

# MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, APRIL 20, 1904

Number 1074

**We Buy and Sell  
Total Issues  
of  
State, County, City, School District,  
Street Railway and Gas  
BONDS**  
Correspondence Solicited.  
**NOBLE, MOSS & COMPANY**  
BANKERS  
Union Trust Building, Detroit, Mich.

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

**The William Connor Co.**

**WHOLESALE CLOTHING  
MANUFACTURERS**

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

Spring and Summer Line for immediate delivery is big and by far the greatest line in the state for Children, Boys and Men. Phones, Bell, 1282; Citiz., 1957.

**Commercial Credit & Collection Co. Limited**  
WIDDICOMB BLDG. GRAND RAPIDS.  
DETROIT OPERA HOUSE BLOCK DETROIT.  
WE FURNISH PROTECTION AGAINST WORTHLESS ACCOUNTS AND COLLECT ALL OTHERS

**Collection Department**

**R. G. DUN & CO.**

Mich. Trust Building, Grand Rapids

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

**IF YOU HAVE MONEY**

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

**Martin V. Barker**  
Battle Creek, Michigan

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

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 The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.

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

## IMPORTANT FEATURES.

- | Page. |                         |
|-------|-------------------------|
| 2.    | Politics vs. Business.  |
| 3.    | Rockefeller's Ledger.   |
| 4.    | Around the State.       |
| 5.    | Grand Rapids Gossip.    |
| 6.    | Window Trimming.        |
| 8.    | Editorial.              |
| 10.   | Butter and Eggs.        |
| 12.   | Assistant Wooers.       |
| 15.   | New York Market.        |
| 16.   | Clothing.               |
| 18.   | A Good Laugh.           |
| 19.   | Killing The Country.    |
| 20.   | Shoes.                  |
| 22.   | Garden Cities.          |
| 23.   | Making Dirt Roads.      |
| 26.   | Changed Conditions.     |
| 28.   | Woman's World.          |
| 30.   | Hardware.               |
| 32.   | Furs Cheaper.           |
| 33.   | Never Talk Business.    |
| 34.   | Dry Goods.              |
| 36.   | Men of Mark.            |
| 37.   | Hardware Price Current. |
| 38.   | Hardware.               |
| 40.   | Commercial Travelers.   |
| 42.   | Drugs—Chemicals.        |
| 43.   | Drug Price Current.     |
| 44.   | Grocery Price Current.  |
| 46.   | Special Price Current.  |

## GENERAL TRADE REVIEW.

It is impossible that the long continued cold, extending over the greater portion of the country, should not prove a serious setback to the season's trade, especially in strictly spring goods, but as yet there is confidence that when weather conditions become normal there are such an abundance of means in the hands of buyers and so strong an inclination to buy that trade will come in a rush. Some classes of goods may have to be consigned to the bargain counter in cases where especially heavy stocks have been laid in, but in general the public will be found to be waiting instead of having been driven out entirely.

Stock market conditions reflect the general waiting tendency. In addition to the hindrance of unseasonable weather there has been the pendency of the final settlement of the Northern Securities controversy. These, added to the general misgiving attending the advance of the presidential year, are enough to account for much hesitation in transactions. Most of the ordinary factors, such as the favorable condition of the iron and steel trades, condition of foreign advices, etc., are conducive to greater activity and as these temporary hindrances are removed will doubtless result in a return to normal activity and advancing prices.

The features of interest in the leading crop staples are the continued high prices of cotton, wheat and others. With the first so high that it can not be manufactured at a profit, producers are working from hand to mouth and waiting in hopes of a return to a better ratio. The wheat situation is equally interesting as the high price is cutting off exports and seriously affecting domestic transpor-

tation and trade. Crop conditions are being watched with much interest and the delay in spring work in the producing regions is anything but reassuring. Other products are unusually inflated, such as potatoes at \$1. The abundance of money in the hands of consumers is doubtless of more influence in the enhancement of such prices than is generally supposed.

The more favorable branch of manufacture continues to be in the steel trades. Orders are being placed liberally, each monthly report showing a marked advance in production. As this branch of trade took the lead in the long decline of stock values there is encouragement in the fact that it seems to be now taking the lead in the forward movement.

It is stated that a Colorado fruit grower, after years of experiment, has bred a "seedless apple." There is no reason to doubt it. Growers now have a nearly seedless orange, seedless blackberries are said to be almost ready for distribution, and experts have so nearly bred potato seeds out of existence that some plant physiologists have predicted the extinction of that useful tuber as soon as the existing varieties have "run out." But, after all, the main question in regard to this particular apple is whether it is a good one. There is a great difference in apples. The claim of the inventor that the codling moth will not enter the seedless apples is doubtless without any foundation.

Philadelphia is to have an innovation in the form of a hospital for monkeys and other dumb animals. It is to be established in the Zoological Garden ground of the city. It is stated that physicians, who have become interested, have been giving valuable service to the sick members of the zoo family, and have been repaid by valuable information in pathology secured thereby, but that they have been handicapped in effecting cures by the absence of a proper infirmary. The step taken is along the lines of the humanizing tendencies of the times.

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 foundation, 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.

Nothing pays so well in a store as courtesy without familiarity.

## PAYING THE PENALTY.

The Gould railway interests have declined to take over the Toledo & Ann Arbor Railway properties.

The Pennsylvania Co. has rejected the proposition to include the Ludington, Manistee & Grand Rapids Railway in its system.

The proposed extension of the Grand Rapids & Indiana Railway system into the Upper Peninsula has been abandoned.

The money centers of the world reject all propositions as to new interurban electric railways in Michigan.

Such is the present record resulting from the operation of the Michigan railway taxation law. And it is a record that suggests, most forcibly, that there is much that is undesirable to the people of Michigan in the operation of that statute.

King Edward of England has surprised everybody by the manner he has adapted himself to the position of sovereign and the sagacity he has manifested as a ruler. Previous to his elevation it was announced that his ascendancy to the throne would be the beginning of the end of royalty in England. The reverse of this is the truth. King Edward has more firmly established the present form of government in England, and that not by keeping aloof from affairs, but by active participation. A number of recent policies and diplomatic treaties, accounted successes, are attributed to his influence. Incidentally it may be added that all the crown heads of Europe are manifesting a degree of activity formerly unheard of, and the decline of royalty is not now so much a matter of discussion. The cause is probably due to the awakening of royalty to the tendencies of the times and the evident necessity of conforming, rather than to any return to former ideals of government on the part of the people.

King Christian is appropriately called the "Father of Europe," for his children and descendants provide the continent with a large proportion of its royal families. From him are sprung the younger generations of the ruling houses of Britain, Russia and Greece, while princely families of Norway, Baden, Macklenburg-Schwerin and Orleans are allied through marriage. One son succeeds him on the throne of Denmark, a second is king of Greece, one grandson is the present czar of Russia and another, the present Prince of Wales, is heir apparent to the crown of Great Britain and Ireland and the empire of India, while one daughter is the present queen of England, and the second is the widow of a Czar.



## POLITICS VS. BUSINESS.

## Report Made to Board of Trade on Railway Taxation.

The question which you have under consideration, is a very important one both to the railway companies and to the people of Michigan, but especially so to the commercial and industrial interests of your municipality. The present system of taxing railway property is unjust and in no sense is it the fault of the State Tax Commission. They are simply interpreters of a law as it stands.

For illustration, let me call your attention to the map of the State of Michigan with especial reference to the upper half of the lower peninsula. Such development as has been made in the west half of that portion of the State is very largely due to the presence of the Grand Rapids and Indiana Railway and by the laws of propinquity, social and business relation and means of communication, all the cities and villages in that section are most closely allied to Grand Rapids; they are, in a measure, the offspring, the wards of Grand Rapids.

The Grand Rapids and Indiana Railway, as you know was built many years ago by aid of a land grant. For a time this road was taxed on gross earnings, but a few years ago a change was made in the method of assessing taxes against railroads. Professor Cooley, of the University of Michigan, and a competent man, was engaged to make an estimate as to railroad values in Michigan and his report placed the property of the Grand Rapids and Indiana Railway at \$10,000,000.

The time came—because political effort has superseded business judgment in the strife for popularity—when Professor Cooley's estimate was unsatisfactory, and the value of the road in question was increased half a million dollars. And this was done in spite of the fact that the \$8,000,000 invested had paid a total of only three per cent. during the past eight years; in spite of the fact that over \$800,000 has been recently invested, half of which was for the Union Station at Grand Rapids and upon which there has, as yet, been no return.

It is claimed that the increased income for railway taxes lowers the taxes of other institutions and individuals and yet there is no evidence that the taxes of any man or institution have been decreased by reason of the assault on railways. The railway tax goes to the State Treasury and thence it is apportioned to the various school districts in Michigan. Apportionments have been made to scores of districts in Northern Michigan where there are neither schools or pupils and there have been instances when townships have loaned these funds, unable to utilize them otherwise.

In 1896 the mortgages covering the Grand Rapids and Indiana Railway were foreclosed because the road did not earn enough to pay the interest on those mortgages.

In 1902 the taxes on the Grand Rapids and Indiana properties aggregated \$100,761 and in 1903 this tax was increased to \$202,939 and yet

the road is earning less than \$8,000 per mile. Thus we have a Michigan tax of over six per cent. as compared with the Pennsylvania rate of 2.6 per cent.; of 3.03 per cent. in Indiana and of 3.46 per cent. in Ohio.

Such a showing indicates plainly why it is that the projected new shops and yards in Grand Rapids have been abandoned by the Pere Marquette Railway; why it is that the George Gould interests recently and emphatically declined to take over into their system the Toledo and Ann Arbor road; to show why it is that the Pennsylvania Company has refused to take into its system the Manistee, Ludington and Grand Rapids road; why it is that the projected extension of the Pennsylvania system into the Upper Peninsula of Michigan has been abandoned.

The capital of the East is afraid of the Michigan railway tax laws and the operation of those laws is accurately understood in all the financial centers of this country and Europe.

So it happens that the building of interurban electric lines through Michigan has also received "a black eye" which cannot be cured so long as the people of Michigan entrust the taxation problem to a political Legislature which, in the main, has no thought beyond the personal interest of its individual members.

It is this matter of politics versus business that has disgusted the holders of Michigan stocks and that has frightened the money centers of the country. It is this domination of politics over business that is depriving Grand Rapids of a development that justly belongs to her and that is working incalculable injury to the business standing of the State of Michigan as a progressive unit in the sum of the United States.

Beyond question if the Grand Rapids Board of Trade will take up this matter seriously and with thorough care, so that at last it may be in a position to present it intelligently to the people, their organization will place a great big feather in its cap and will demonstrate to the people of Michigan that we are broad enough, earnest enough and sufficiently intelligent to win a tremendous victory and the sooner we bring this matter intelligently before the people of Michigan, the sooner we make known our convictions and our wishes, the better will it be both for the people of Michigan and for yourselves.

## Art in Telling a Story.

"I once saw the art of successful story-telling exemplified in a very prominent way," said Senator Foster, of Washington, a few days ago in a company of friends. "During one of our political campaigns a speaker had undertaken to tell a story that was intended to bear upon Ignatius Donnelly, who was opposing him. The story was told laboriously, and it was received with all the solemnity that would be expected during a funeral sermon. At its conclusion the story-teller smiled and looked over the audience to see if he could detect a ripple of appreciation, but

there they all sat with solemn faces. It had fallen perfectly flat.

"In a short time Mr. Donnelly arose to reply and referred to the story that had been told by his opponent.

"That story," he said, "was intended to reflect on me, but it didn't go. Now, my friends," he continued, "I have a little story I want to tell you."

"With that Donnelly retold the story that had fallen flat. It seemed to me at the time that he repeated it word for word, but from the time he began the story until it was ended the audience was convulsed. It was pronounced to be the best story that had ever come out of the Northwest."

"Tell us the story, Senator," one of his friends suggested, becoming

curious to know more of that narrative, once funereal in its effect and then laden with the spirit of wit.

"Oh, no," replied the senator, "I have not sufficient confidence in my story-telling ability. Now that I have prepared you for the story as a remarkable one it would be doubly hazardous to attempt to repeat it."

Senator Foster's friends are willing to offer a reward for that story, either dead with flatness or alive with wit, if anyone can deliver it to them. They are being consumed with curiosity to know what it is, but the senator can not be induced to venture upon its telling.

The soul is more endangered by the sweetness of prosperity than by the brine of adversity.

## Measures Worth \$5 per Month



For handling New Potatoes, Green Peas, Spinach, Apples, use the Ideal Dry Measure—It's Hocking's.

With them you measure and fill with one stroke. It's so handy, it gets you out of the habit of guessing at measure in paper sacks.

B. Redner & Son, Battle Creek, Mich., tell us, during the high price vegetable season, they consider our measures

worth \$5.00 a month

Gal. Sheet Steel, pk. 1/2, 1/4, \$2.00  
Oxidized Steel, pk. 1/2, 1/4, 2.50  
Spring Brass, pk. 1/2, 1/4, 4.25



IF YOUR JOBBER DOES NOT CARRY THEM ORDER DIRECT

W. C. HOCKING & CO., 11-13 Dearborn St. CHICAGO

# How to Paint your house Cheap

The cost of painting the house and barn, outbuildings and fences is a heavy burden. Cheap paints soon fade, peel or scale off and white lead and oil costs so much and has to be replaced so often that it is a constant expense to keep the bright, clean appearance so desirable in the cozy cottage-home or the elegant mansion. To meet the needs of the small purse and at the same time give the rich, lasting, protecting effect of a first-class paint caused the manufacture of



## Carrara Paint

and it is the best paint for house, barn or fence; for interior or exterior work it has no equal. It is smoother, covers more surface, brightens and preserves colors, is used on wood, iron, tin, brick, stone or tile, and never cracks, peels, blisters or chalks; it does not fade, it outlasts the best white lead or any mixed paint, and it covers so much more surface to the gallon that it is cheaper in the first costs than most cheap paints.

The following are a few of the large users of Carrara Paint: The Waldorf-Astoria, New York City, one of the most magnificent hotels in the world, is painted entirely with the world-famous CARRARA PAINT; Pennsylvania R. R. Co.; Pullman Palace Car Co.; Chicago Telephone Co.; Central

Union Telephone Co.; Field Museum, Chicago; Kenwood Club, Chicago; Cincinnati Southern; C. & E. T. Co.; Denver & Rio Grande R. R.; Wellington Hotel, Chicago. Agents wanted in every town in Western Michigan.

