoni et Po T	40 50
Citrate and Quinia	2 25	Iris plox	35 40	Antipyrin	20 25
Citrate Soluble	75	Jalapra, pr	25 30	Antifebrin	20 25
Ferrocyanidum S.	40	Maranta, 1/4s	30 35	Argenti Nitras, oz	40 48
Solut. Chloride	15	Podophyllum po.	22 25	Arsenicum	10 12
Sulphate, com'l, by	80	Rhei	75 100	Balm Gilead buds	45 50
bbi, per cwt.	80	Rhei, cut	1 25	Bismuth S N	2 20 2 30
Sulphate, pure	7	Rhei, pv	75 135	Calcium Chlor, 1s	9
Flora		Spigelia	35 38	Calcium Chlor, 1/2s	10
Arnica	15 18	Sanguinari, po 24	22	Calcium Chlor, 1/4s	12
Anthemis	22 25	Serpentaria	65 70	Cantharides, Rus	10 10
Matricaria	30 35	Senega	75 85	Capsici Fruc's af.	20
Folia		Smilax, off's H	40	Capsici Fruc's po.	22
Barosma	30 33	Smilax, M	25	Cap'l Fruc's B po.	15
Cassia Acutifol	20 25	Scilla	10 12	Caryophyllus	25 28
Cassia, Acutifol	25 30	Symplocarpus	25	Carmine, No 40	30 30
Salvia officinalis	12 20	Valeriana Eng.	25	Cera Alba	50 55
Uva Ursi	8 10	Valeriana, Ger	15 20	Cera Flava	40 42
Gummi		Zingiber a	14 16	Coccus	40 40
Acacia, 1st pkd.	65	Zingiber j	16 20	Cassia Fructus	35
Acacia, 2d pkd.	45	Semen		Centaria	10 10
Acacia, 3d pkd.	35	Anisum	10 16	Cetaceum	45
Acacia, sifted sts.	28	Apium (gravel's)	13 15	Chloroform	55 60
Acacia, po.	45 65	Bird, 1s	40 6	Chloro'm, Squibbs	10 10
Aloe, Barb.	12 14	Carul	10 11	Chloral Hyd Crst.	35 40
Aloe, Cape.	20	Cardamom	70 80	Chondrus	20 25
Aloe, Socotri	20	Coriandrum	8 10	Cinchonidine P-W	38 48
Ammoniac	55 60	Cannabis Sativa	7 8	Cinchonid'e Germ	38 48
Assafoetida	35 40	Cydonium	75 100	Cocaine	3 80 4 00
Benzolium	50 55	Chenopodium	25 30	Corks list d p ct.	75
Catechu, 1s.	13	Dipterix Odorata	80 100	Creosotum	40 45
Catechu, 1/2s.	14	Foeniculum	18	Creta	2 2
Catechu, 1/4s.	16	Foenugreek, po	7 9	Creta, prep	5
Camphorae	1 05 1 10	Lini, gr'd	40 6	Creta, preclp	9 11
Euphorbium	40	Lobelia	75 80	Creta, Rubra	8
Galbanum	1 00	Pharlaris Cana'n	6 1/2	Crocus	58 60
Gamboge	1 25 1 35	Rapa	5 6	Cudbear	24
Gualacum	75	Sinapis Alba	7 9	Cupri Sulph	60 8
Kino	60 75	Sinapis Nigra	9 10	Dextrine	70 10
Mastic	60	Spiritus		Ether Sulph	78 92
Myrrh	45 40	Frumentum W D.	2 00 2 50	Emery, all Nos.	8
Opil	25 30	Frumentum	1 25 1 50	Emerg, po	6
Shellac	60 65	Juniperis Co O T	1 65 2 00	Flake White	12 15
Shellac, bleached	65 70	Juniperis Co	1 75 2 30	Galla	23
Tragacanth	70 100	Saccharum N E	1 90 2 10	Gambler	80 9
Herba		Spt Vini Galli	1 75 6 50	Gelatin, Cooper	60
Absinthium, oz pk	25	Vini Oporto	1 25 2 00	Gelatin, French	35 60
Eupatorium, oz pk	25	Vini Alba	1 25 2 00	Glassware, fit box	75 5
Lobelia	25	Sponges		Less than box	11 13
Majorum	23	Florida sheeps' wl	2 50 2 75	Glue, brown	15 25
Mentha Pip oz pk	25	Nassau sheeps' wl	2 50 2 75	Glue, white	15 25
Mentha Vir oz pk	25	Velvet extra shps'	2 50 2 75	Glycerina	17 25
Rue	25	wool, carriage	1 50	Grana Paradisi	25 55
Tanacetum V.	22	Extra yellow shps'	1 25	Humulus	25 55
Thymus V. oz pk	25	wool, carriage	1 25	Hydrarg Ch Mt.	90 95
Magnesia		Grass sheeps' wl	1 00	Hydrarg Ch Cor	90 95
Calced, Pat.	55 60	Hard, slate use	1 00	Hydrarg Ox Ru'm	1 05
Carbonate, Pat.	18 20	Yellow Reef, for	1 40	Hydrarg Ammo'l	1 15
Carbonate K-M.	18 20	slate use	1 40	Hydrarg Ungue'm	50 60
Carbonate	18 20	Syrups		Hydrargyrum	60 65
Oleum		Acacia	50	Ichthyobolla, Am.	90 100
Absinthium	3 00 3 25	Aurant Cortex	50	Indigo	75 100
Amygdalae, Dulc.	50 60	Zingiber	50	Iodoform	3 85 4 00
Amygdalae Ama.	8 00 8 25	Ipecac	50	Lupulin	10 4 20
Anisi	1 75 1 85	Ferri Iod	50	Lycopodium	75 80
Aurant Cortex	2 10 2 20	Rhei Arom	50	Macis	65 75
Bergamit	2 85 3 25	Smilax Off's	50 60	Liquor Arsen et	25
Caliputi	1 10 1 15	Senega	50	Hydrarg Iod	10 12
Caryophylli	1 60 1 70	Scilla	50	Liq Potass Arsenit	2 3
Cedar	35 70	Scilla Co	50	Magnesia, Sulph.	1 1/2
Chenopadii	2 00	Tolutan	50	Whale, winter	
Cinnamonil	1 10 1 20	Prunus virg	50	bbi gal	70 70
Citronella	40 45	Paints		Red Venetian	1 1/2 2 08
Conium Mac.	80 90	Red Venetian	1 1/2 2 08	Ochre, yel Mars	2 04
Copaiba	1 15 1 25	Ochre, yel Ber	1 1/2 2 03	Putty, comm'r'l	2 1/2 2 3/4
Cubebae	1 30 1 35	Putty, strictly pr	2 1/2 2 3/4	Putty, strictly pr	2 1/2 2 3/4
Wholesale Drug Price Current		Wholesale Drug Price Current		Wholesale Drug Price Current	