WORDEN GROCER COMPANY

DISTRIBUTORS

GRAND RAPIDS, MICH.



## ROCKEFELLER'S LEDGER.

## He Tells His Son's Sunday School Class All About It.

I was trained in business affairs, and I was taught how to keep a ledger. The practice of keeping a little personal ledger by young men just starting in business, and earning money and requiring to learn its value is, I think, a good one. In the first struggle to get a footing—and if you feel as I did I am sorry for you, although I would not be without the memory of that struggle—I kept my accounts in this book, and also some memoranda of little incidents that seemed to me important. In after years I found that book and brought it to New York. It is more than forty-two years since I wrote what it contains. I call it Ledger A, and now I place the greatest value upon it. I have thought it would be a little help to some of you young men if I gave one or two extracts from this ledger.

When I found this book recently I thought it had no cover, because I saw that it had writing upon its back. But I had utilized the cover to write upon. In those days I was economical, even with paper. When I read it through it brought to my mind remembrances of the care with which I used to record my little items of receipts and disbursements—matters, I think, which many of you young men are rather careless about.

I believe it is a religious duty to get all the money you can, fairly and honestly; to keep all you can, and to give away all you can. I think that is a problem that you are familiar with. I have told you before what pleasure this little book gives me. I dare not let you read it through, because my children, who have read it, say that I did not spell toothbrush correctly. But then, you know, we have made great progress in our spelling, and I suppose some changes have taken place since those days. I have not seen this book for twenty-five years. It does not look like a modern ledger, does it? But you could not get that book from me for all the modern ledgers in New York, nor for all that they would bring.

It almost brings tears to my eyes when I read over this little book, and it fills me with a sense of gratitude that I can not express. It shows largely what I received and what I paid out during my first years of business. It shows that from September 26, 1855, until January 1, 1856, I received \$50. Out of that I paid my washerwoman and the lady I boarded with, and I saved a little money to put away. I am not ashamed to read it over to you.

Among other things, I find that I gave a cent to the Sunday School every Sunday. That is not a very large sum, is it? But that was all the money I had to give for that particular object. I was also giving to several other religious objects, and what I could afford to give regularly, as I was taught to do, and it has been a pleasure to me all my life to do so.

I had a large increase in my revenue the next year. It went up to \$25 a month. I began to be a capi-

talist, and had I regarded myself then the same way as we regard capitalists now, I ought to have felt like a criminal because I had so much money. But we had no trusts or monopolies then. I paid my own bills, and always had a little something to give away, and the happiness of saving some. In fact, I am not so independent now as I was then. It is true that I could not secure the most fashionable cut of clothing. I remember I bought mine then of a cheap clothier. He sold me clothing cheap, clothing such as I could pay for, and it was a great deal better than buying clothing that I could not pay for. I did not make any obligations I could not meet. I lived within my means, and my advice to you, young men, is to do just the same.

To my mind there is something unfortunate in being born in the city. You have not had the struggles in the city that we have had who were reared in the country. Don't you notice how the men from the country keep crowding you out here—you who have wealthy fathers? These young men from the country are turning things around and are taking your city. We men from the country are willing to do more work. We were prepared by our experience to do hard work.

I remember a little time ago I was in the country and I saw a carpenter placing mineral wool under the roof of a city servant's bedroom so that the man should not feel the heat of summer or hear the patter of the raindrops on the roof. I could not at that time help recalling the experience of my boyhood when I slept under a roof. I could see the shingles, and I remember I could peep through the cracks in them. It was pretty hot in the summer up there, too, I can tell you. But I think I was better for all that sort of experience, for having been reared in the country in that sturdy, practical way, and my heart is sometimes full of sadness as I contemplate the condition of a number of young fellows in this city whom I happen to know well.

They are in the embarrassing position that their fathers have great sums of money, and those boys have not a ghost of a chance to compete with you who come from the country, and who want to do something in the world. You are in training now to shortly take the places of those young men. I suppose you can not realize how many eyes are upon you, and how great is the increasing interest that is taken in you. You may not think that when you are lonely and find it difficult to get a footing. But it is true that in a place like this true interest is taken in you. When I left the schoolhouse I came into a place similar to this, where I associated with people whom it was good to know. Nothing better could have happened to me.

I spoke just now of the struggle for success. What is success? Is it money? Some of you have all the money you need to provide for your wants. Who is the poorest man in the world? I tell you the poorest man I know of is the man who has nothing but money, nothing else in

the world upon which to devote his ambition and thought. That sort of man I consider to be the poorest man in the world. Money is good if you know how to use it.

Now, let me leave this little word of counsel for you. Keep a little ledger, as I did. Write down in it what you receive, and do not be ashamed to write down what you pay away. See that you pay it away in such a manner that your father or mother may look over your book and see just what you did with your money. It will help you to save money, and that you ought to do.

Before I leave you I will give you a few items from my ledger. I find in looking over it that I was saving money all this time, and in the course of a few years I had saved a thousand dollars. Now, as to some of my expenses. I see that from November 24, 1855, to April, 1856, I paid for clothing \$9.09. I see also here another item which I am inclined to think is extravagant, because I remember I used to wear mittens. The item is a pair of fur gloves, for which I paid \$2.50. In the same period I find I gave away \$5.58.

In one month I gave to foreign missions, 10 cents; to the Mite Society, 50 cents; and there is also a contribution to the Five Points Mission. I was not living then in New York, but I suppose I felt that it was in need of help, so I sent up 12 cents to the mission. Then to the venerable teacher of my class I gave 35 cents to make him a present. To the poor people of the church I gave 10 cents at this time, and in January and February following I gave 10 cents more, and a further 10 cents to the foreign mission. Those contributions, small as they were, brought me into direct contact with philanthropic work, and with the beneficial work and aims of religious institu-

tions, and I have been helped thereby greatly all my life. It is a mistake for a man who wishes for happiness and to help others to think that he will wait until he has made a fortune before giving money to deserving objects. John D. Rockefeller.

## Paragraphic Suggestions.

Advertising will bring trade to your store and \$\$ and \$\$ to your pocket.

It is not the telling of things that a man don't know, but rather impressing upon him the importance of doing those things which he knows, but neglected.

Genius has an impediment to success, of which the general public are entirely ignorant. Which is, that it requires almost as much intelligence to appreciate excellence as it does to create it.

Advertising is the fire under the boilers of business, and we must keep these fires hot, if we expect to attain and maintain success. Let us not deceive ourselves, because we are doing plenty of business, into the belief that we have no further need of advertising. I say to have the whole question for and against the value of advertising solved, keep the fires red hot.

JOHN G. DOAN COMPANY  
WHOLESALE OYSTERS

IN CAN OR BULK  
All mail orders given prompt attention.  
Main office 127 Louis Street, GRAND RAPIDS  
Citizens' Phone 1881

Buyers and Shippers of

## POTATOES

in carlots. Write or telephone us.

H. ELMER MOSELEY & CO.  
GRAND RAPIDS, MICH.

## Bread Winners

Who are solicitous of their health and thoughtful of their future pecuniary interests are urged to try

**Voigt's** "BEST BY TEST"  
**Crescent**

"The Flour Everybody Likes"

They are assured of receiving a just and fair equivalent for their labors. No other flour offers so much in return for the money expended. Pure and wholesome, a great muscle builder; it gives to the human system a buoyancy of spirit and power of endurance not to be acquired through any other source. With us

## Every Dollar Counts

for its full value, no matter who spends it.

**Voigt Milling Co., Grand Rapids, Mich.**





### Movements of Merchants.

Stanton—John Hanson has sold his grocery stock to Lawrence Allen.

Homer—N. E. Crom has purchased the grocery stock of O. E. Blair.

Otter Lake—Chas. L. Fuller has purchased the meat market of J. Elmer Snell.

Battle Creek—Newcomb & Foote have purchased the grocery stock of Wm. B. Pierce.

Hancock—A. J. Scott has sold his stock of drugs, paints and wall paper to P. O. Bakke.

Holt—Dell & Ahrens have purchased the general merchandise stock of Samuel W. Mayer.

Silverwood—Henry J. Seyfarth, general merchandise dealer, has sold out to Jacob Beckman.

Detroit—Wm. A. Raleigh succeeds to the grocery and meat business of John W. Raleigh & Co.

Brown City—H. H. Firman has purchased the general merchandise stock of G. W. Durkee.

Crystal—Alva Tanner is erecting an addition to his hardware building and will put in a new office.

West Carlisle—Dick Laninga has purchased the general merchandise stock of Peter DeYoung.

St. Johns—R. C. Davies and Charles J. Sowle have purchased the harness and carriage stock of Eugene Livingston.

Traverse City—L. R. Stickney has engaged in the grocery business, having purchased the stock of Campbell Bros.

Marcellus—I. Salomon, dealer in clothing, boots, shoes and furnishing goods, will add a line of groceries to his stock.

Lapeer—Campbell & Wheaton is the new style under which the grocery business of Chas. M. Campbell is continued.

Flint—The implement firm of F. T. Hall & Co. will hereafter conduct its business under the style of Hall, Bristol & George.

Detroit—The John S. Spiegel Co. has filed with the county clerk a notice of an increase in capital stock from \$15,000 to \$35,000.

Weston—Dr. C. A. Tallman has sold his drug stock to G. N. McBean, who has been connected with the drug store for some time past.

Cheboygan—Garrow & Hoban, two experienced meat men, have opened a market in the Kessler building, formerly occupied by A. Eberhart.

Copemish—Hazard & Dodd, general merchandise dealers, have dissolved partnership. The business is continued by Geo. Dodd in his own name.

Kalamazoo—Jennie De Haven has purchased the interest of Harvey W. Phelps in the Underwood bakery and will continue the business at the same location.

Walled Lake—Cahoon & Dickerson is the style of the new firm which continues the hardware and implement business of Eugene Cahoon and Chas. F. Rose.

Middleville—Heath Bros. have sold the West Side stock of drugs to Bert Schram, who will remove same to Glenn. Mr. Schram was formerly in the employ of Heath Bros.

Oxford—Mr. Townes, of Marine City, has purchased the grocery stock of David Howser, formerly known as Olive Howser, and opened the store at the corner of Burdick street.

Clare—J. Floyd Reid has purchased the hay, straw and seed stock owned by R. T. Sherman. Mr. Sherman will devote his time to his ranches in Gilmore and Garfield.

North Branch—Finkle & McKenzie, dealers in men's furnishing goods and groceries, have dissolved partnership. The business is continued under the style of McKenzie & Rogers.

Central Lake—A. F. & A. Cameron, who have been financially embarrassed for several weeks, have arranged for a settlement with their creditors on the basis of 50 cents on the dollar.

Ypsilanti—Harding & Schafer, hardware dealers on Congress street, have purchased the hardware stock of the late Henry T. Lefurge. They have leased the building on Huron street for a term of years and will conduct both stores.

Negaunee—The dry goods house of Rosen Bros. will be reorganized May 1 and Ernest Kline, who has been identified with the management for the past four years, admitted as a partner. The firm name will be changed at that time.

Marlette—Hubbell, Baker & Co. have merged their business into a corporation under the style of the Hubbell-Baker Co. to continue the produce, crockery and salt business. The capital stock is \$10,000, which is all held by W. W. Dunn, of Portland, Me., with the exception of two shares owned C. C. Hubbell and A. R. Scott, of this place.

Thompsonville—The entire stock and store fixtures of Vandervest & O'Connell have been sold at auction to satisfy the terms of a chattel mortgage held by Burnham, Stoepel & Co., of Detroit. Chas. Rosenthal, proprietor of the Boston store at Traverse City, purchased the goods and removed them to that place. The failure was due principally to a lack of capital.

Calumet—The style of the furniture and undertaking business of S. Olson & Co. has been changed, Ole Olson, for several years a member of the company, having retired. The business will be conducted by Robert A. MacKenzie. Olaf A. Olson, nephew of the late Mr. Olson, will continue in active charge of the business. The new style is the Sivert Olson Estate.

Blaine—Judge Swan, of Detroit, recently decided an interesting point in bankruptcy law when he affirmed the opinion of Referee in Bankruptcy Harlow P. Davock relative to the bankruptcy proceedings against William H. Mudge, formerly postmaster and merchant at this place. In March, 1903, Mudge executed a mortgage covering his stock of goods to A. A. Fair, of Blaine. Fair took the mortgage to the township clerk and requested that there be no publicity in regard to it and the clerk did not record it. Last October Mudge got

into trouble with the Government and left Blaine. Fair then went to the clerk and requested the mortgage to be recorded. Soon after the Crusoe Bros. Co., of Detroit, and other creditors instituted bankruptcy proceedings against Mudge. Fair claimed a preference on account of his security, but the other creditors maintained that the mortgage was void, because it had not been recorded when filed, and that they had continued to extend credit to Mudge, which they would not have done had they been aware of the existence of the paper. The referee sustained this claim.

### Manufacturing Matters.

Manistee—The Brown-Bouton Glove Co. has engaged in the manufacturing business at this place.

Grand Marais—The Grand Marais Veneer Works has been sold to William Chandler, of Sault Ste. Marie.

Bangor—Michael Goldberg is succeeded in the furniture and mattress manufacturing business by Jacob Harrison.

Adrian—The Gibford Manufacturing Co., manufacturer of razor strops, has increased its capital stock from \$25,000 to \$35,000.

Clare—G. W. Easler has sold his lumber business to Philip Geeck and Nicholas Geeck, of Owosso. The business will be continued under the style of Geeck Bros.

Niles—The Kompass & Stoll Furniture Co. is erecting an office building just east of the factory on Pokagon street. The structure is of white stone and the exterior will be modern in every respect.

Detroit—H. W. Harding, E. Petry, Jr., and I. N. Payne have organized the Harding & Petry Lumber Co. to engage in the manufacture and sale of hardwood lumber, lath and shingles. The new concern is capitalized at \$20,000.

Holly—J. W. Patterson, of the firm of Patterson Bros. Co. announces that the factory formerly owned by the Holly Wagon Co. will shortly be reopened, with not less than twenty men employed. The company will manufacture bob sleighs.

Three Rivers—A new concern has been organized composed of the Monahan Chocolate Cream Co., of Chicago, and some capital from this place to be known as the Monahan Chocolate Cream Co. It expects to begin operations May 1.

Zeeland—S. Brouwer, who owns and operates the Zeeland Cheese Co., reports that last season 2,261,838 pounds of milk were delivered at his factory, from which 226,183 pounds of cheese were made, the approximate value of which was \$31,425.62.

Grand Haven—S. A. Burnham, of this place, F. H. Burnham, of Michigan City, Ind., and W. E. Smith, of Chicago, have organized the Grand Haven Glove Co. with an authorized capital stock of \$55,000 to manufacture gloves and mittens and tan leather.

Evart—The Evart Tool Co., Limited, has filed articles of incorporation. The capital stock is \$10,000, the principal stockholders and their holdings being as follows: V. R. Day, 40 shares; F. E. McDougall, 15 shares;

E. S. Smith, 12½ shares. and F. B. Smith, 10 shares.

Detroit—The McKinley Remedy Co. has been formed to engage in the manufacture of medicines. The authorized capital stock is \$5,000, the members of the company being C. O. Larter, 258 shares; W. Buchanan, 10 shares; E. W. Hammond, 10 shares, and J. M. Lazo, 2 shares.

Chippewa Lake—The Chippewa Lake Creamery Co. has been organized to engage in the manufacture of butter and cheese. The authorized capital stock is \$4,000, held in equal amounts by the following persons: H. A. Tiffany, G. W. Eldred, R. H. Bovay, W. F. Johnson and E. N. Smith.

Grand Ledge—Allen & Sparks have merged their business into a corporation under the style of the Allen Sparks Gas Light Co. The new concern is capitalized at \$5,000, the principal stockholders being M. B. Allen, M. F. Sparks and R. A. Astley, by whom the stock is held in equal amounts.

Cross Village—W. W. Mitchell and his associates in the Cadillac Handle Co. have purchased the mortgages against the Litchfield-Stevens Lumber Co., Ltd., amounting to \$87,500, with a view to securing possession of the property. It is understood that the transfer was accompanied at a considerable discount.

Galesburg—The Standard Manufacturing Co. has merged its business into a corporation and will deal in windmills, towers, tanks and pumps. The new style is the Standard Windmill & Manufacturing Co. and the capital stock is \$30,000, held in the following amounts: Samuel Foster, Richland, 1,590 shares; Geo. Polasky, Kalamazoo, 800 shares, and D. O. Holden, 10 shares.

Traverse City—A new company has been organized at this place for the purpose of handling the products of ten or more extensive manufacturers of agricultural implements and machinery, heretofore represented by the late Q. E. Boughey. The new concern will be known as the Boughey Co. and its officers are H. F. Boughey, President; Charles A. Nelson, of Northport, Vice-President, and Fred P. Boughey, Secretary and Treasurer.

The friends of Charles L. Moody, the Pellston merchant, will be pleased to learn of the marriage of his daughter, Alice E., to Lyman B. Clark, of Petoskey, which occurred at the family residence on April 11. The happy couple will make their home in Petoskey.

## Commercial Credit Co., Ltd.

Wildcomb 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)—Since we wrote you on April 12 the only change in the situation is in the raw market, which is now quoted at 3 9-16c for 96 deg. test, being a decline of  $\frac{1}{8}$ c per pound in ten days. It is worthy of note, however, that this reduction is the result of forced sales of sugars afloat or in port, the concession in price amounting to the approximate cost of warehousing and insurance. There have been no sales of sugar in store, nor can it be purchased for shipment from Cuba on the basis of this quotation. Refiners' receipts have been liberal, leaving them in a position to take advantage of these forced offerings. Europe remains firm around a parity of 3.82c with centrifugals. Refined is unchanged in all positions. The conditions to which we called attention in our last letter still obtain, with one independent refiner offering "prompt shipment only" at a concession of ten points, but we are informed that "very little new business has resulted, jobbers preferring to take withdrawals on old and, in the majority of cases, lower priced contracts. The volume of business from day to day is good and gradually increasing. The advent of warmer weather, which can not now be far off, will make a decided difference in demand throughout the country and once we feel the effects of this, we may reasonably look for improvement all along the line. The general position of sugar is strong, with almost a certainty of a gradually ascending scale of prices during the active campaign.

**Tea**—Every day that the war continues increases the chance of higher tea of the 1904 crop, the picking of which will be under way before a great while. The dealings among the importers and brokers are growing small as the stocks diminish. It is not probable, however, that there will be any shortage of the high grade goods such as was experienced a year ago at this time.

**Coffee**—The general tendency of the coffee market is distinctly upward, but advances which occur too rapidly, as this last advance has done, are reasonably sure to be followed by reaction. The crop which ends July 1, 1904, is now sure not to be over 10,750,000 bags. When the fact that last year's crop was 12,300,000 and the year's before 15,300,000, it can easily be recognized that the advance from prices ruling a year ago was justified by actual supply and demand. Conservative estimates from Brazil of the coming crop are for 9,000,000 bags, which looks as if the rule which caused large crops—high prices—is now reversing itself to make low prices bring about small crops. Figures from Brazil received during the past week show that 100,000,000 coffee trees have been abandoned during the past year. Maracaibos have advanced  $\frac{3}{4}$ @1c per pound since the middle of March, and

Caracas also shows quite a radical advance. The balance of the line of milds is firm and unchanged. Javas and Mochas are firm without change.

**Canned Goods**—Fruit is moving quite well as far as the jobbers are concerned. The country trade, which takes large quantities of this commodity at this time, is somewhat handicapped by the bad roads and is not as brisk as the dealers would like to see it. Otherwise conditions are ordinary. Cove oysters are firm. The shortage of the bulk oysters a while back foretold a light pack and that is now being felt. Prices are strong and showing some advancing tendency. Salmon is cleaning up rapidly. The large inroads by the warring nations on the coast stocks have left but comparatively few to supply the home demand. The consumption is due to increase from now on and it is regarded as a serious problem by many jobbers as to where they will get supplies when the demand is at its height. Sockeyes, of course, are practically out of the market and pinks and chums are held high. Among the vegetables asparagus holds the center of the stage as far as futures are concerned just now. The heavy floods in California have sent all manner of rumors abroad and estimates of the pack this year run all the way from 25 to 75 per cent. of the normal. Tomatoes are rather featureless. There are lots of them in the country yet—such as they are—and there is little chance of any excitement in this division of the market. Corn is practically unchanged. The seed corn question does not seem to be making as much trouble this year as last, although once in a while a complaint is heard of the inability of the growers to get the seed.

**Syrups and Molasses**—Sugar syrup is in excellent demand, both for home and export, at unchanged prices. All grades of molasses are strong, but the low grades are feeling it the worst. There seems to be considerable of a shortage in the South and reports from there are all of a bullish character. Glucose has remained unchanged during the past week. Compound syrup is unchanged and the demand fair.

**Dried Fruits**—Prunes are being shaded in price from first hands. The coast market is unchanged and fairly held. Peaches are in good and improving demand at fully maintained prices. Prices on peaches now are about the same as those ruling early in the season. Apricots are selling well at firm prices. Seeded raisins are slow, and the market is very uncertain. Loose muscatels are in fair demand at steady prices. Currants are dull at unchanged prices.

**Cheese**—The market is in about as stagnant a condition as it has been in a long time. With the consumption only normal for the season and everyone well loaded up there is absolutely nothing to cause any excitement. All varieties are in fair supply.

**Fish**—Mackerel is unchanged. The demand is slightly better, but is still quiet. The situation is perhaps slightly firmer, by reason of the falling off in the receipts of Irish mackerel,

consequent upon the disturbance of the duty. No advances have occurred, however. Cod, hake and haddock are dull, particularly in this section, and prices are unchanged. Sardines are unchanged, some holders asking more money, but failing to get it. The demand is light. Salmon is moderately active, but shows no change. Lake fish is high and quiet.

### The Produce Market.

**Apples**—Fancy, \$3.50@4; common, \$2.50@3. All grades that are quoted are still in fair abundance on the market, although a few of them are showing signs of wear and tear. High bananas and the temporary higher price of strawberries have turned more trade toward apples.

**Asparagus**—\$3 per box of 2 doz.  
**Bananas**—\$1@1.25 for small bunches and \$1.75 for extra jumbos.  
**Beets**—50c per bu.

**Bermuda Onions**—\$2.50 per crate.  
**Butter**—Factory creamery has declined to 23c for choice and 24c for fancy. Receipts of dairy grades are moderate. 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**—75c for California.  
**Cocoanuts**—\$3.75 per sack.  
**Cucumbers**—\$1.50 per doz.  
**Eggs**—Local dealers pay 15@15½c on track and hold at 16@16½c. Receipts are liberal, but storage operators are afraid to take hold of goods at present prices.

**Game**—Live pigeons, 50@75c per doz.

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

**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@11½c per lb.  
**Maple Syrup**—\$1@1.05 per gal.

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

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

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

**Pieplant**—\$1.75 per box of 40 lbs.

**Pineapples**—Floridas fetch \$3.75 per crate for assorted.

**Potatoes**—Quotations are firm and strong in all markets. Local dealers hold at \$1 in carlots and \$1.10@1.15 in store lots.

**Pop Corn**—90c for common and \$1 for rice.

**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**—Higher on account of cold weather. Quarts fetch \$4@4.25 and pints bring \$2.25@2.50.

**Sweet Potatoes**—Jerseys are steady at \$4.75 per bu.

**Tomatoes**—\$2.50 per 6 basket crate.

### The Boys Behind the Counter.

**Eaton Rapids**—H. R. Susemihl has secured a position as head clerk in the Richardson retail shoe store in Elmira, N. Y.

**Saginaw**—Fred Prieur, for some years a clerk for G. Estabrook & Co., and later engaged in the clothing business at Chesaning on his own account, has decided to return to the city, and will cast in his lot with the Paul Krause Clothing Co.

**Muskegon**—William Powers, local agent for the Fleischmann Yeast Co., has been promoted to a responsible place with the same company at Detroit. He will move to that city about May 1.

**Mendon**—Elmer Lowe has resigned his position with the O. R. Baird Co. and is salesman in the clothing store of Ira Stephens.

**Hopkins Station**—Mark Beall has resigned his position with F. B. Watkins, after four years' service, to engage in business for himself. He has purchased a half interest in the provision business of his brother-in-law, Frank Burlington, at Wayland, and they will open a grocery store in connection.

### Hides, Pelts, Tallow and Wool.

The hide market is not in a good situation. Prices are too high for a tanner to get a new dollar and he objects. Light hides are scarce. The demand is good and the high price is paid to fill present wants. Heavy hides are more plenty and a concession of price is obtained. With it all trade is quiet and tanners show little interest in it.

Sheep pelts are in good demand and pullers are looking for supplies to work on. Shearlings are more plenty, with a good demand at full values.

Tallow is dull and draggy and quotably lower than last week. Sales are small with large offerings. The packer market shows a declining tendency.

Wool has begun to move in the State in a small way, with clipping prevented by cold, stormy weather. The piles collected are few and small. Prices open well up and have advanced on account of strike among buyers before the sheep are sheared. The future is very uncertain and trade is quiet.

Wm. T. Hess.

**Geo. Cress and Egbert Kuyers**, who are connected with the retail and wholesale departments, respectively, of P. Steketee & Sons, have formed a copartnership under the style of Cress & Kuyers and purchased the general merchandise stock of T. Mitchell & Co., at Stanwood. Both gentlemen will retain their positions with the old house and will place J. B. VanAuken in charge of the new business.

**Hon. Fred M. Warner**, of Farmington, starts two new cheese factories this season—the Owendale (Elm Grove) factory and the Gagetown factory, making eight factories which he will operate this season. Mr. Warner started his first factory at Farmington fifteen years ago. His output last season was 1,040,000 pounds, 90 per cent. of which was sold to the Michigan trade. He expects to increase his output this season to 1,500,000 pounds.



## WINDOW TRIMMING

### Two Up-to-Date Local Windows of Especial Merit.

Grand Rapids storekeepers are certainly paying more and more attention to store decoration and their window trimmers are taxing their ingenuity to accomplish better and better results.

It is especially noticeable, in these times, how much more interest the men are taking in the contents of the windows where formerly they considered them utterly beneath their inspection. And, whereas they used to stop for a small fraction of a minute, and always in a clandestine, glance-behind-to-see-if-anyone--was-looking sort of way, now they pause perhaps ten minutes in an open and aboveboard fashion with no surreptitious glancing around to find out if any one saw them.

And it's a healthy sign of the times for the dealers, for in nine cases out of a possible ten it's the masculine element of the household that holds the pursestrings.

\* \* \*

Many of the dressers are still using parts or whole of backgrounds of former trims, but, with new articles employed with them, a different and new effect is produced each time.

Herpolsheimer's Mr. Miller this week utilizes, for his matting and Jap fan window, four large round columns that assisted him materially in his window devoted to Christmas goods last year, and the background this week in his two windows is the same that served such a useful purpose in the recent fine exhibit pertaining to Mr. Mangold's suit department. It was described fully in the Tradesman of March 30, page 6. I refer to the latticed rope against the dark green burlap immediately behind it. The idea was entirely original with Mr. Miller and showed a fertility of design on his part that many an older windowman might envy.

Japan and China both call to all Grand Rapids to come and inspect their products in Herpolsheimer's east window. Bright-hued rugs of this fibrous floor covering were laid neatly in the bottom of the window, edge to edge. These, Mr. Schurtz, the long-time manager of the carpet department, informed me, are intended for use in bathrooms and sleeping apartments.

"Our matting sales have increased enormously in the last few years," he observed. "Whereas, formerly, people ordered them with fear and trembling as to wearing qualities, now they have come to regard them as equal to a good carpet in this respect. Of course, care must be exercised to treat them respectfully. Furniture should never be dragged over their surface and other rough treatment must be avoided, but with the ordinarily good care-taker they will last for years in good condition. Nowadays it is hard to find a house of any considerable size that has not

at least one room that can boast of this nice sanitary floor covering.

"It comes in all sorts of pretty and striking designs. See here," and we walked over to one of the front windows where lay a pile of dozens of half-yard samples for customers' inspection and selection.

"There isn't much choice as to wear between the mattings of the two Eastern countries," continued Mr. Schurtz, kindly flipping over the swatches for my delectation. "The material used is about the same, but the little Japs, perhaps, produce the quieter tones and more artistic effects. The goods come to us in big rolls like you saw down in the window. See, here is one," and we retraced our steps to the elevator, where Mr. Schurtz deftly pulled up the center of a large bolt, and tightened it in the rolling until it reached high above our heads, standing like a sentinel on guard.

margins being interspersed with dainty little drawings in outline of the articles treated. Some of the advertisements would cause a smile. There was one that had a picture of a ponderous pig-tailed Celestial throwing a roll of canvased matting over water that separated him from a commercial city—presumably New York or Boston. At his feet were more bolts, one of which was labeled: "Waban, Number 75. Fancy Jointless Matting. Superfine. China." The illustration ornamented the advertisement of Herbert R. Lane & Co., of Boston, and contained the following wording:

"Dollars in our mattings. The perplexing question of quality and deliveries is settled each season by scores of New England dealers in trading with us. Why not you?"