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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
Corn SyrupDECLINED
Rolled OatsIndex to Markets
By Columns

Col	A	B	C	D	F	G	H	I	J	L	M	N	O	P	R	S	T	V	W	Y
Axle Grease	1																			
Bath Brick	1																			
Brooms	1																			
Brushes	1																			
Butter Color	1																			
Confections	11																			
Candles	1																			
Canned Goods	1																			
Carbon Oils	2																			
Catsup	2																			
Cheese	2																			
Chewing Gum	2																			
Chicory	2																			
Chocolate	2																			
Clothes Lines	2																			
Cocoa	3																			
Cocoa Shells	3																			
Coffee	3																			
Crackers	3																			
Dried Fruits	4																			
Farinaceous Goods	4																			
Fish and Oysters	4																			
Fishing Tackle	4																			
Flavoring Extracts	5																			
Fly Paper	5																			
Fresh Meats	5																			
Fruits	11																			
Gelatine	5																			
Grain Bags	5																			
Grains and Flour	5																			
Herbs	5																			
Hides and Pelts	10																			
Indigo	5																			
Jelly	5																			
Licorice	5																			
Lye	5																			
Meat Extracts	5																			
Molasses	6																			
Mustard	6																			
Nuts	11																			
Olive	6																			
Pipes	6																			
Pickles	6																			
Playing Cards	6																			
Potash	6																			
Provisions	6																			
Rice	6																			
Salad Dressing	7																			
Saleratus	7																			
Salt Soda	7																			
Salt	7																			
Salt Fish	7																			
Seeds	7																			
Shoe Blacking	7																			
Snuff	7																			
Soap	8																			
Soda	8																			
Spices	8																			
Starch	8																			
Sugar	8																			
Syrups	8																			
Tea	8																			
Tobacco	9																			
Wine	9																			
Vinegar	9																			
Washing Powder	9																			
Wicking	9																			
Woodenware	9																			
Wrapping Paper	10																			
Yeast Cake	10																			

1	2
AXLE GREASE	Pumpkin
Aurora, ds 600	Fair 70
Castor Oil 55 700	Good 80
Diamond 50 425	Fancy 100
Frazier's 75 900	Gallon 225
IXL Golden 75 900	
BATH BRICK	Raspberries
American 75	Standard @ 90
English 85	Russian Caviar
BROOMS	1 lb. cans 3.75
No. 1 Carpet 2.75	1 lb. cans 12.00
No. 2 Carpet 2.35	Salmon
No. 3 Carpet 2.15	Col'a River, tails @ 1.85
No. 4 Carpet 1.75	Col'a River, flats @ 1.85
Parlor Gem 2.40	Red Alaska @ 1.65
Common Whisk 85	Pink Alaska @ 90
Fancy Whisk 1.20	Sardines
Warehouse 3.00	Domestic, 1/2s 3%
BRUSHES	Domestic, 1/2s 60 9
Scrub 75	California, 1/2s 11@14
Solid Back, 8 in 85	California, 1/2s 17@24
Pointed Ends 85	French, 1/2s 18@28
STOVE	Shrimps
No. 3 75	Standard 1.20@1.40
No. 2 1.10	Succotash
No. 1 1.75	Fair 1.50
SHOE	Good 1.60
No. 8 1.00	Fancy 1.60
No. 7 1.30	Strawberries
No. 4 1.70	Standard 1.10
No. 3 1.90	Fancy 1.40
BUTTER COLOR	Tomatoes
W. R. & Co.'s, 15c size 1.25	Fair 85@ 95
W. R. & Co.'s, 25c size 2.00	Good 1.15
CANDLES	Fancy 1.15@1.50
Electric Light, 8s 9%	Gallons 2.75@3.00
Electric Light, 16s 10%	CARBON OILS
Paraffine, 6s 9%	Perfection @ 12%
Paraffine, 12s 10%	Water White @ 12%
Wicking 19%	D. S. Gasoline @ 14%
CANNED GOODS	Doodor'd Nap'a @ 12%
Apples	Cylinder 29 @ 34
3 lb. Standards 80	Engine 16 @ 22
Gals. Standards 2.00@2.25	Black, winter 9 @ 10%
Blackberries	CATSUP
Standards 85	Columbia, 25 pts 4.50
Beans	Columbia, 25 1/2 pts 2.60
Baked 80@1.30	Snider's quarts 2.25
Red Kidney 85@ 90	Snider's pints 2.25
String 70@1.15	Snider's 1/2 pints 1.30
Wax 75@1.25	CHEESE
Blueberries	Acme @ 12%
Standard @ 1.40	Amboy @ 12%
Brook Trout	Carson City @ 11%
2 lb. cans, Spiced 1.90	Elle @ 13%
Clams	Emblem @ 12%
Little Neck, 1 lb. 1.00@1.25	Gem @ 12%
Little Neck, 2 lb. 1.50	Gold Medal @ 12%
Clam Bouillon	Ideal @ 12%
Burnham's, 1/2 pt. 1.92	Jersey @ 12%
Burnham's, pts 3.60	Riverside @ 12%
Burnham's, qts 7.20	Brick 12% @ 13%
Cherries	Edam @ 1.00
Red Standards 1.30@1.50	Lelden @ 17%
White 1.50	Limburger 12% @ 13%
Corn	Pineapple 50@75
Fair 1.25	Sap Sago @ 20%
Good 1.35	CHEWING GUM
Fancy 1.50	American Flag Spruce 55
French Peas	Beeman's Pepsin 60
Sur Extra Fine 22	Black Jack 55
Extra Fine 19	Largest Gum Made 60
Fine 15	Sen Sen 55
Moyen 11	Sen Sen Breath Per'e 1.00
Gooseberries	Sugar Loaf 55
Standard 90	Yucatan 55
Hominy	CHICORY
Standard 85	Bulk 5
Lobster	Red 7
Star, 1/2 lb. 2.15	Eagle 4
Star, 1 lb. 3.75	Frank's 7
Picni Tails 2.40	Schener's 6
Mackerel	CHOCOLATE
Mustard, 1 lb. 1.80	Walter Baker & Co.'s
Mustard, 2 lb. 2.80	German Sweet 23
Soused, 1 lb. 1.80	Premium 31
Soused, 2 lb. 2.80	Vanilla 41
Tomato, 1 lb. 1.80	Caracas 35
Tomato, 2 lb. 2.80	Eagle 28
Mushrooms	CLOTHES LINES
Hotels 18@ 20	60 ft. 3 thread, extra 1.00
Buttons 22@ 25	72 ft. 3 thread, extra 1.40
Oysters	90 ft. 3 thread, extra 1.70
Cove, 1 lb. @ 90	60 ft. 6 thread, extra 1.29
Cove, 2 lb. 1.65	72 ft. 6 thread, extra 1.70
Cove, 1 lb. Oval 1.00	Jute
Peaches	60 ft. 75
Ple 1.10@1.15	72 ft. 90
Yellow 1.45@1.85	90 ft. 90
Pears	120 ft. 1.50
Standard 1.00	Cotton
Fancy 1.25	50 ft. 1.10
Peas	60 ft. 1.35
Marrowfat 90@1.00	70 ft. 1.60
Early June 90@1.60	Cotton Windsor
Early June Sifted 1.65	50 ft. 1.30
Plums	60 ft. 1.40
Standard 85	70 ft. 1.80
Pineapple	80 ft. 2.00
Grated 1.25@2.75	
Sliced 1.35@2.55	

3	4	5
Cotton Braided	Lemon Snaps	Linen Lines
40 ft. 95	Lemon Gems 10	Small 20
50 ft. 1.35	Lem Yen 10	Medium 25
60 ft. 1.65	Maple Cake 10	Large 34
Galvanized Wire	Marshmallow 16	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 8%	Bamboo, 18 ft., pr ds. 80
Baker's 38	Malaga 10	FLAVORING EXTRACTS
Cleveland 41	Mich Coco F's'd honey 12%	Foot & Jenks
Colonial, 1/2s 35	Milk Biscuit 7%	Coleman's Van. Lem.
Colonial, 1/2s 33	Mich Frosted Honey 12	2oz. Panel 1.20 75
Epps 42	Mixed Picnic 11%	3oz. Taper 2.00 1.50
Huyler 45	Molasses Cakes, Selo'd 8%	No. 4 Rich. Blake 2.00 1.50
Van Houten, 1/2s 12	Moss Jelly Bar 12%	Jennings
Van Houten, 1/2s 20	Muskegon Branch, Iced 10	Terpeneless Lemon
Van Houten, 1/2s 40	Newton 12	No. 2 D. C. pr ds 75
Van Houten, 1s 72	Newshoy Assorted 10	No. 4 D. C. pr ds 1.50
Webb 31	Nic Nacs 8%	No. 6 D. C. pr ds 2.00
Wilbur, 1/2s 41	Oatmeal Cracker 8	Taper D. C. pr ds 1.50
Wilbur, 1/2s 42	Orange Slice 16	Mexican Vanilla
COCOANUT	Orange Gem 8%	No. 2 D. C. pr ds 1.20
Dunham's 1/2s 26	Orange & Lemon Ice 10	No. 4 D. C. pr ds 2.00
Dunham's 1/2s & 1/4s 26 1/2	Pilot Bread 7%	No. 6 D. C. pr ds 3.00
Dunham's 1/2s 27	Ping Pong 9	Taper D. C. pr ds 2.00
Dunham's 1/2s 28	Pretzels, hand made 8	GELATINE
Bulk 12	Pretzellettes, hand m'd 8	Knox's Sparkling, ds. 1.20
COCOA SHELLS	Pound packages 4	Knox's Sparkling, gro. 14.00
20 lb. bags 2 1/2	COFFEE	Knox's Acidu'd, doz. 1.20
Less quantity 3	Rio	Knox's Acidu'd, gro. 14.00
COFFEE	Common 10 1/2	Oxford 75
Santos	Fair 12	Plymouth Rock 1.20
Common 11	Choice 15	Nelson's 1.50
Fair 12 1/2	Fancy 16 1/2	Cox's, 2 qt. size 1.61
Choice 13 1/3	Peaberry 16 1/2	Cox's, 1 qt