This might serve as a model for country merchants, in their own newspapers, omitting the words

quite at home in the land of their adoption. And well they may, for, with the low roof of matting above them and the numerous Peking lanterns depending therefrom, they can almost imagine themselves back once more in their native Oriental environment.

I must again refer to Mr. Miller's utilization of his left-over-from-Christmas decorations. He found he had on hand four large high wooden columns covered with several thicknesses of parti-colored Canton flannel. These layers he ripped off and discovered, next to the wood, table oilcloth. This he gave a coat of black oil paint. He was unable to get the bright shiny luster that the Japs obtain in their decorations, but nobody knew the difference, so what did he care? All up and down the front of these columns he copied, in gilt, with painstaking exactness, inscriptions out of a Japanese newspaper that came wrapped around merchandise from that just-now—and always—intensely interesting country. So those inscriptions are "the real thing," and he who runs may read—if he only can!

Besides these hieroglyphics are two cards, one that says something in Japanese chin-chin (like the pillars, gilt on black), the other reading, in good plain United States:

REMOVAL SALE.

500

Rolls Mattings.

Extraordinary Values.

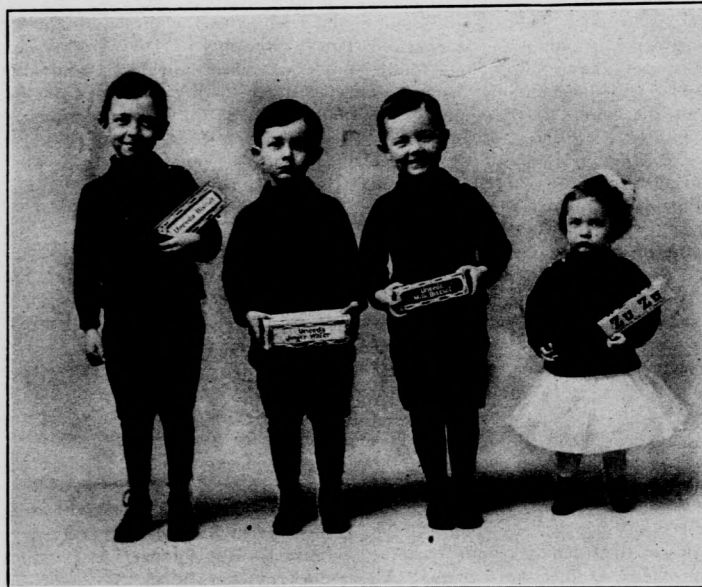
4th Floor.

\* \* \*

Why, bless my soul! Here I am leaving scarcely any room for the west window, which is just a fore-runner of the good things promised "when we get into our new building!" I expect we shall see then some windows that will be very beautiful. But, after all, 'tis hard breaking old ties, and, although the same familiar name will be over the door, I'm afraid we shall sadly miss the old crowded place and shall find ourselves wandering around in the big spaces of the new establishment "like a cat in a strange garret."

But that embroidery exhibit! Was ever more alluring window seen in town! A crowd from morn till night. Even dealers in the same line are heard to say, and with enthusiasm in tone and eye, "That's an elegant window, an elegant window!" and when competitors give praise it generally means something.

Half a dozen or so dresser scarfs, of varying degrees of costliness, are pinned high at the back of the window, while leaning against and attached to tall plain nickel window fixtures are nine of as handsome large sofa pillows as one could wish to see. A would-be purchaser (and there are many "would-bes") can be suited there if she—or he, for men buy these things now for their dens—can be anywhere, with so many and such beauties to select from! Some are finished with mammoth silk cord, some with that appropriate new bordering called "scrim ruffling," some with wide heavy variegated satin ribbon exactly matching the embroidered flowers of the tops. It is to be observed how exquisitely all the col-



THE IN-ERSEAL QUARTETTE

The above illustration shows the four children of Walter K. Plumb, assistant manager of the Sears branch of the National Biscuit Co. Reading from left to right, the names and ages of the children are: Walter Fitzgerald, 8; Robert Lee, 6; Kenneth William, 4; Eugenia Madge, 2.

"This is the shape in which the bolts reach us," and I was shown many unbroken packages. "They come forty yards to the roll, and they always hold out that many, too, sometimes over—never under, like some goods from other countries. The bolts are always neatly wrapped in this flat-meshed grassy canvas, similar to that used on the tea packages. Sometimes we find a double thickness of it. It is always securely sewed and arrives in this market in excellent condition, the coverings seldom being broken or unstitched. A big larry piled high and evenly with these is a handsome sight. (I had seen them thus loaded on the streets of the wholesale district, but had had to guess at the contents of the cylinders.) "We order twice a year, for spring and fall delivery. We handle 600 bolts in a year. For this special sale alone we ordered 500 rolls."

Here Mr. Schurtz handed me an interesting finely-printed trade journal devoted entirely to carpets and mattings and kindred subjects, the

"New England dealers" and substituting something of a local character.

Returning to the show window I gazed with renewed animation at the matting display.

Dispersed on the floor, and wherever it was possible, to add them effectively, are flat round Japanese fans, of various sizes, composed of the finest quality of silk bolting cloth, which at first glance I took to be China silk, it is woven of such delicate threads. The subjects painted on these are "dainty little maids from Japan," all employed at different avocations. One with modest downcast eyes, reading from a roll spread out in her slender fingers, is especially attractive. Life must be particularly of the rainbow variety with their originals, for every blessed one of 'em is either smiling or showing her even pearly teeth in a roguish laugh. They are a coquettish lot, these little Tokio flirts, well calculated to turn the head of Japanese and Mellican man alike! They seem



orings harmonize, showing an artist's eye. Miss Farr, of Detroit, is to be at the head of this department in the new store. She has just reason to be proud of this exhibit. Pillows, like the poor, we "have always with us," but such samples of the lace-maker's art as are shown are seldom seen in our home windows. Nearby country dealers and small-town tradesmen would do well to have a peep at the many fine articles, even if at the present they have no demand for this grade of goods.

The window is full, and yet it does not seem in the least bit crowded. There are so many bits of loveliness to be examined that one observes long and longingly—and goes away and comes back more than once to drink in the wealth of color and daintiness that are all hers or his—to be looked at if nothing more.

#### Coal Is Still Supreme.

The tendency to spontaneous combustion of coal when stored in bulk—in masses of, say, 1,000 tons or thereabouts—may appear to be a somewhat unusual point to make in favor of the gas engine as a large size power unit for central station work. It was, however, made as such recently by a central station engineer, whose contention was that the nearly always present danger of spontaneous ignition in the large reserve stock of coal expedient for a power station of any considerable size to carry, to tide over possible temporary interruptions in the supply, from strikes or other causes, was entirely eliminated by the use of gas engines which took their gas from central gas plants.

Curiously, however, the fact appears here to have been overlooked that with the large gas engine plant will come, as an almost inseparable adjunct, the gas producer, taking the place of the steam boiler now accessory to the steam engine installation, so that the large coal pile will remain in evidence as before, and the spontaneous ignition troubles as well, even with certain precautions against them, in the way of selecting and storing the coal. Experience in some cases has dictated the safe height to which coal of certain sulphur percentage may be banked, but this height will vary with some other governing conditions easily enough imagined. The gas engine, therefore, will, after all, have to depend for favorable consideration upon its several other well known good points rather than upon the one mentioned in the opening paragraph.

#### Odd Things About the 'Possum.

The American opossum is one of the most curious animals living in the United States. It is the only one that carries its young in a pouch, like the kangaroo. It is the only animal that can feign death perfectly. It is remarkable for hanging by its tail like a monkey. It has hands resembling those of a human being. Its snout is like a hog's, while its mouth is liberally furnished with teeth. Its eyes are like a rat's and it hisses like a snake.

Use plenty of catchy price-cards and change them often.

#### Interesting Meeting of the Kalamazoo Association.

Kalamazoo, April 15—At the regular meeting of the Kalamazoo Retail Grocers and Meat Dealers' Association held at the Auditorium a letter from the State organization was read in which the local association received much praise for the creditable manner in which the recent convention was conducted and also upon its growth and prosperity.

A vote to increase the salary of the Secretary was taken and the motion carried unanimously.

The report of the Banquet Committee was specially favorable, showing a good balance on hand after the expenses were met.

One of the principal questions to be discussed was that of the giving of premiums by the various tea and coffee stores in the city. The suggestion which met with the greatest favor was that proposing that a special brand be put up and sold by all of the grocers alike, the quality and price being fixed to allow coupons being issued. These coupons would be made redeemable at local stores.

The invitation of the Grand Rapids Association to attend the Food and Industrial Exposition which is to be held May 5 to 14 inclusive came up for consideration. A committee of three was appointed by the President to make enquiry to the feasibility of attending in a body and the running of a special excursion train. The report of this committee will be made at the next meeting.

The question of sending a delegate to the National convention at San Francisco May 4 to 7 was considered, but no action taken.

Unlicensed hucksters came up for a severe arraignment. It was asserted by some of the members that many hucksters were upon the streets without license. The members were appointed a committee of one to report these cases as they came to notice to the chief of police.

The latest trading stamp scheme, that of a daily paper with stamp coupon attached, was discussed and it met with no favor. The members of the Association will steer clear of it. The meeting resolved itself into a rousing social session at which refreshments were served and a general good time participated in by the sixty-five members who attended.

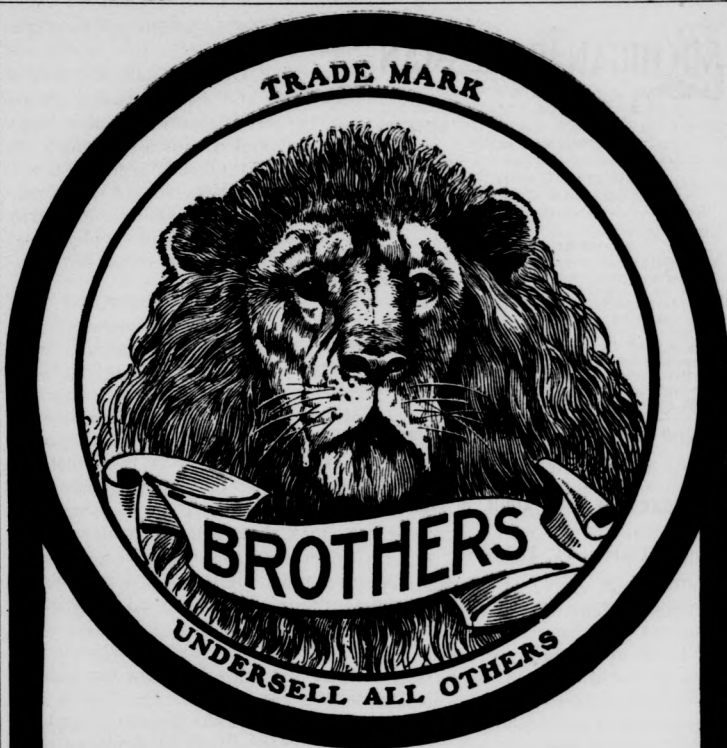
#### Undecided.

One day a certain professor of mathematics at Ohio University prepared to set out on a short journey on horseback. He was an absent-minded person, and while saddling the animal was thinking out some intricate problem. Some students stood near and watched him abstractedly place the saddle on hind-part-before.

"Oh, Professor," exclaimed one of the group, "you are putting the wrong end of your saddle foremost."

"Young man," replied the Professor, with some tartness, "you are entirely too smart. How do you know it is wrong when I have not yet told you in which direction I intend to go?"

Prompt delivery of good goods insures satisfied customers and an increase of trade.



## OUR UNABRIDGED Spring and Summer CATALOGUE

IS READY FOR THE TRADE

IT CONTAINS 952 PAGES  
—OF—

## General Merchandise

—AT—  
ROCK BOTTOM PRICES

WE SEND IT FREE  
TO DEALERS ON APPLICATION  
IT WILL PAY YOU TO WRITE FOR ONE  
....Ask for No. C 370....

# LYON BROTHERS

Madison, Market and Monroe Sts.

CHICAGO, ILL.

Largest Wholesalers of General Merchandise in America



DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

Published Weekly by  
TRADESMAN COMPANY  
Grand Rapids

**Subscription Price**

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

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

WEDNESDAY - - APRIL 20, 1904

**TURN IT DOWN.**

In 1858 the old D. & M. Railway was offered right of way down Canal street and the corner where the Pantlind Hotel now stands for depot purposes, provided it would run its trains down to the center of the city instead of undertaking to establish its depot at the extreme northern end of the town. The reply was characteristic of the policy pursued by the road at that time and ever since:

"You must move your town out to us. We can not go to you."

Nearly fifty years have elapsed since this reply was made and during that time little change has been made in the policy or physical condition of the road. The depot in which it does business in this city is a filthy shanty. Its engines and cars are the laughing stock of all who see them. The cars are so dirty on the outside that it is sometimes impossible to read the lettering and so foul smelling on the inside that a fit of sickness usually ensues as the result of a journey over the road. The freight department moves with snail-like pace and no claim for damage or shortage is ever paid until suit is instituted or the patience of the shipper is exhausted.

Having ceased to cut any figure as a public thoroughfare; being scorned by traveler and shipper alike as they would shun a pestilence; enjoying the patronage of those only who have no other means of communicating with the outside world—this back-number railroad—fifty years behind the times—has the temerity to ask Grand Rapids to grant it a franchise to run its primitive engines and pestilence-spreading cars to the union depot—a franchise which will soon be worth a million dollars to any railway corporation.

In the name of all that is fair and equitable, the Tradesman trusts that this application will be consigned to the waste basket, where it belongs. If it was made by any up-to-date road it would be entitled to consideration, but the Grand Trunk system has treated the D. & M. branch as though it were a country cross-road and there is no indication of any change of heart or deviation of policy on the part of the greedy and grasping Johnny Bulls who own the streak of rust which they undertake

to dignify by designating it as a railroad.