6	7	8	9	10	11
MOLASSES New Orleans Fancy Open Kettle . . . 40 Choice . . . 35 Fair . . . 28 Good . . . 22 Half barrels 2c extra MUSTARD Horse Radish, 1 dz . . . 1 75 Horse Radish, 2 dz . . . 3 50 Bayle's Celery, 1 dz . . . 1 45 OLIVES Bulk, 1 gal. kegs . . . 1 00 Bulk, 3 gal. kegs . . . 85 Bulk, 5 gal. kegs . . . 85 Manzanilla, 7 oz . . . 80 Queen, pints . . . 2 35 Queen, 19 oz . . . 4 50 Queen, 28 oz . . . 7 00 Stuffed, 5 oz . . . 90 Stuffed, 8 oz . . . 1 45 Stuffed, 10 oz . . . 2 30 PIPES Clay, No. 216 . . . 1 70 Clay, T. D., full count . . . 65 Cob, No. 3 . . . 85 PICKLES Medium Barrels, 1,200 count . . . 7 75 Half bbls, 600 count . . . 4 50 Small Half bbls, 1,200 count . . . 5 50 Barrels, 2,400 count . . . 9 50 PLAYING CARDS No. 90, Steamboat . . . 85 No. 15, Rival, assorted . . . 60 No. 20, Rover, enameled . . . 60 No. 572, Special . . . 1 75 No. 98, Golf, satin finish . . . 2 00 No. 808, Bicycle . . . 2 00 No. 632, Tourment whist . . . 2 50 POTASH 48 cans in case . . . 4 00 Penna Salt Co.'s . . . 3 00 PROVISIONS Barreled Pork Mess . . . 14 50 Back, fat . . . 15 50 Clear back . . . 16 00 Short cut . . . 14 50 Pig . . . 19 00 Bean . . . 12 50 Family Mess Loin . . . 17 50 Clear Family . . . 13 00 Dry Salt Meats Bellies . . . 9 1/2 S P Bellies . . . 10 1/2 Extra shorts . . . 9 1/2 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) . . . 12 Bacon, California hams . . . 7 1/2 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 1/2 80 lb. tubs, advance . . . 1/2 60 lb. tubs, advance . . . 1/2 50 lb. tubs, advance . . . 1/2 20 lb. pails, advance . . . 1/2 10 lb. pails, advance . . . 1 5 lb. pails, advance . . . 1 3 lb. pails, advance . . . 1 Sausages Bologna . . . 5 1/2 Liver . . . 6 1/2 Frankfort . . . 7 1/2 Pork . . . 7 1/2 Veal . . . 7 1/2 Tongue . . . 9 Headcheese . . . 6 1/2 Beef Extra Mess . . . 10 00 Boneless . . . 10 00 Rump, new . . . 10 00 Pig's Feet 1/4 bbls. . . 1 10 1/2 bbls. . . 1 10 3/4 bbls. . . 3 75 1 bbls. . . 7 50 Tripe Kits, 15 lbs . . . 70 1/4 bbls. . . 1 25 1/2 bbls. . . 2 60 Casings Hogs, per lb. . . 26 Beef rounds, set . . . 15 Beef middles, set . . . 45 Sheep, per bundle . . . 70 Uncolored Butterine Solid, dairy . . . 9 1/2 @ 10 Rolls, dairy . . . 10 1/2 @ 11 1/2 Canned Meats Corned beef, 2 . . . 2 50 Corned beef, 14 . . . 17 50 Roast beef, 2 @ . . . 2 50 Potted ham, 1/4 . . . 45 Potted ham, 1/2 . . . 85 Deviled ham, 1/4 . . . 45 Deviled ham, 1/2 . . . 85 Potted tongue, 1/4 . . . 45 Potted tongue, 1/2 . . . 85 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 . . . 4 1/2 @ 5 1/2 Java, No. 1 . . . 4 1/2 @ 5 1/2	SALAD DRESSING Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box Arm and Hammer . . . 3 15 Deland's . . . 3 00 Dwight's Cow . . . 3 15 Emblem . . . 3 10 L. P. . . . 3 10 Wyandotte, 100 3/4s . . . 3 00 SAL SODA Granulated, bbls . . . 85 Granulated, 100lb cases . . . 1 00 Lump, bbls. . . 75 Lump, 145lb. kegs . . . 95 SALT Diamond Crystal Table Cases, 24 3lb. boxes . . . 1 40 Barrels, 100 3lb. bags . . . 3 00 Barrels, 50 6lb. bags . . . 3 00 Barrels, 40 7lb. bags . . . 2 75 Butter Barrels, 320 lb. bulk . . . 2 65 Barrels, 20 14lb. bags . . . 2 85 Sacks, 28 lbs . . . 27 Sacks, 56 lbs . . . 67 Shaker Boxes, 24 2lb . . . 1 50 Buckeye Table Brls, 120 bags, 2 1/2 lbs . . . 3 25 Brls, 100 bags, 3 lbs . . . 3 00 Brls, 60 bags, 5 lbs . . . 3 00 Brls, 50 bags, 6 lbs . . . 3 00 Brls, 30 bags, 10 lbs . . . 2 75 Brls, 22 bags, 14 lbs . . . 2 85 Brls, 320 lbs, bulk . . . 2 25 Cases, 24 cts, 3 lbs . . . 1 25 Butter Brls, 280 lbs, bulk . . . 2 25 Linen bags, 5-56 lbs . . . 3 00 Linen bags, 10-28 lbs . . . 3 00 Cotton bags, 10-28 lbs . . . 2 75 Cheese 5 barrel lots, 5 per cent. discount 10 barrel lots, 7 1/2 per cent. discount. Above prices are F. O. B. Common Grades 100 3lb. sacks . . . 1 90 60 5lb. sacks . . . 1 80 28 10lb. sacks . . . 1 70 56 lb. sacks . . . 30 28 lb. sacks . . . 15 Warsaw 56 lb. dairy in drill bags . . . 40 28 lb. dairy in drill bags . . . 20 Solar Rock 56 lb. sacks . . . 22 Common Granulated Fine . . . 85 Medium Fine . . . 90 SALT FISH Cod Large Whole . . . @ 7 1/2 Small Whole . . . @ 7 Strips or bricks . . . 7 1/2 @ 10 1/2 Pollock . . . @ 4 Halibut Strips . . . 14 Chunks . . . 15 Herring Holland White hoops, bbl. . . 8 50 White hoops, keg . . . 60 @ 65 White hoops mchs . . . 75 Norwegian Round, 100 lbs . . . 3 60 Round, 50 lbs . . . 2 10 Scaled . . . 18 Trout No. 1, 100 lbs . . . 5 50 No. 1, 40 lbs . . . 2 50 No. 1, 10 lbs . . . 70 No. 1, 8 lbs . . . 59 Mackerel Mess 100 lbs. . . 14 50 Mess 50 lbs. . . 7 75 Mess 10 lbs. . . 1 75 Mess 8 lbs. . . 1 45 No. 1, 100 lbs. . . 13 00 No. 1, 50 lbs. . . 7 00 No. 1, 10 lbs. . . 1 60 No. 1, 8 lbs. . . 1 35 Whitefish No. 1 No. 2 Fam 100 lbs. . . 7 50 3 50 50 & . . . 3 60 2 10 10 lbs. . . 90 50 8 lbs. . . 75 43 SEEDS Anise . . . 15 Canary, Smyrna . . . 6 Caraway . . . 8 Cardamom, Malabar . . . 1 00 Celery . . . 10 Hemp, Russian . . . 4 Mixed Bird . . . 4 Mustard, white . . . 8 Poppy . . . 8 Tape . . . 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 French Rappie, in jars . . . 48	SOAP Central City Soap Co's brand. Jaxon . . . 3 10 Jaxon, 5 box, del . . . 