Ignoring Grand Rapids for nearly fifty years and discriminating against her in every possible manner, why should Grand Rapids people make the Grand Trunk officials a gift of a million dollars? Why should we be asked to favor a road which is unworthy of serious consideration and whose very existence many of us have forgotten all about?

Thos. F. McGarry, sentenced last Saturday by Judge Wolcott, is now "doing a four years' stretch" at Ionia. Since the conviction two years ago McGarry has established himself in business in Florida. It is reported that, in expectation of being delayed up North a considerable time, McGarry has arranged his Florida affairs so that they will not suffer during his absence. Four years constitute a long time, but the period may be lessened one-sixth by good behavior as a prisoner and then, too, there is the Governor. Mr. Bliss will soon step down and out. McGarry has influential friends in case a Democratic governor succeeds the present incumbent. There is the Frank D. Andrews precedent and various possibilities exist.

From the standpoint of war it is wholly immaterial whether the Petropavlovsk turned turtle because of contact with a displaced Russian mine or with a Japanese torpedo. She is out of the count with hundreds of men, including two admirals and various important but lesser officers of the Russian navy. That is the chief consideration as a fact in war and the possibility of such a happening should be a potent factor in bringing about a settlement of present troubles by arbitration. The world has had enough of war and the world should have enough influence with the belligerents to force a settlement between the parties.

During the past two weeks it has been easily possible to navigate a steamboat drawing eight feet of water and carrying hundreds of tons of freight from Grand Rapids to Chicago or Milwaukee. And it is wholly probable that, during the next thirty days, these conditions will continue. After this period, to the close of the regular season of navigation, it will be possible for any boat capable of carrying from 125 to 200 tons of freight on four feet draft of water to ply regularly between Grand Rapids and Grand Haven. All these things are possible—but the steamboats. Where are they?

Andrew Carnegie heard of a little town in Oklahoma which had no library and decided to supply what he regarded as a necessity. The multimillionaire offered to furnish \$5,000 for the library, provided the citizens would guarantee proper support for the institution. He gathered a new idea of Oklahoma's optimism and independence on learning that the citizens resented his offer as an insult. "Make your offer \$20,000 and we may take it under consideration," wrote the town officers, but so far Mr. Carnegie has not decided to do as suggested.

**THE UNDERTOW.**

Anxiety in the South is beginning to show itself. With the ripening of the cotton crop comes the question of its gathering, the gatherers are few and the Southern producer is wanting to know what is to be done about it. That is not all. The number of acres put into cotton can not be increased to the extent it can and ought to be for the reason that hands are needed to do the work. The leading industry of that wide extent of country is crippled for a lack of labor which until now was supposed in that very section to be a drug in the market.

It seems, however, that therein lies a mistake. The labor of the blackman is not available. Not that he has been weighed in the balance and found wanting, but that he has drifted into new conditions and is rapidly becoming a part of them. He is beginning to yield to the pressure of the American idea and so is beginning to grow up with the country of which once he was only a chattel. The only industry the Southern negro knew was farming, and he has in many instances become a farmer. Thousands of them are so engaged and the number is yearly increasing. Naturally these hire their own race in the cultivation of the farm, a fact which has lessened materially the plantation laborer of the olden time. Then, too, the descendants of the house servants have drifted into the cities North and South and thus have left a vacancy in the Southern working world which must be filled from outside sources.

This condition makes the matter of supply an important one, and immigration becomes a question of considerable concern. South Carolina has established a Department of Agriculture, Commerce and Immigration with the purpose of drawing to that State desirable white immigrants from the Northern States and Europe which is contributing so largely to the population of this country. Other parts of the South are wondering whether after all the "yellow peril" is as dangerous as it has been represented and the dago is passed in review with the same wondering thought belying the once sharply criticising eye. The exacting conditions are getting to be urgent, and it remains to be seen whether the great tide of immigration into this country can be directed towards the South.

At this point there appears the existence of an extensive undertow. So far as the Northern States are concerned there is an unquestioned prejudice against the South on the part of the very class of immigrants which the South is anxious to secure. They are the industrious, steady, law-abiding class of men who have made the West what it is. They want to go where there are less disorder, violence and a wholesome respect for the law than the South furnishes; and what is true of this type of manhood in the Northern States is true everywhere. It needs no urging here that our best immigrants have come to us from Germany. Recognizing law and order and liking them they soon become our best American citizens and on the principle of "like seeks

like" they early become in blood and sinew a part and parcel of American life and American manhood. Side by side with the German immigrant stands the immigrant home-lover and home-maker from Scandinavia and Holland. They come to the United States lured by the single thought of realizing here what Europe never has and never can furnish, a prosperous and a peaceful home; and this, it is candidly submitted, they will hardly expect to find in a section of country rent with feud and dotted with the appalling remains of a negro lynching. Here is where the hanging and the burning hurt, and here is just where the question comes whether the South can now be brought to see beyond the fact of the great natural resources of that magnificent country and the marvelous possibilities before it the grander truth that these resources and that future to attain their highest culmination can be realized only where peace and law and order reign.

This business aspect—it is intensely that—is receiving unusual consideration to-day from the recent expressions of the South's leading men. There is a growing thought down there that the time has come for the South again to assert itself. They have been kept in the background too long. The war was fought more than forty years ago and the period of self-abnegation should come to a close. "It is time for the Democratic dog to begin to wag his own tail and cease to be a meek and submissive instrument acting at the will of that small member;" but now at the end of the forty years it is not a question of party, but it is a very serious question of sectional prosperity and one of ways and means of getting the section peopled with earnest, eager, first-class citizenship such as will from the first bring in and set in motion the life and living the South has been longing for and praying for! these many years. Let that be the burden of the leading Southern sentiment, carried out as it ought to be from state capitol to the remotest precinct, and the rest will take care of itself. The lamp-post will cease to be an object of horror, the kerosene can will no longer be looked upon as the symbol of Southern civilization, there will be less anxiety in regard to the strength of the county jail and the animus of the sheriff and the complexion will cease to be the great question of the times. That is what the South is "up against" to-day and just in proportion as they look it fairly in the face and wisely consider it so will prosperity come to them and so will they take their old places at the council-board of the Nation.

The director of the German telegraph offices has issued a circular forbidding women to knit or sew during office hours. It is alleged that many of the clerks neglect their work because of these side employments.

Siberia exports about \$15,000,000 worth of butter a year. The milk is very rich, only about 20 pounds being needed for a pound of butter, as against 28 in Denmark.



**INDUSTRIAL LIBERTY.**

The foundation idea of our American system of government is liberty, the liberty of the individual, regulated by law. Under this system nothing is forbidden to any citizen save such acts as will result injuriously to others, that would deprive other citizens of their proper and guaranteed liberty.

This most important principle should be constantly kept in mind, because there is on every hand a general effort to deprive citizens of their liberty. It should be particularly kept in sight while disturbances fomented and maintained by walking delegates are so rife and so perpetually threatened.

For instance, one of the absolute rights possessed under our system of government is the right of a citizen to labor for his support and for those who are dependent upon him. All men's needs are not equal any more than are their pecuniary incomes or resources. One man needs to work more hours than another in order to earn what may be necessary for his maintenance, and yet there is a powerful effort made to secure the enactment of laws that will limit all labor to the same duration and prevent anyone from working more hours than another without regard to his necessities.

It is true the eight-hour labor movement was directed towards the limiting the day's work for those in Government employment, but if once adopted, it is easy to see that it would, by the ordinary forces of industrial competition, become the rule in all private employment. In many departments of labor the National Government competes with private enterprises. This is so in all public works, shipbuilding and the like. If the eight-hour limit should be applied to Government work it would be enforced first upon all private contractors who may be working for the Government, and it would spread to all private business.

The real tyranny of such a law would be that it would prevent any employe, public or private, from working longer than eight hours. No matter how little he could afford to spend a large part of his time in idleness, and no matter how absolutely he might be unable to spend his enforced leisure in amusements or reading, all of which costs money, there would be no other resource for him but to turn loafer for many hours of his time.

The Constitution of the United States expressly declares in Amendment XIII that no person can be forced to labor in this country except as a punishment for crime, and even if the natural right not to work did not exist, it is established by the Constitution. The right to be idle and not to work is an individual right which can not be infringed. It is true that the right to work is equally a natural right, and although there is no constitutional guarantee against its impairment, it would be despotic in the extreme to limit it. Any law that seeks to regulate the personal habits, customs, manners, tastes and individual differences of citizens so as to bring them all to the same

standard of uniformity, would be more tyrannical than are any of the laws of Russia, which at least leave to the individual his natural liberties, although they may deprive him of participation in the organization and direction of the Government.

People who want to work are entitled to do so if they can secure employment, and those who do not want to work possess equal rights in the premises. It is only while in the possession of this freedom that social and industrial order were attained and can be preserved. Idleness has only produced drones who prey upon society and live upon the labor of the industrious, while labor performed by men working together in voluntary combination, or alone, as they may have preferred, has changed the entire face of the earth and elevated human beings to the highest condition they have attained.

Prof. Henry Loomis Nelson, distinguished writer and teacher in political and social economy, in the North American Review for April, cites that the voluntary combination of human forces has added to the wealth of the whole, and in this accomplishment the men who have worked for wages have gained, relatively, the most. While establishments and men have decreased, as in the iron and steel business from 1880 to 1900, in the once case, and in the British marine in the other case, production and wages have both increased. In these twenty years the number of iron and steel establishments in the United States decreased from 1,005 to 668; in the same period the number of wage-earners increased about 58 per cent., while the total wages increased 120 per cent. At the same time, the capital which worked with labor for this result increased nearly 150 per cent. The census of 1900 shows that, in the twenty years, in fifteen selected industries, employing from 2,732,000 to more than 5,000,000 wage-earners, while the increase in number of wage-earners was about 94 per cent., the increase in amount of wages paid was 145 per cent.

The highest development and the widest distribution of wealth have been secured where labor was free and the least where slavery prevailed. The efforts that are being made by organizations of work people to load themselves with despotic restraints are the result of wild dreams that they can impose their restrictions upon others and leave themselves free. Such a state of things can never be realized. Even if the socialistic notions could be carried to the extent of securing for the whole people control of all the machinery of production, and a distribution of all wealth, the conditions of equality would not last a fortnight. In a very brief time there would arise a class that was fast monopolizing the wealth and exercising all the public power of control.

The very fact that individuals are essentially different—different in intelligence, in physical faculties, in morality, in industry, in courage, in aggressiveness—would soon in any attempted socialistic community result in combinations to accomplish just

what exists to-day. There would be rich and poor, classes exerting political power and other classes submitting to their control. All the personal virtues and all the vices which exist to-day would continue to operate upon the people and will so continue as long as men are upon the earth. The social and political and industrial conditions which prevail to-day are the outgrowth of the individual and collective forces that now exist and have always existed. The human condition to-day is just what human nature has made it, and until some miracle shall change human nature there will be no radical changes in human conditions. Only a slow evolution is possible.

**A FEW REASONS WHY.**

Since the beginning of the Japan-Russo war the uncertain and very meagre news of the war has been commented upon until, at present, there is a popular belief that we are getting but very little information that is authentic. Supporting this conviction, comes a report to the United States Government as to the regulations governing war correspondents, as promulgated and enforced by the Japanese government.

Foreign correspondents must make application through their respective ministers or consuls to the Department of Foreign Affairs, but all applications must be addressed to the Department of War. All applicants must have been engaged in journalistic work for not less than a year as a member of a newspaper staff. The name of the newspaper or papers or press association must be named in the application.

Applicants who do not understand the Japanese language may each take one interpreter with him into the field, by presenting an application in behalf of the interpreter, and a written personal guarantee as to the interpreter's observance of regulations. In addition to an interpreter each correspondent may, as occasion requires, employ one or more servants, by giving a personal guarantee as to those servants.

Whenever they consider it necessary the Japanese government may cause the selection of one person to act as joint correspondent for several newspapers and all correspondents allowed to accompany Japanese forces receive an official permit and are attached to a "koto shireibu" (a higher commanding officer).

Correspondents shall always wear foreign clothes and to their left arms shall be attached white bands two inches in width, on which shall be the name of the newspapers they represent written in Japanese characters with red ink. The permits shall be always carried and must be shown whenever required by officers and officials of the Japanese forces.

Rules and orders issued by the "koto shireibu" must be observed and obeyed, and in case of failure to do this by any correspondent he may be deprived of his permit and prevented from accompanying the forces. The key-note of what correspondents are up against is shown as follows:

"The war correspondent will not

be permitted to dispatch his communications (whether they be correspondence for publication or private letters or telegrams, etc.) until after their examination by the officer appointed for the purpose by the higher commanding officer. No communication containing cipher or symbols will be permitted to be dispatched.

"In case the war correspondent is guilty of a violation of the criminal law, for the preservation of military secrets, etc., he may be adjudged and punished by the court martial according to the military penal code."

**LITTLE CHIVALRY LEFT.**

In this country liberty of thought and freedom of speech are guaranteed and, unfortunately, sometimes they are abused. Liberty ought not to be construed as license, but it often is. Temptation along these lines seems most irresistible at the approach and during a presidential campaign. It is indisputable that partisan and sensational newspapers are among the worst offenders in this particular. One of the inevitable incidents of prominence in public life is that the man who attains eminence is regarded as a shining mark for every sharp shaft. The President of the United States and every member of his family by some are regarded as fair prey and even the women of the presidential household do not escape. A recent incident is the allegation that Miss Alice Roosevelt attended the Benning's races and bet her money either on the winning or the losing horse. Somebody claimed to have taken a snap shot of her and the whole incident was bruited abroad and by the yellow journals given great prominence, in the attempt to make it something of a campaign argument.

The story was no sooner in general circulation than it was emphatically denied. The incident would seem to indicate that there is little chivalry left in this country and that in modern political warfare not alone the men but as well the women of their household must be bedraggled on the slightest pretense. Miss Roosevelt is not a candidate for the presidency, has no part or parcel in the campaign, and it is not a matter which can in any sense be construed as a national issue whether or not she was at the Benning's races, any more than whether or not on Easter morning she wore a new, or a last season's hat. All it amounts to is giving a young girl undesirable notoriety just as annoying as it is unreasonable. If the political paragraphers and the cartoonists want to criticise and caricature the President, that seems to be accepted as their privilege, but in the name of goodness and decency and common sense, his wife and daughter should be left out of the controversy. The attempt to discredit President Roosevelt by alleging that his daughter made a wager on a race discredits its authors rather than him at whom their shafts are aimed. That Benning's story is pretty cheap and those who started it ought to be thoroughly ashamed of their enterprise.