3 05 Jaxon, 10 box, del . . . 3 00 Johnson Soap Co. brands Silver King . . . 3 65 Calumet Family . . . 2 75 Scotch Family . . . 2 85 Cuba . . . 2 35 J. S. Kirk & Co. brands American Family . . . 4 05 Lusky Diamond, 50 8oz. 2 80 Lusky Diamond, 100 8oz. 3 80 Jap Rose . . . 3 75 Savon Imperial . . . 3 10 White Russian . . . 3 10 Dome, oval bars . . . 3 10 Satinet, oval . . . 2 15 White Cloud . . . 4 00 Lautz Bros. & Co. brands Big Acme . . . 4 00 Acme, 100 3/4 lb. bars . . . 4 00 Big Master . . . 4 00 Snow Boy P'd'r, 100 pk. 4 00 Marselles . . . 4 00 Proctor & Gamble brands Lenox . . . 3 10 Ivory, 6 oz . . . 4 00 Ivory, 10 oz . . . 6 75 Star . . . 3 25 A. B. Whisley brands Good Cheer . . . 4 00 Old Country . . . 3 40 Scouring Enoch Morgan's Sons. Sapolio, gross lots . . . 9 00 Sapolio, half gross lots . . . 50 Sapolio, single boxes . . . 2 25 Sapolio, hand . . . 2 25 SODA Boxes . . . 5 1/2 Kegs, English . . . 4 1/2 SPICES Whole Spices Allspice . . . 12 Cassia, China in mats . . . 12 Cassia, Batavia, bund . . . 28 Cassia, Saigon, broken . . . 40 Cassia, Saigon, in rolls . . . 55 Cloves, Amboy . . . 25 Cloves, Zanzibar . . . 25 Cloves, Amboy . . . 55 Nutmegs, 75-80 . . . 50 Nutmegs, 105-10 . . . 40 Nutmegs, 115-20 . . . 35 Pepper, Singapore, blk. . . 15 Pepper, Singp. white . . . 25 Pepper, shot . . . 17 Pure Ground in Bulk Allspice . . . 16 Cassia, Batavia . . . 28 Cassia, Saigon . . . 45 Cloves, Zanzibar . . . 23 Ginger, African . . . 15 Ginger, Cochon . . . 18 Ginger, Jamaica . . . 25 Mace . . . 65 Mustard . . . 18 Pepper, Singapore, blk. . . 17 Pepper, Singp. white . . . 28 Pepper, Cayenne . . . 20 Sage . . . 20 STARCH Common Gloss 1lb. packages . . . 5 3lb. packages . . . 4 1/2 6lb. packages . . . 5 1/2 40 and 50 lb. boxes . . . 3 @ 3 1/2 Barrels . . . 3 @ 3 1/2 Common Corn 20 lb. packages . . . 5 40 lb. packages . . . 4 1/2 @ 7 SYRUPS Corn Barrels . . . 24 Half Barrels . . . 26 20lb. cans, 1/2 lb in case . . . 1 65 10lb. cans, 1/2 lb in case . . . 1 65 5lb. cans, 1/2 lb in case . . . 1 85 2 1/2 lb. cans, 2 dz. in case . . . 1 90 Pure Cane Fair . . . 16 Good . . . 20 Choice . . . 25 TEA Japan Sundried, medium . . . 24 Sundried, choice . . . 32 Sundried, fancy . . . 36 Regular, medium . . . 24 Regular, choice . . . 32 Regular, fancy . . . 36 Basket-fired, medium . . . 31 Basket-fired, choice . . . 38 Basket-fired, fancy . . . 43 Nibs . . . 22 @ 24 Siftings . . . 9 @ 11 Fannings . . . 12 @ 14 Gunpowder Moyune, medium . . . 30 Moyune, choice . . . 32 Moyune, fancy . . . 40 Pingsuey, medium . . . 30 Pingsuey, choice . . . 40 Pingsuey, fancy . . . 40 Young Hyson Choice . . . 30 Fancy . . . 36 Oolong Formosa, fancy . . . 42 Amoy, medium . . . 25 Amoy, choice . . . 32 English Breakfast Medium . . . 20 Choice . . . 30 Fancy . . . 40 India Ceylon, choice . . . 33 Fancy . . . 43	TOBACCO Fine Cut Cadillac . . . 54 Sweet Loma . . . 33 Hiawatha, 5lb. pails . . . 55 Hiawatha, 10lb. pails . . . 53 Telegram . . . 22 Pay Car . . . 31 Prairie Rose . . . 49 Protection . . . 37 Sweet Burley . . . 42 Tiger . . . 38 Plug Red Cross . . . 32 Kyo . . . 34 Hiawatha . . . 41 Battle Axe . . . 33 American Eagle . . . 32 Standard Navy . . . 36 Spear Head, 16 oz. . . 42 Spear Head, 8 oz. . . 44 Nobby Twist . . . 45 Jolly Tar . . . 36 Old Honesty . . . 42 Toddy . . . 33 J. T. . . . 36 J. T. Heldsick . . . 63 Boot Jack . . . 78 Honey Dip Twist . . . 38 Black Standard . . . 38 Cadillac . . . 38 Forge . . . 30 Nickel Twist . . . 50 Smoking Sweet Core . . . 34 Flat Car . . . 32 Great Navy . . . 36 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 . . . 21 Kilm. Dried . . . 33 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, 2 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 . . . 20 Country Club . . . 32-34 Forex-XXXX . . . 28 Good Indian . . . 23 Self Binder . . . 20-22 Silver Foam . . . 34 TWINE Cotton, 3 ply . . . 26 Cotton, 4 ply . . . 26 Jute, 2 ply . . . 14 Hemp, 6 ply . . . 13 Flax, medium . . . 20 Wool, 1lb. balls . . . 6 VINEGAR Malt White Wine, 40 gr. 8 Malt White Wine, 80 gr. 11 Pure Cider, B & B . . . 11 Pure Cider, Red Star . . . 11 Pure Cider, Robinson . . . 11 Pure Cider, Silver . . . 11 WASHING POWDER Diamond Flake . . . 2 75 Gold Brick . . . 3 25 Gold Dust, regular . . . 4 50 Gold Dust, 5c . . . 4 00 Kirkoline, 24 4lb. . . 3 90 Pearline . . . 3 75 Sapoline . . . 4 10 Babbitt's 1776 . . . 3 75 Roseine . . . 3 50 Armour's . . . 3 70 Nine O'clock . . . 3 35 Wisdom . . . 3 30 Scouring . . . 3 50 Rub-No-More . . . 3 50 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 . . . 7 25 Willow, Clothes, med. m . . . 6 50 Bradley Butter Boxes 2lb. size, 24 in case . . . 72 3lb. size, 16 in case . . . 68 5lb. size, 12 in case . . . 63 10lb. size . . . 60 Butter Plates No. 1 Oval, 250 in crate . . . 40 No. 2 Oval, 250 in crate . . . 45 No. 3 Oval, 250 in crate . . . 50 No. 5 Oval, 250 in crate . . . 60 Churns Barrel, 5 gal., each . . . 2 40 Barrel, 10 gal., each . . . 2 55 Barrel, 15 gal., each . . . 2 70 Clothes Pins Round head, 5 gross . . . 55 Round head, cartons . . . 75	Egg Crates Humpty Dumpty . . . 2 40 No. 1, complete . . . 32 No. 2, complete . . . 18 Faucets Cork lined, 8 in . . . 65 Cork lined, 10 in . . . 75 Cork lined, 10 in . . . 85 Cedar, 8 in . . . 55 Mop Sticks Trojan spring . . . 90 Eclipse patent spring . . . 85 No. 1 common . . . 75 No. 2 pat. brush holder . . . 85 12lb. cotton mop heads . . . 25 Ideal No. 7 . . . 90 Pails 2-hoop Standard . . . 1 60 3-hoop Standard . . . 1 75 2-wire, Cable . . . 1 70 3-wire, Cable . . . 1 90 Cedar, all red, brass . . . 1 25 Paper, Eureka . . . 2 25 Fibre . . . 2 70 Toothpicks Hardwood . . . 2 50 Softwood . . . 2 75 Banquet . . . 1 50 Ideal . . . 1 50 Traps Mouse, wood, 2 holes . . . 22 Mouse, wood, 4 holes . . . 45 Mouse, wood, 6 holes . . . 70 Mouse, tin, 5 holes . . . 65 Rat, wood . . . 80 Rat, spring . . . 75 Tubs 20-in., Standard, No. 1 . . . 7 00 18-in., Standard, No. 2 . . . 6 00 15-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 25 Single Acme . . . 2 25 Double Peerless . . . 3 25 Single Peerless . . . 2 50 Northern Queen . . . 2 50 Double Duplex . . . 3 00 Good Luck . . . 2 75 Universal . . . 2 25 Window Cleaners 12 in. . . . 1 65 14 in. . . . 1 85 16 in. . . . 2 30 Wood Bowls 11 in. Butter . . . 1 15 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't. 13 Wax Butter, full count . . . 20 Wax Butter, rolls . . . 15 YEAST CAKE Magic, 3 doz . . . 1 15 Sunlight, 3 doz . . . 1 50 Sunlight, 1 1/2 doz . . . 1 50 Yeast Foam, 3 doz . . . 1 15 Yeast Foam, 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 Clascoes or Herrings . . . 5 Bluefish . . . 11 @ 12 Live Lobster . . . 25 Boiled Lobster . . . 27 Cod . . . 12 1/2 Haddock . . . 8 No. 1 Pickerel . . . 8 1/2 Pike . . . 7 Perch, dressed . . . 7 Smoked White . . . 12 1/2 Red Snapper . . . 12 1/2 Col. River Salmon . . . 12 1/2 @ 13 Mackerel . . . 13 @ 20 OYSTERS Cans F. H. Counts . . . 37 Extra Selects . . . 30 Selects . . . 25 Perfection Standards . . . 24 Anchors . . . 22 Standards . . . 22 Bulk Standard, gal. . . 1 20 Selects, gal. . . 1 40 Extra Selects, gal. . . 1 60 Fairhaven Counts, gal. . . 1 75 Shell Oysters, per 100 . . . 10 Shell Clams, per 100 . . . 10 Mackerel . . . 13 @ 20 HIDES AND PELTS Hides Green No. 1 . . . 7 Cured No. 1 . . . 8 1/2 Cured No. 2 . . . 7 1/2 Calfskins, green No. 1 . . . 10 Calfskins, green No. 2 . . . 8 1/2 Calfskins, cured No. 1 . . . 11 Calfskins, cured No. 2 . . . 9 1/2 Steer Hides 50lbs. over . . . 9 Cow Hides 60 lbs. over . . . 9 1/2 Pelts Old Wool . . . 50 @ 1 50 Lamb . . . 50 @ 1 50 Shearings . . . 50 @ 1 50 Tallow No. 1 . . . 4 1/2 No. 2 . . . 3 1/2 Wool Washed, fine . . . 20 Washed, medium . . . 25 Unwashed, fine . . . 14 @ 16 Unwashed, medium . . . 20 CONFECTIONS Stick Candy Standard . . . 7 Standard H. H. . . 7 Standard Twist . . . 8 Cut Loaf . . . 9 Jumbo, 32lb. . . . cases Extra H. H. . . 7 1/2 Roston Cream . . . 10 Old Time Sugar stick 30 lb. case . . . 12 Mixed Candy Grocers . . . 6 Competition . . . 7 Special . . . 7 1/2 Conserve . . . 7 1/2 Royal . . . 8 1/2 Ribbons . . . 8 Broken . . . 8 Cut Loaf . . . 8 English Rock . . . 9 Kindergarten . . . 8 1/2 Bon Ton Cream . . . 8 1/2 French Cream . . . 9 Star . . . 11 Hand made Cream . . . 14 1/2 Premio Cream mixed . . . 12 1/2 Fancy-In Pails O F Hound Drop . . . 10 Gypsy Hearts . . . 14 Coco Bon Bons . . . 12 Fudge Squares . . . 12 Peanut Squares . . . 9 Sugared Peanuts . . . 11 Salted Peanuts . . . 12 Starlight Kisses . . . 12 San Blas Goodies . . . 12 Lozenges, plain . . . 9 Lozenges, printed . . . 10 Champion Chocolate . . . 11 Eclipse Chocolates . . . 13 Quintette Chocolates . . . 12 Champion Gum Drops . . . 8 Moss Drops . . . 9 Lemon Sours . . . 9 Imperial . . . 9 Ital. Cream Opera . . . 12 Ital. Cream Bon Bons . . . 12 20 lb. pails . . . 12 Molasses Chews, 15lb. cases . . . 12 Golden Waffles . . . 12 Fancy-In 5lb. Boxes Lemon Sours . . . 50 Peppermint Drops . . . 60 Chocolate Drops . . . 60 H. M. Choc. Drops . . . 85 H. M. Choc. Lt. and Dark No. 12 . . . 1 00 Brilliant Gums, Crys. 60 O. F. Licorice Drops . . . 80 Lozenges, plain . . . 55 Lozenges, printed . . . 55 Imperial . . . 55 Mottos . . . 55 Cream Bar . . . 55 Molasses Bar . . . 55 Hand Made Crms. 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 Up-to-Date Assmt, 32 lb. case . . . 3 50 F. Bossenberger's brands. Caramels . . . 12 Nut caramels . . . 14 Kisses . . . 12 Chocolates . . . 11-20 Pop Corn Dandy Smack, 24s . . . 65 Dandy Smack, 100s . . . 2 75 Pop Corn Fritters, 20s. 50 Pop Corn Toast, 100s. 50 Cracker Jack . . . 3 00 Pop Corn Balls . . . 1 30 NUTS Whole Almonds, Tarragona . . . 16 Almonds, Ivica . . . 38 Almonds, California sft shelled, new . . . 14 @ 16 Brazil . . . 10 Filberts . . . 11 Walnuts, French . . . 12 Walnuts, soft shelled Cal. No. 1 . . . 15 @ 16 Table Nuts, fancy . . . 13 Pecans, Med. . . . 9 Pecans, Ex. Large . . . 10 Pecans, Jumbo . . . 11 Hickory Nuts per bu. Ohio new . . . 1 75 Cocoanuts, per bu. Chestnuts, per bu. . . . Shelled Spanish Peanuts, 7 1/2 @ 8 Pecan Halves . . . 38 Walnut Halves . . . 32 Filbert Meats . . . 25 Alcantre Almonds . . . 35 Jordan Almonds . . . 47 Fancy, H. P. Suns. 6 1/2 @ 7 Fancy H. P. Suns. Roasted . . . 8 Choice, H. P. J'mb. bo, Roasted . . . 9 @ 9 1/2	