### Observations of a Gotham Egg Man.

Although New York is a very big egg market—by far the largest in the country, in the annual volume of its trade—it can exercise only a very limited influence upon the egg situation at this season of year. When the storage houses in all parts of the country are competing for April eggs the volume of total demand is so great that any shrinking from the deal by any one market is only a ripple on the surface.

There have been several attempts here to get the egg market down to a point of greater safety, but they have been totally ineffectual. Many of the egg dealers in this city, and at other Eastern markets as well, have refused to store at any price above 17½¢ delivered, but some of them have bought at the higher cost prevailing and it has lately become quite evident that, taking the country as a whole, the demand for storage has been great enough, combined with the demands for current consumption, to absorb the production closely and to prevent any material softening of values.

Of late the advancing date and the lessening hope of doing any better later, have induced some large operators, who were only holding off to be sure of getting a supply as cheaply as possible, to jump in, and some heavy transactions have been reported. A press dispatch from Chicago late last week, confirmed by private wires, reported the purchase by a large Chicago concern of 33 carloads of storage-packed April goods at 16¾¢ delivered there—equal to about 18¢ at seaboard points—and it is understood that further bids of the same price have been made for very large lots.

In many of the best egg sections of the West the cost prices reported are fully equal to 18¢ at seaboard points under usual selection, and packers who have a high reputation for close grading and careful packing claim that their best grade can not be laid down at Eastern points under 18½¢ net cost.

There seems to be an impression in some quarters that the consumptive demand for eggs this spring is something phenomenal, and this seems to be partly the basis upon which the inflated ideas of storage values are based. It is, however, a dangerous belief and, I think, largely unfounded. It is true that during March this market consumed more eggs than last year, but that was probably due in large part to the long period of extreme prices previously prevailing. As a general rule it is pretty safe to say that consumption is affected unfavorably by advances in price, even when prices are below 20¢ a dozen, and the statistics show clearly that so far as this market is concerned we are now consuming less eggs than we were at this time last year. From March 18, when our market was lightly stocked,

up to April 11, our receipts were 338,054 cases and our storage accumulations on the latter date were probably about 15,000 cases; this shows an output in consumptive channels during the period named of about 323,000 cases, but this includes the goods shipped out of town. Last year, during the same period, we received 453,925 cases and accumulated about 75,000 cases in cold storage, leaving an output for consumption and out-of-town trade of about 379,000 cases. This shows a decreased output of about 15 per cent. In Boston we find even a more pronounced decrease in output. At that point the receipts from Mar. 18 to Apr. 9 this year were 112,917 cases, against 184,863 at the same time last year; and on the last day of the period there were this year 11,399 cases in storage there against 47,401 last year; this shows a consumptive output this year, during the period named, of 101,518 cases, against 137,462 cases last year—a decrease of no less than 26 per cent. As price is the tool by which supply and demand are equalized it stands to reason that the use of eggs in a given population will be less when the wholesale market is ranging from 17 to 19¢ than when it is 15@16¢, as it was last year, unless influenced by material changes in general trade conditions.

It may be that in the interior, where prices are lower, consumption is showing a larger volume, but it is not so here, and I believe it is not so at other seaboard markets.

It is probable that the April production of eggs has been, so far, fully as great as it was last year. The March receipts at New York, Chicago, Boston and Philadelphia were about 143,000 cases greater than last year, and it is hard to see why the relation should have changed so much as to make the current lay any less than it was a year ago; the season is later than last year, but this fact ought to have affected the March production as much as that of the present time.

If the production is as great as last year it is pretty safe to figure that notwithstanding the great shortage in present Eastern storage accumulations, the total, taking the country as a whole, is fully as large as at this time in 1903. Last year the Western houses were very shy of the April deal and goods accumulated in Eastern houses at an unprecedented rate; this year the conditions seem to be reversed and the West is accumulating the lion's share, regardless of price.

This unequal distribution of stock to storage is rather an unfortunate element in the situation. Last year the Western houses went shy in April under the belief that prices were too high, and that as soon as the Eastern houses got filled up they could get in on a lower level; but when May came the filling up process in the West not only prevented any decline, but gave us even a higher average of prices than prevailed in April. This year the East is looking forward to the filling up of the Western houses and trying to be satisfied with only dribbling storage accumulations, hoping for better terms

## Warner's Oakland County Cheese

Not always the cheapest,  
But always the best

Manufactured and sold by

**FRED M. WARNER, Farmington, Mich.**

Send orders direct if not handled by your jobber.

Sold by

Lee & Cady, Detroit

Lemon & Wheeler Company, Grand Rapids

Phipps-Penoyer & Co., Saginaw

Howard & Solon, Jackson

## Fresh Eggs Wanted

We want to hear from shippers who can ship us regularly every week. If you want to ship on commission we can offer you a good proposition. If you want to sell on track we will make you track bids each week. We are thoroughly reliable and want to deal with just such shippers. Write us.

**L. O. Snedecor & Son**  
Egg Receivers

36 Harrison Street, New York

Reference, N. Y. National Exchange Bank

## EGGS

We Guarantee

**Top Prices  
for TOP STUFF**

Join our list of shippers and be convinced that we can do you some good.

Wire at our expense for stencil.

**Harrison Bros. Co.**

9 So. Market St., BOSTON

Reference—Michigan Tradesman.

## Fresh Eggs Wanted

Will pay 15¢ 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

## 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.**



later; but it is quite likely to turn out the same way.

It appears to me that egg storers ought not to overlook the advantage of having their goods stored in the East to at least the extent necessary to supply Eastern demands. When the time comes to unload, Eastern dealers give a decided preference to local holdings, usually paying fully  $\frac{1}{2}$ c a dozen more for them than for goods held at distant points. This is quite natural as they can buy car lots in local and nearby houses and draw the stock out in smaller lots as required—a great advantage, especially during unfavorable weather conditions. And this advantage will be greater than usual this year if, as now seems probable, the bulk of the total accumulations are carried at Western points.—N. Y. Produce Review.

#### Marshall Field's Advice To His Salesmen.

All fixtures and property of the house should be treated with the greatest care; the first scratch paves the way for carelessness.

Each day should find us doing things better than previously. Acquire the habit of promptness in every matter, large or small, which is left to your care.

Know the value of a good personal appearance; do not think that any detail of your attire will escape notice.

Spend wisely your spare time; count every hour golden, every moment an opportunity; don't waste a minute at any time.

Avoid being influenced for the wrong by other persons; have a purpose of your own; weigh counsel, but act from your own best thought.

Cultivate a happy expression and a happy manner; feel it; mean it; the advantage is wonderful in every way.

Learn to ask such questions as will draw out the most profitable information.

Let every effort be toward the idea of permanence; do things to last; make the casual customer a permanent one through satisfaction.

Salesmanship may be made a profession, and receive the same degree of respect accorded to an artist of any class. Be emphatically unwilling to ask or receive favors from any person who expects a return in business favors.

The great majority of errors are made through carelessness. Learn to care; be exact; strive to have it absolutely right—making a mistake in business is like falling down in a foot-race: it is a setback.

Cultivate a good, clear, legible handwriting; many people judge quickly on this point; a good hand is always appreciated.

However attached to your business, do not allow the commercial sense to deaden, but rather to quicken, the moral, artistic and all wholesome sentiments.

In giving orders give reasons, thus teaching subordinates to think for themselves.

Learn to show a thorough interest in a customer or any person approaching you; try to look at the

matter from his standpoint as well as your own.

Make memoranda of little points while you think of them; run over the various sub-divisions of your work to recall any points you may have forgotten.

#### German Egg Unions.

The sale of eggs in combination began in the province of Hanover, Germany, in 1896, and at present there are in that province ninety-five associations for that purpose. Of these thirty-five operate on their own account, and the remainder are allied with other associations—friendly societies, co-operative dairies, agricultural societies. The business of one of these associations amounts to nearly \$20,000 a year, but that of the majority of them does not exceed \$2,500, and the transactions of a considerable number fall below \$1,000 a year.

A part of the eggs thus sold are disposed of to retail dealers, but by far the greater part are sold at wholesale, transportation being effected by rail. It was at first hoped that a considerable part of the sales would be made direct to consumers through the aid of the parcels post, but the eggs thus sold scarcely amounted to 5 per cent. of the total quantity disposed of.

The Hanover Chamber of Agriculture takes an active interest in the business of these syndicates and prescribes a special mark for such of them as agree to certain conditions of sale laid down by it, having for their object to secure the freshness of the eggs sold. A large number of the associations pay the producers according to the weight of the eggs furnished, in order to secure themselves against the delivery of eggs of too small size, and some of them have established a minimum weight, below which eggs are not accepted.

The eggs are packed in wooden boxes, within which the space is divided into compartments of cardboard. Since the associations were first organized, the average price of eggs in the rural districts from which they are drawn is said to have increased by about  $\frac{1}{4}$ c per egg.

#### Eggs as Food.

It is no wonder eggs are eaten more generally than they once were, and if their real nutritive value were more generally known the consumption in every home would be still more liberal. About one-third of an egg is nutriment. This is more than can be said of meat. There are no bones and no tough pieces that have to be laid aside. Some of the brethren, when consumption gets too scant to suit, and the price of storage eggs is none too good, might start an educational newspaper campaign in favor of egg consumption. You remember, don't you, what the meat packers are said to have done once when the newspapers got to comparing degrees of economy in meat and egg consumption?

Usually if we will postpone a worry for a day or two it will fail to keep its appointment.

## 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.

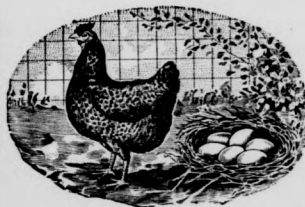
Am oversold on my best process butter; don't want orders.

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

E. F. DUDLEY, OWOSSO, MICH.

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

## APRIL EGGS



We want them and must have them. Call us up by telephone quick and let us talk the matter over. We know we can interest you. Do not fail to attend to this at once as it means money to you.

LANSING COLD STORAGE CO. LANSING MICHIGAN

## Fresh Eggs Wanted

Will pay 15c next week f. o. b. your station, cases returned. 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.

## 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

## 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.

## Printing for Produce Dealers



## ASSISTANT WOOLERS.

## Diffidence Annihilated by a Widow, Parson and Dog.

Written for the Tradesman.

There wasn't any warning, to speak of, so far as the tornado of 1903 was concerned.

Leaping unannounced over the low range of hills to the west of Beckelton, the whirling demon with sides of surly greenish black careened its way among the low-hanging clouds and with a moan that seemed to drive terror into every household in the little city, dashed into Garfield avenue. Small trees bowed to the ground in the gardens, while bits of larger trees, clouds of dust and foliage, scraps of buildings and truant fence boards, hopelessly intermingled, swept into the main street of the town as a writhing trail to the gown of the aerial monster.

With a spiteful jerk of its tapering tail the thing touched the steeple of Grace Episcopal Church, carrying the pinnacle and its four supporting finials to the highway below. Then bellying down to the opposite side of the street its claws held fast to the four-board fence in front of Mrs. Lucy Duncan's modest little home, leaving the lawn and its flowers open to the world.

A weird whistling signalled the righting of the destroyer, as, erect and like the wind billows surging about it, it tumbled swiftly along down the street. Horses tied to the hitching rails on either side were paralyzed with fear, wagons were overturned, awnings sailed through the air, and sections of roofing joined in the mad chase. Sign-boards, boxes and barrels were tossed here and there, while Mrs. Eugenia Goss, proprietor and manager of the Beckelton Bazaar, holding her sides and with laughter almost frantic, yielded to the spirit of the time as she saw several dozens of chip hats—on exhibition in front of her store—join in the hurly-burly.

And as she laughed, the big, gilded, wooden effigy of a watch, torn from its swing in front of Byron Wales' jewelry store over the way, sedately rolled itself across the sidewalk and came lumbering into the Bazaar.

It was all over within five minutes. The oppressive heat and that dreadful atmospheric torpidity that had held steadily for so long had vanished, and as the cool, calm benediction of fresh air settled down upon the startled town, storekeepers, clerks, loungers and the populace in general thanked God that the visitation had been no worse. True, long winrows of wreckage were visible in all directions, true many dollars' worth of property had been wiped out of existence, but careful investigation failed to discover any loss of life or any very serious personal injury to anyone. And so they began to laugh and to wonder and to build, until the town fairly bulged out with tales of individual hazard, heroism and escape. Mrs. Goss was the exception. She could see only the ludicrous side of the experience.

Mrs. Goss was a hard-working, hard-headed, practical woman of business. Slightly masculine as to face, voice and figure, she was wholly fem-

inine as to industry, expedients, thrift and kindness. Left as a young widow with two children and a newly established business considerably encumbered, she had given her husband an appropriate burial and squarely facing the situation had succeeded in educating her children, and upon their marriage had seen to it that each one had a comfortable start in life. Moreover, she had steadily developed the Bazaar until it was not only the largest general store, by far, in Beckelton, but there was no debt against either real estate or stocks, and there was an account at the bank which enabled her to take advantage of all discounts for cash that were offered. Aside from her children and her business, Mrs. Goss had no very pronounced interest except her affection for and concern as to Mrs. Lucy Duncan, the young and childless widow who was the popular piano teacher of the town.

Thus it happened that as soon as she had taken a hurried inventory as to what the tornado had done for her she announced to her assistant manager that she was going to run over to Mrs. Duncan's place to see if she was all right. At the doorway of her store she was met by Byron Wales, the jeweler, who, a bachelor and diffident and somewhat dazed by the storm, timidly enquired as to his stray sign.

"Yes, it's here all right," said Mrs. Goss with a laugh, "but if I hadn't been right here on guard when it called there's no telling where it would have stopped." At this she shouted to her assistant to "show Mr. Wales his watch," and then calling: "Come on 'Scrappy,'" to her dog, resumed her journey.

Reaching Mrs. Duncan's house she found the lady busy picking up the remnants of her fence, and with that fine executive ability which dominated her being she immediately observed: "We'll carry this stuff into the woodshed; and (stooping to pick up a board) I'll send in an order for a new fence. We'll have neatly planned posts painted pea green and the wire shall be painted white." Meanwhile "Scrappy" had taken between his teeth the free end of a board the music teacher was dragging over the ground, thus lessening her load. "He's mongrel, perhaps," said the elder woman, with a smile, as Mrs. Duncan called attention to the dog's action, "but he's business, all right."

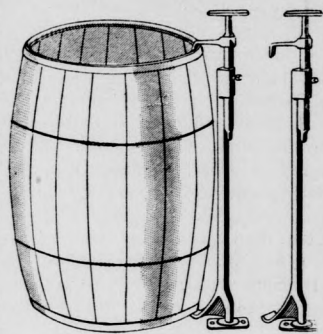
Rev. Elkanah Parks, rector of Grace Church, engaged in reviewing the damage done to his charge, espied the two ladies at work and called to them: "It was like the driving of Jehu, the son of Nimshi; for he driveth furiously."

"Put me down for twenty dollars on account of repairs," was the answer Mrs. Goss shouted back at him, as she started for the woodshed followed by Mrs. Duncan and "Scrappy."

It may have been that his calling had something to do with it, but whether or not this theory is worth noting, it is a fact that Byron Wales, the bachelor, jeweler and watchsmith, was facetiously known all over Beckelton as "the Town Clock," for the very good reason that his habits had

the regularity and accuracy of a clock. For nearly twelve years he had not, so far as any of the citizens could recall, failed to turn the corner of Garfield avenue and First street at exactly eight o'clock each morning on the way to his store. At nine o'clock, invariably, he had left his store for his walk out Garfield avenue, half a mile, to the high school. Staring into space, seemingly unconscious of friendly faces or well-known objects, he would step briskly, with chin well up and arms swinging freely from the shoulders held back squarely, it was quite evident he was performing a duty to himself and could not be disturbed. And he was not. Upon his return over the same route the conditions and mood were changed. His carriage was the same, but his pace would be slackened and he was carefully observant. At just 9:23 he would meet the rector in front of Grace Church and together they would walk back to the store, arriving there at exactly 9:30. Cases almost innumerable were on record along Garfield avenue and up the abutting streets of defaulting clocks set aright by the appearance at this, that or the other point, of Wales, the watchsmith.

Beyond question there was no longtime citizen of Beckelton who was less intimately known and more generally esteemed than was Byron Wales. "He isn't fair to himself!" urged Mrs. Goss during a discussion with the Rev. Mr. Parks as to the peculiarities of "the Town Clock;" and she continued: "Now I like Wales; like him very much; would

ATLAS ADJUSTABLE  
BARREL SWING

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

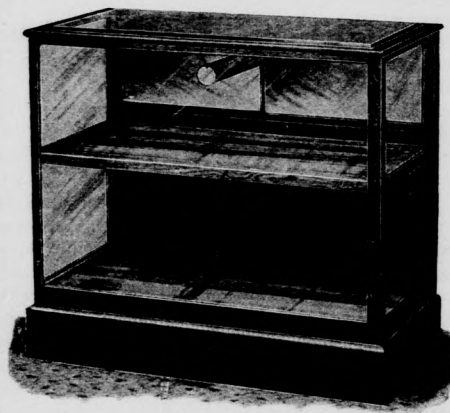
Stands for Strength, Durability, Cleanliness, Convenience.

For sale by wholesale grocers.

Atlas Barrel Swing Co.  
Petoskey, Mich.

## CIGAR CASES

Seven Elegant Designs to Select From  
At a Wide Range of Prices



The No. 28, our cheapest knocked down Cigar Case. Our catalogue gives complete information and illustrations of our other designs. Write for it.

We can make prompt shipment of any of our regular styles.

HIGH GRADE WORK ONLY

Grand Rapids Fixtures Co.

Bartlett and So. Ionia Sts., GRAND RAPIDS, MICH.

New York Office, 724 Broadway

Boston Office, 125 Summer Street



give him credit to almost any amount; but, somehow, I don't seem to know him any better now than I did the first time I met him."

"I know, I know," answered the clergyman as he wiped his eye glasses upon his handkerchief. "Byron is peculiar, very peculiar; but he's all right. He's one of the best informed men in town; knows a whole lot about literature and the sciences, can talk well and entertainingly on almost every topic, is exceptionally well posted as to the religious beliefs of the world; keeps thoroughly informed as to current affairs, while as a craftsman he hasn't his superior anywhere."

"But he's so dreadfully bashful," interpolated the woman of business. "Yes, he's diffident, absurdly so," responded the rector, "but you must admit that he is easy, natural and graceful behind his own counter. There he can talk and do business with anyone as well as the next one; but in company—well, the fact is, he avoids company. He's a bachelor, and—"

"Now, see here, dominie," said Mrs. Goss as she arose and closed the door of her private office, "let's talk business. You and I (and here she drew her chair a little more closely to her friend) are old enough to be father and mother to Byron Wales, and we are both very fond of him. You, especially, are an admirer. You know him better than he is known by anyone in town and you're a clergyman. As a friend to both of you I want to tell you that what Byron Wales needs is a wife. He ought to marry and you ought to tell him so."

"Why—why—bless my soul, bless my soul," said Mr. Parks, very much aroused. "I have already urged such a step on his part," and a broad, benign smile lighted up his wrinkled face; "I have often urged this. And I believe Byron realizes the situation fully. But you astonish me! I never dreamed that you had any interest in the boy. And then, too, I would as soon expect to see you driving a dray as to have him ask any woman to become his wife. He's a dire coward in the presence of a lady, except she be a customer in his store. Then he is as self contained and agreeable as one can desire." By this time the rector had moved over somewhat nearer to the woman merchant as though drawn by her anxiety for the welfare of his friend.

"I'll tell you what," resumed Mrs. Goss, laying her fat, rosy hand pleadingly upon her companion's arm, "the next time you walk down the avenue with him you bring up this matter of marriage. Force it home upon him that a good wife is what he deserves—"

"He does, he does," observed the rector sympathetically.

"—And (don't interrupt me, please) what he ought to have. Tell him that a good wife would at once add at least 100 per cent. to the value of his business. Show him, as you can show clearly, that he is nearing an age where his chances are becoming less each day; impress upon him the near approaching need there is for a congenial companion for his old age."

"Of course, certainly, I'll do that,"

assented the old gentleman as he glanced, just a trifle suspiciously, at Mrs. Goss, "but—but—bless me, bless me!—it isn't possible that—that you are thinking of marriage yourself, Mrs. Goss?"

At this juncture there was a crash behind the desk and "Scrappy" dashed into view, preceded by a rat, which ran directly between the legs of the reverend gentleman. Too much in earnest to avoid it, "Scrappy" followed closely, there was a collision and Mr. Parks was only saved from being tipped backward with his chair ingloriously to the floor, by the strong arms of the widowed merchant. As the dog shook his victim in triumph Mrs. Goss lifted the venerable clergyman to his feet and resumed: "To be sure, I am thinking of marriage and very seriously, too. And what I want is a good, strong, pure man just like yourself—"

"But, madame! Mrs. Goss!" protested Mr. Parks, as an unwonted sparkle flew from his eyes, "pardon me. I can not marry. I—I—am wedded to my church."

"I know that, Mr. Parks," responded Mrs. Goss, her face fairly aglow with merriment, "and I wouldn't think of marrying you until you are divorced." Here she gently eased him back to a seat in the righted chair. "And your church is opposed to divorces. But that doesn't drive the marriage idea out of my head."

"What do you mean?" asked Mr. Parks, as, with a hand on either arm of the chair, he attempted to arise.

"Sit down, Parson," said Mrs. Goss, putting out a hand to check him, "it means that I have a sweet, pure woman, an accomplished woman and just such a woman as Byron Wales needs for a wife, in whose behalf I want your aid. It means that you are a dear, true hearted old gentleman who is going to do just exactly as I want you to do."

"But who is the lady?" asked the rector with unmistakable interest.

"It is Mrs. Lucy Duncan, my dearest friend," was the reply.

"Bless my soul! the very woman I have so often thought of in the very same connection. I know that Byron admires her sincerely, and—he took piano lessons of her when he first came to the city," at which the parson seized his friend's hand and continued: "Mrs. Goss, you are a remarkable woman, a very superior woman."

"I know it," observed Mrs. Goss as she clasped the parson's hand in both of hers, "and I want you to prove it by prevailing upon Mr. Wales to think seriously of bestowing his attentions upon my friend."

"I'll do it, madame. I'll do it," promised the rector.

"You do that and I'll see to it that Lucy Duncan gives up her worn-out notion of mourning for the dead and that Wales does not plead in vain," was the other provision of the plot then and there agreed upon.

"Do you know?" asked the parson as he took the hand of his confederate to say adieu, "that you are a very superior woman, very?"

"Careful, Mr. Parks, careful," laughed Mrs. Goss. "You know you are married to your church and I won't

accept any advances until a divorce has been obtained." And so the two good souls parted, each one determined of purpose, and each one convinced that a good deed had already been placed to their credit.

\* \* \*

The neatly planed, pea green posts supporting a wire mesh painted pure white had long been in position. A new steeple towering proudly above the four new pinnacles had many times been declared superior to the old ones. Another autumn, another winter and another spring had left their impress upon Beckelton and the town gossips had begun to take notice that the Rev. Mr. Parks was a very frequent visitor at the Bazaar. The assistant manager was absolutely in the dark as to the course of such increased intimacy, but the young lady in charge of the millinery department intimated once upon a time that she and "Scrappy" could "tell things if, only, they would talk." And the enquiries of the curious, together with the intimations of the careless, did not fail to reach the ears of Mrs. Goss and the parson. "Let them talk," said Mr. Parks, "no harm can follow if only our campaign results successfully."

"That's just the point," responded the widow, "I'm getting nervous over. I know that Lucy loves Mr. Wales, because she has told me so, but the great goose doesn't seem to be any nearer a proposal than he was a year ago."

While the conspirators were thus measuring conditions and chances Mrs. Duncan was in her dooryard at—

## The ACME Potato Planter



*Mr. Dealer:*

*You are the keystone of our system of sales*

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

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

*Could anything be more fair?*

Write today, on your letter head, get our Booklet and Catalogue. Learn of the effort we are making

*in your behalf*

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

Potato  
Implement  
Company

Traverse City  
Michigan

*The  
Acme  
at  
Potato Profit*

We are  
Distributing Agents for  
Northwestern Michigan of



**John W. Masury & Son's**

Railroad Colors

Liquid Paints

Varnishes

Colors in Oil and in Japan

Also Jobbers of Painters' Supplies, etc.

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

**Harvey & Seymour Co.**

Successor to

**C. L. Harvey & Co.**

Grand Rapids, Mich.

tending to her flowers. Suddenly she heard screams down the street and arose to learn the cause. Two children in the next square below ran crying to the opposite side of the thoroughfare and then she saw "Scrappy" dashing toward her gateway, with flecks of foam flying from his jaws. The gate was open. "Scrappy" was a frequent visitor; but this time he was unquestionably mad. As these thoughts passed through her brain Mrs. Duncan sped toward the gate. As she ran she observed Mr. Wales approaching from an opposite direction. He was running toward the rabid beast.

"Here 'Scrappy,'" she called when the dog was but a rod away, "come 'Scrappy,'" she called as her hand touched the open gate and as the dog rushed blindly into the opening she pushed the gate shut, catching the animal just across his neck.

And how she did push on that gate as the strangling brute twisted and struggled to get free.

And how Byron Wales did pull from the opposite side of that gate as the claws of the dying dog caught and tore his trousers, to say nothing of the bleeding scratches beneath those garments.

"I guess that together we can hold him," said the widow faintly as she braced her tiny foot against the bottom of the gate.

"I think so, Mrs. Duncan," responded Byron as he took a new grip at the top of the gate.

A considerable silence followed, the woman and the man looking into each other's eyes, each with a tumult of emotion throbbing their very souls. Just what were the messages that passed, spiritually, between them may never be known, but that some telepathic revelation of tremendous force was made is beyond question; for presently Wales remarked: "Lucy, I am convinced that the gate was opened for our especial benefit and that together we might accomplish almost anything, even perfect happiness. What do you think?"

"I think 'Scrappy' is dead. Let's carry the poor dog into the house," was Lucy's answer.

To the amazement of all Beckelton, the next morning's paper announced that the marriage of Mrs. Lucy Duncan and Mr. Byron Wales would be solemnized at the residence of the bride the following Tuesday, the Rev. Elkanah Parks officiating.

"Yes, I knew all about it," said Mrs. Goss, when Rev. Mr. Parks called to tell her the news. "We did our best, but it needed poor 'Scrappy's' life to clinch things—the dear old mongrel martyr."

Charles S. Hathaway.

#### To Properly Use the Contract Pass Book.

So much favorable attention has been attracted by the pass book recently adopted by the Philadelphia Retail Grocers' Association, which contains a waiver of exemption rights to be signed by the customer, that a word as to the proper use of this agreement seems to be advisable.

There are in this agreement certain blanks to be filled up by the

grocer, touching upon the amount of credit to be granted, how bills are to be paid, and other important features of the transaction. In order to make this agreement binding these blanks must be filled up, for they represent the terms of the contract.

A few days ago a retail grocer who is using this pass book came to the writer with one in which the agreement had been signed by the customer, but in which not one of the blanks had been filled in. He wished to know whether the agreement could be sued upon, but I was obliged to tell him that it could not be, as he had not supplied the terms. The customer who had signed it was bound just as little as if she had signed a blank lease.

In every case where preparing an agreement for a customer's signature the missing terms should be supplied or the waiver will not stand a minute.—Grocery World.

#### Small Profits in Shoes.

"I have been manufacturing and jobbing shoes for a good many years," said a veteran Western shoe man, "and I know the facts when I say that there is less money in the shoe business than in most of the other great lines of trade. The cost of making shoes is pretty well known and it is not possible to make large margins of profit. In dry goods, millinery, clothing and many other lines there are certain articles that are sold on close margins, but there are others the cost of which is not known and the manufacturers are able to make a handsome profit that makes the average margin wider. When the price of a shoe is established there is no way to change except to mark it lower. It is the experience of every old shoe manufacturer and jobber that expenses grow larger while profits grow smaller. In view of these well understood facts, I do not like to see large shoe houses expanding too rapidly and borrowing annually amounts of money that seem dangerously in excess of their capitalization."—Shoe Trade Journal.

#### Measuring Human Electricity.

Students in the psychological laboratory in the University of Chicago have devised an instrument to register the minute discharges of electricity from the nerves and muscles of the human body. It is known as the capillary electrometer and consists mainly of a fine glass tube, with a hole in it no larger than a capillary gland. The mercury is placed in one end of the tube, which rests in a cup of acid, the tube being joined by a platinum wire, thus the slightest discharge of electricity from a moving muscle is recorded on the mercury in the tube.