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon55 6 00

BAKING POWDER

Jaxon Brand



1/4 lb. cans, 4 doz. case 45
1/2 lb. cans, 4 doz. case 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

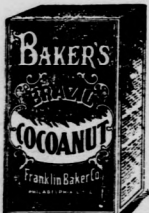
CIGARS



G. J. Johnson Cigar Co.'s b'd.
Less than 500.....33 00
500 or more.....32 00
1,000 or more.....31 00

COCONUT

Baker's Brazil Shredded



70 1/4 lb pkg. per case..2 60
35 1/2 lb pkg. per case..2 60
38 1/4 lb pkg. per case..2 60
16 1/2 lb pkg. per case..2 60

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
Plates5 @ 5

Pork

Dressed6 @ 6
Loins9 1/2 @ 10
Boston Butts8 1/2 @ 8 1/2
Shoulders8 @ 8
Leaf Lard7 1/2 @ 7 1/2

Mutton

Carcass6 @ 7 1/2
Lambs8 1/2 @ 10
Veal
Carcass4 1/2 @ 7

Karo
CORN SYRUP

COFFEE

Roasted

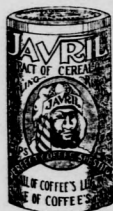
Dwinell-Wright Co.'s Bds.



White House, 1 lb.....
White House, 2 lb.....
Excelsior, M & J, 1 lb..
Excelsior, M & J, 2 lb..
1/4 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., Sagl-
naw; Meisel & Goeschel,
Bay City; Fiebach 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 00
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 Company.
Twenty different sizes on
hand at all times—twice
as many of them as are
carried by any other house
in the State. If you are
unable to visit Grand Rap-
ids and inspect the line
personally, write for quo-
tations.

SALT

Jar-Salt



One dozen
Ball's quart
Mason jars
(3 pounds
each)85

SOAP
Beaver Soap Co.'s Brands



100 cakes, large size...6 50
50 cakes, large size...3 25
100 cakes, small size...3 85
50 cakes, small size...1 95

Tradesman Co.'s Brand



Black Hawk, one box..2 50
Black Hawk, five bxs..2 40
Black Hawk, ten bxs..2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

Place Your
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Cash Basis
by using
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Coupon Books
and
sell them
all at the
same price
irrespective of
size, shape
or
denomination.
We will
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very
pleased
to

send you samples
if you ask us.

They are
free.

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Grand Rapids

We sell more 5 and 10
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Other Twenty Whole-
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Country.

WHY?

Because our houses are the recog-
nized headquarters for these
goods.

Because our prices are the lowest.

Because our service is the best.

Because our goods are always
exactly as we tell you they are.

Because we carry the largest
assortment in this line in the
world.

Because our assortment is always
kept up-to-date and free from
stickers.

Because we aim to make this one
of our chief lines and give to
it our best thought and atten-
tion.

Our current catalogue lists the most com-
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We shall be glad to send it to any merchant
who will ask for it Send for Catalogue J.

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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 Rent—June 1, suitable for a department store, first floor and basement of three-story block. An L 45 feet front, 50 feet deep on Sixth street, 25 feet front, 140 feet deep on Central ave. Fine oak fixtures; modern low down fronts; steam heat. Up-to-date brick building; location best. Extensive manufacturing town, 15,000 inhabitants, and best agricultural country surrounding. The Gypsum City, daily output 100 cars. Best dry goods stand in the city. For further particulars, address R. W. Crawford, owner, Fort Dodge, Iowa. 358

For Sale—One of the best stocks of general merchandise in Central Michigan. Reason for selling, other business. Invoices \$1,000. Address C. O. D., care Michigan Tradesman. 357

For Rent—Fine location for a department, general, or dry goods store. Large stone building, three entrances, on two main business streets. Rent reasonable. Possession given "in April." Don't fail to write. Chas. E. Nelson, Waukesha, Wis. 354

80 acres cut over land for exchange for merchandise. 32 1/2 Lake street, Petoskey, Mich. 353

For Sale—\$6,000 stock of dry goods, shoes and groceries; in business two years; have done a profitable business, but have opportunity to secure interest in a large department store and will dispose of my business by May 1; or will sell shoes and groceries alone. L. P. Teel, Colon, Mich. 350

\$150 buys a marble soda fountain with fixtures and charger. Has been used six months. Box 138, Elsie, Mich. 357

For Sale—A general stock in best location in county seat, Southwestern Michigan; invoices about \$12,000. This is a money-maker; owner is engaged in manufacturing and must devote his entire time to same; low rent; center of fruit belt. Address No. 356, care Michigan Tradesman. 356

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. 355

For Sale—The only men's and boys' clothing and furnishing goods store in Oregon, Mo., the county seat of Holt county, lying in the richest part of Northwest Missouri. Stock invoices between \$8,000 and \$9,000, all new goods. Will sell residence if desired. Address W. B. Hinde, Oregon, Mo. 355

100,000 union made Lundus cigars for sale at a bargain. Geo. W. Coldbeck, St. Johnsbury, Vt. 354

Spring Opening Souvenirs—Unique, popular, inexpensive yet productive of big results. Send for particulars. W. E. Cummings & Co., 455-460 State St., Chicago, Ill. 204

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. Trotter, Jasper, Mo. 350

Well Equipped Machine Shop and foundry for sale at a bargain. Address A. D. DeLand, Manager, Sheboygan, Wisconsin. 329

Good paying drug store in Western Michigan, town of 1,400, cash or secured payments. Address No. 327, care Michigan Tradesman. 327

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, 1892. 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 Ulmer, 1302-1304 Elmwood Ave., Toledo, Ohio. 325

For Sale—Carriage elevator, used only six months; suitable for agricultural store or any heavy work. Box 23, Owosso, Mich. 290

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

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 Widdicomb 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

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 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

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—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—480 acres of cut-over hardwood land, three miles north of Thompsonville, House and barn on premises. Pere Marquette railroad runs across one corner of land. Very desirable for stock raising or potato growing. Will exchange for stock of merchandise of any kind. C. C. Tuxbury, 301 Jefferson St., Grand Rapids. 835

For Sale—Acme Spring Throw and Push Carriers. Cheap to introduce. Acme Cash Railway, New Haven, Conn. 176

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

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

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

Store For Rent—Good location. Martha Brewer, Owosso, Mich. 328

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—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

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

Drug Store For Sale at a Bargain—\$3,500; location O. K.; 24,000 population; English, Holland and German. Address Quinine, care Michigan Tradesman. 292

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

Cash for Your Stock—Or we will close out for you at your own place of business, or make sale to reduce your stock. Write for information. C. L. Yost & Co., 577 Forest Ave., Detroit, Mich. 2

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 fire-proof safes made. All kinds of second-hand safes in stock. Safes opened and repaired. 376 South Ionia street. Both phones. Grand Rapids. 926

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

POSITIONS WANTED.

Young man, 21 years of age, desires position. Has had four years of experience in clothing, shoes and men's furnishings and has acted as buyer for grocery department. Can give O. K. references. Address K, care Michigan Tradesman. 353

Experienced furniture man wants permanent position as salesman. Has had eight years' experience and is thoroughly qualified and of good habits. Address No. 339, care Michigan Tradesman. 335

Wanted—Position by registered pharmacist in Northern Michigan or Detroit; single; A1 references. Address X. Y., care Michigan Tradesman. 346

Wanted—Position by experienced hardware clerk in Michigan; single; references A1. Address C. W., Whitehall, Mich. 351

Wanted—Position as specialty salesman to call on grocery and general store trade in Michigan. Can give A1 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; A1 references. Address Box 166, Clare, Mich. 288

Window trimmer and card writer now employed on State street, Chicago, desires a position with a first-class dry goods house in Michigan. Address No. 268, care Michigan Tradesman. 268

SALESMEN WANTED.

Wanted—Active dry goods salesman with \$2,500 to \$3,500 cash. Good position. Address P. O. Box 1192, Helena, Montana. 359

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. 488

Wanted—Salesman, side line, staple article; liberal terms; references required. Allegretti, 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 Washburn ave., Chicago. (Reference, Dun's Mercantile Agency.) 872

MISCELLANEOUS.

A good position is always open for a competent man. His difficulty is to find it. We have openings for high-grade men in all capacities—executive, technical and clerical—paying from \$1,000 to \$10,000 a year. Write for plan and booklet. Hapgood's (Inc.), Suite 511, 309 Broadway, N. Y. 37

Wanted—Registered assistant pharmacist. Good references required. C. E. Van Avery, Kalamazoo, Mich. 352

Plato, Renwick & Co., Barryton, Mich., will pay a good salary to a clerk competent in all departments of a general store. 356

Wanted at Once—Registered or registered assistant pharmacist. Address 180, Butterworth Ave., Grand Rapids. 358

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 \$800. Gradual promotion. Permanent. Box 1, Cedar Rapids, Ia. 341

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

SUGAR BEETS.

The Upper Peninsula Peculiarly Adapted for Their Culture.

Written for the Tradesman.

If authorities on the culture of sugar beets are to be believed, the Upper Peninsula will some day become the banner sugar-producing district of the State. Up to the present but one sugar factory has been started above the Straits, but so satisfactory have the results been that others are being talked of.

The chief difficulty of getting beet acreage in this part of the State is the fact that the farmers have grown hay and oats as their main crops so long it is hard to induce many of them to go into diversified farming. Hay is a great crop in Northern Michigan, from the fact that the weather is generally favorable and the soil all that could be desired.

In an address recently delivered before a gathering of Chippewa county farmers Prof. Leo A. Geismar, of the Chatham Experiment Station, said that the curse of the Upper Peninsula is the hay farmer. In some places, he claimed, the land has been growing hay for the past twenty years and more, and had it not been of unusual fertility would long ago have failed to produce large enough crops to make a living for the farmer.

Prof. Geismar said he was familiar with the soil of Chippewa county and that it will raise more and better beets than any county in Michigan. He claimed the quality of beets raised in this locality is considerably higher than that of the beets grown in the Bay City and Saginaw district, but unless the farmers get over their love for the hay crop they will never realize what opportunities for money-making lie at their very door.

Another thing that has had a tendency to impede the progress of those who would introduce sugar-making into Northern Michigan is the fact that the country is not so thickly settled as farther south. While the number of farmers who could raise beets is probably large enough to supply a factory, many of them are located far from town, making a long haul of the beets necessary. This has been the complaint of many farmers when asked to sign acreage contracts. They claim they would gladly agree to raise beets for a factory if they were situated so as to handle the crop without having the cartage expense eat up the profits.

At the present time the Menominee River Sugar Co. is making an effort to contract for 500 acres of beets in Chippewa county, and it is believed the effort will be successful from the fact that the business men of the Soo are doing all in their power to induce their rural friends to try beet raising. It is believed that if the business is once started it will be easier to interest the farmers later on to a sufficient extent to justify the erection of a factory in the Lock City.

The experience at Menominee in raising beets has proven satisfactory to the farmers, who have tried it one year, so that those who contracted last year for small acreage are increasing it this year. It has resulted in stimulating business of all

kinds. The farmers have more money than ever before, and this naturally serves to increase the prosperity of the dealers in merchandise of every kind. More and better farm machinery and tools are demanded as a result of the increased income of the rural element in every locality adjacent to that city.

This seems to illustrate the fact that the Upper Peninsula must pay considerable attention to its agricultural possibilities in order to develop as rapidly as the people desire. The area of fertile soil is large and it will be many years before it is all under cultivation, but much work in this direction is being done. There seems to be no doubt in the minds of business men that if this part of the State had as many farmers to the square mile as the southern counties possess, sugar factories would be seen in almost every town of any importance. If these institutions of industry can be made to pay in less favored localities, where the soil is less fertile and the elements less favorable, it would seem that more profit could be made in this line of business up North. It is claimed that beets grown in the Upper Peninsular counties run from 1 to 2 per cent. higher in sugar than beets raised farther south. This in itself is quite a consideration.

Both Sault Ste. Marie and Newberry would like a sugar factory. Both are good locations and both are surrounded by a good country, but the matter of acreage makes the promotion of the industry a hard one. Here in the Soo it is announced that capital stands ready to erect a big factory just as soon as 5,000 acres are contracted for. It is, therefore, up to the farmers to say whether or not the undertaking shall be a success.

This movement of the Menominee people in hustling for beet acreage here is not done entirely from a monetary standpoint. True, the company is in the business for dividends, but it is probable that they would not have come into this territory to get beets were it not for the fact that the Soo is hustling for a plant of its own. Manager McCormick came here from Menominee and addressed the farmers on the possibilities of beet culture and urged them to get into the business. He told them they should have a sugar factory in Chippewa county, and if once they tried beet growing they would never be satisfied without one. This is evidence showing that Menominee and the Soo are pulling together for the betterment of the territory hereabouts. It is an example that might be followed with profit by other towns throughout the country.

As said before, the hay growing proposition has to be contended with in beet growing here. Those who are hustling for contracts find that so much land is in hay that very few farmers have much space on which they can grow beets under the best of conditions. They should be grown on land worked the year previous with a crop of corn or potatoes. Sod seems to be bad for them. Prof. Geismar says the farmers of the Upper Peninsula have raised hay so long that they must make a change

soon or the land will be worthless from draining of the fertility year after year. He advises them to try beets. Between the campaign of the land companies, the authorities on farming and the sugar manufacturers it would seem that within a few years the Upper Peninsula must blossom into one of the finest agricultural districts in the State. The hay farmer must go. Raymond H. Merrill.

The Century Dictionary contains about 225,000 words, and the new edition of the Standard Dictionary lays claim to over 300,000. Shakespeare, whose vocabulary is larger than that of any other English poet, unless it be Browning, used about 15,000 words. The common estimate of the average vocabulary of educated people is from 5,000 to 6,000. A well-read college graduate should be familiar with perhaps 100,000, but a stenographer finds 2,500 word signs sufficient for reporting most speakers.

J. W. Hallett & Son, dealers in hardware, harnesses and vehicles, Carson City: We like the Tradesman very much and always carefully read it.

While the fool is waiting for an opportunity the wise man makes one.

TOO LATE TO CLASSIFY.

BUSINESS CHANCES.

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

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

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 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—The popular Petrie Boarding House, centrally located on Mitchell street, Petoskey, Mich. No better place for summer tourists or hay fever people in the city. Price, furnished, \$5,000; terms, \$2,000 cash; balance easy payments. Address or call on R. C. Smith, Petoskey, Mich. 210

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, DeWitt, 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

MISCELLANEOUS.

Wanted at Once—A young man with some drug experience to work about drug store and tend fountain. Address Geo. McDonald Drug Co., 101 E. Main St., Kalamazoo, Mich. 359

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and
one cent a word
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