#### The Butcher Was Mistaken.

"Look here, butcher, this meat is half bone."

"You are mistaken; that is good meat."

"Do you think I don't know bone when I see it? I say this is bone!"

"Yes, certainly that's bone. The bone is bone, but the meat isn't. You said the meat was half bone."

# To the Trade

Our motto is **Lowest Cash Profits, Quick Turn of Our Money.** This accounts for the fact that we deliberately and constantly keep our prices below the market price of similar goods. But we never sacrifice quality. We have built up this splendid business by never calling a transaction complete until the customer is satisfied. It is well understood by our friends and customers everywhere that we practically ship all goods on approval and we state openly that we believe we are the only firm that sells high grade wares in all our various departments of

**Crockery, Tinware, Hardware, Notions, Druggists' Sundries, Grocers' Sundries, Furniture, Carpets, Curtains, Rugs, Trunks, Silver, Children's Carriages, Refrigerators, Stoves and Fancy Goods**

at prices less than many dealers and manufacturers charge for cheaply constructed and inferior goods.

Therefore we earnestly solicit your mail orders for your needs in our lines. If possible, come in person. Study our prices, compare our qualities. Don't pay more for goods than they are worth as we know we can positively save you 15 to 30 per cent. because as we issue a catalogue of net prices we are obliged to name the lowest price first.



We quote the following extremely low prices on

## Galvanized Iron Ware

#### Galvanized Wash Tubs

Strong corrugated bottoms, drop side handles. Will not leak or rust. Will outlast several wooden tubs. Always good sellers. One half dozen in crate.

No. 1—20½ x 10½, per dozen.....	\$4 68
No. 2—22¾ x 11, per dozen.....	5 20
No. 3—24½ x 11, per dozen.....	6.00

#### Galvanized Wash Basins

Made from heavy sheet iron and galvanized after made. Very durable and cannot rust.

No. 6—9¾ inch, per dozen.....	\$0 63
No. 7—11½ inch, per dozen.....	.75
No. 8—13 inch, per dozen.....	.98

#### Galvanized Chamber Pails

Sanitary and durable. Easy sellers and best kind.	
10 quarts, (less than crate), per dozen.....	\$3.00
12 quarts, (less than crate), per dozen.....	3.25
10 quarts, (1 dozen in crate), per dozen.....	2.90
12 quarts, (1 dozen in crate), per dozen.....	3.15

#### Galvanized Water Pails

Standard Goods. Strong and substantial. Galvanized after made. Water tight and rust proof.

8 quarts.....	dozen \$1.30
10 quarts.....	dozen 1.42
12 quarts.....	dozen 1 68
14 quarts.....	dozen 2.00

#### FAMILY OIL CANS

##### Galvanized Iron

Made of heavy galvanized sheet steel. Seams clinched and soldered. Screw cap lined with cork, making the opening practically air tight.

1 gallon, (1 dozen in case), per dozen.....	\$1.40
2 gallon, (½ dozen in case), per dozen.....	2 25

##### Galvanized Oil Cans With Spout

For oil or gasoline. Heavy corrugated galvanized iron with screw spout and galvanized top, wire bail and black enameled handle. Practically air tight.

3 gallon.....	per dozen \$3 15
5 gallon.....	per dozen 4.15

##### Faucet Galvanized Oil Cans

Same as above, only with nickel plated brass faucet. Absolutely air tight.

3 gallon.....	per dozen \$3 75
5 gallon.....	per dozen 4.75

##### "Home Rule" Pump Cans

The best steady stream pump can on the market. Always please. In every way a strong and practical galvanized iron can.

3 gallon.....	per dozen \$ 9 75
5 gallon.....	per dozen 10 80

**H. LEONARD & SONS**  
Grand Rapids, Michigan





### Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, April 16—There is a fairly active demand for coffee and the market closes steady. Low grades are in comparatively small supply and prices show some variation. Buyers and sellers do not quite agree as to the real value of Rio No. 7. If the seller thinks the buyer must have the goods he holds firmly for 7½¢, while if the seller "needs the money" he will concede ½¢ at least, if thereby he can make a sale. In store and afloat there are 2,882,273 bags, against 2,633,524 bags at the same time last year. There is a firm undertone to the milder sorts and Good Cucuta moves at 9¢ very readily. Stocks are quite ample for the demand and holders are firm in their views. East India sorts are firm.

There continues a very firm market for teas and it would seem as if stocks purchased some time ago were still doing duty in the interior. Importers generally have light stocks and are not at all inclined to sell at a lower figure than quoted. The future seems to be one of some uncertainty, but, upon the whole, teas at present are good value and it is certainly good policy to keep pretty well stocked.

The volume of business in rice seems to be at very ebb tide and all through the market one hears only the same old story of a very moderate trade. Buyers seem to lack confidence and apparently seem to feel that very light purchases at present is the wiser policy to pursue.

There is not much activity to spices and pepper even shows some decline. Singapore being quoted at 12@12½¢. Nutmegs are firm at 19½¢ for 110s. Cloves are steady at recent quotations. Ginger is dull, with African at 5@6¢.

There is a steady call for grocery grades of molasses and rates are very firmly adhered to on former basis. Black strap is firm. Foreign molasses is firm, with Ponce quoted at 36@38¢.

There is not a thing in the grocery line that is quite as forlorn this week as the whole range of canned goods. And yet, while the buying is so very dull, sellers are not inclined to shade quotations and, if we except tomatoes, prices are well sustained. Some good sales of Maryland tomatoes have been made at 65¢ here, yet some buyers say they can find nothing at less than 67½¢. Spot corn is hard to find. There were some big lots of peas in this market at the close of last year—not very desirable goods, upon the whole, and it is some satisfaction to know that these have been pretty well worked off and the market is in good shape for new goods.

The butter market is firm and holders seem to think that prices will certainly be maintained if not pushed to a higher plane. The supply is not overabundant and prices of late

have been low enough to insure wider consumption. Fancy creamery, 22@22½¢; seconds to firsts, 18@21½¢; imitation creamery, 15@17¢; factory, 12½@14¢, the latter for extra goods; renovated, 14@17¢; packing stock, 12½@13½¢.

Holders of old cheese are making an effort to clean up their stocks and, as a result, prices, which have been unchanged for many months, are slightly lower, full cream New York State being quoted at 11@11½¢ for small size fancy goods. The decline does not create any appreciable activity, although it may have the effect of moving some old lots which have become "shopkeepers."

The call for eggs has not been especially active this week, and, although arrivals have not been excessive, there is still a supply large enough to meet all requirements and prices are practically without change. Selected Western, 18¼@18½¢; seconds, 17½¢; inferior lots, 15@16½¢.

### Sentence Sermons.

He who creates can control.  
A real grief needs no uniform.  
Character is incorruptible cash.  
Man is a harp and not a hand organ.

Nothing is lost that falls into a heart.

Peddlers of scandal are sure to be infected.

A man does not have to be congealed to be calm.

The heart of the present is the hope of the future.

Affection is the language of conscious inferiority.

Science is simply the search into the mind of the Supreme.

The shepherd's crook needs no crookedness in the shepherd.

The people who have seen better days did it with a telescope.

What a man gets always depends on what he is willing to lose.

Some preaching is about as filling as a bill of fare in the dessert.

The cynic is a man who sees his own heart and calls it the world.

People who withhold gratitude are apt to do wholesale grumbling.

The atheist can estimate God when the deaf can criticise music.

The man who hurries is frequently only spurring a rocking horse.

It is no use being better than others unless we are better than our old selves.

There is a difference between claiming the right to rule and trying to rule aright.

### Renaissance of the Tan Shoe.

The season is sufficiently advanced to demonstrate that there will be a great popular demand this summer for tan shoes. Some of the shoe manufacturers and jobbers say that they prepared for a demand for tan shoes from the large cities, but they did not expect that every little town and village would send in orders for colored goods. This, however, is just what has happened, and it is evident that the demand for colored shoes in the several shades will be much greater than the supply. In view of these facts, it is fair to assume that the tan shoe will be in

full favor by next summer and that in the meantime the tanners will be compelled to produce larger quantities of colored stock.—Shoe Trade Journal.

### Ma Was Alarmed.

Ma—Did you hear that awful racket in the parlor just then?

Pa—Yes; I wonder what it was?

Ma—I don't know, but I hope it wasn't Clara breaking off her engagement with young Gotrox.

### Sartorial Ethics.

The dressmakers come forward with the assurance that padding is all right from the ethical standpoint. For the first time in their lives some women will now feel that they have their ethics on straight.

## 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.

### GREEN GOODS are in Season

You will make more of the Long Green if you handle our Green Stuff.

We are Car-Lot Receivers and Distributors of all kinds of Early Vegetables  
Oranges, Lemons, Bananas, Pineapples and Strawberries.

**VINKEMULDER COMPANY**

14-16 Ottawa Street, Grand Rapids, Mich.

—We Carry—

### FULL LINE CLOVER, TIMOTHY AND ALL KINDS FIELD SEEDS

Orders filled promptly

**MOSELEY BROS. GRAND RAPIDS, MICH.**

Office and Warehouse 2nd Avenue and Hilton Street,

Telephones, Citizens or Bell, 1217

### 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 GLASS  
EXTRACTS



**Jennings  
Flavoring  
Extract  
Co.**

19 and 21 So. Ottawa St.  
Grand Rapids, Michigan



No. 2 Folding Box  
10c Lemon

15c Vanilla

20c Lemon

Folding Box Tapers

25c Vanilla



### Soft Hats Out of the Running This Season.

Brown derbies both justified and disappointed expectations during the month. In some sections the sales were surprisingly large, while in others the demand was meager and halting. Of course, much depends upon the attitude of the retailer. If he have faith in the brown derby and press it upon his trade both through his window displays and by personal urging, results are instantly forthcoming. If, however, he waits for the demand to manifest itself and does nothing to promote it, the sales languish. Nobody questions the desirability of making brown the vogue after several seasons of sober black and the situation is in the retailer's hands. In the windows of all the prominence is given to the brown, but, unlike a year ago, nobody seems to be willing to plead its cause vigorously. Public taste is variable and influenced by no laws that can be traced to a logical source. But the undoubted fact that the brown derby has been worn all winter with morning coats by the best-dressed men, and that it has the seal of fashion stamped upon it, should have its effect with both dealer and consumer. It goes especially well with the short covert top coats and the russet boots that are very smart this spring.

Soft hats, if the truth be told, are out of the running this season. There is a fair business in browns and kindred shades, but the pearls have not found favor. Soft hat trade, owing to odd changes in public taste, comes in fits and starts, and, while the demand may be brisk one season, it shrinks to insignificant proportions the season following. The only way to make this branch of selling profitable seems to be for the retailer to throw his whole strength in favor of a certain shape, rather than to scatter it among many. One novelty shape with a catchy name to distinguish it will do more to win the trade of young men, who are the soft hat buyers, than a dozen miscellaneous shapes.

Splits continue to lead in straw hats and the principal dimensions are  $2\frac{1}{2} \times 2\frac{1}{4}$ ,  $2\frac{1}{2} \times 2\frac{1}{2}$ ,  $2\frac{3}{4} \times 2\frac{1}{4}$ ,  $2\frac{3}{4} \times 2\frac{3}{8}$ ,  $2\frac{3}{4} \times 2\frac{1}{2}$ ,  $3 \times 2\frac{3}{8}$  and  $3 \times 2\frac{1}{2}$ , in both splits and sennits. Sennits are shown, but the demand has been preponderatingly for split braids, which are scarce and costly. There are a few fancy shapes in straw hats, mostly in soft brims, and a number of plain Jap mackinaws with set brims. A novelty in the last named goods worthy of note is a mackinaw of the yacht shape,  $2\frac{3}{4} \times 2\frac{3}{8}$ . It is striking and effective. So far as fancy bands on straw hats are concerned the university colors are, of course, brisk sellers in college towns. But aside from this, only the black and white bands appear to be in active request.

It is a bit early to consider autumn fashions, but, from indications, black,

brown and, to a very limited extent, pearl will be the derby colors. Pearl, of course, is strictly in the fad class and sales will probably be as light as they have been heretofore, which means next to nothing. The autumn derbies will be  $5\frac{1}{4}$  and  $5\frac{1}{2}$  deep, and  $5\frac{3}{4}$  in rare instances. The brims are to be virtually the same as for spring and the curls heavier, as they always are for fall. Nothing radically different from the accepted forms is looked for and the season seems to hold no surprises.

Panamas have no place this season in any but high-class stocks, and have been relegated to their proper field—the sports. The Panama is a hat of quality that even the extreme vulgarizing, to which it was subjected two years ago, could not drive out. Men who favor it do not grudge paying the highest prices, and while there may be trifling changes in crown, brim and width of band from season to season, it stays the same old hat in the main, always good form for country lounging and games.

Conservatism is a worthy attribute in hats, but it may be so overdone as to render a stock insipid and colorless. Every hat line needs a dash of novelty to freshen and sweeten it, and for this reason the retailer should not hesitate to take up at any time anything that commends itself to his judgment. Search out the new things and if you believe in them, buy freely. The man who shows something new first has a formidable advantage over his rivals. Timidity in seizing opportunities and lack of energy in using them are responsible for much of the dry rot that characterizes methods of hat selling to-day.

We have spoken of the introduction of hats to retail above \$3 by dealers in widely separated sections, and this is a clear proof of the upward tendency of the trade throughout the country. How about you? Do you cling to \$3 as your highest price simply because of habit or tradition? Isn't it a fact demonstrated by experience that one line influences another and that better hats sold means better shirts, better cravats, better collars, better hose, better gloves, better handkerchiefs and better everything? Think it over.—Haber-dasher.

### A Flag To Be Proud Of.

At a Fourth of July dinner in Shanghai a few years ago the English Consul, in toasting the British flag said:

"Here's to the Union Jack—the flag of flags—the flag that has floated on every continent and on every sea for a thousand years—the flag on which the sun never sets."

It was such a strong sentiment that the Americans were a little overawed, until the American humorist, Eli Perkins, was called to toast the Stars and Stripes. Looking directly in the faces of the Englishmen, he said:

"Here is to the Stars and Stripes of the New Republic; when the setting sun lights up her stars in Alaska, the rising sun salutes her on the rock-bound coast of Maine. It is the flag of Liberty, never lowered to any foe, and the only flag that whipped the flag on which the sun never sets."

## For Immediate Delivery

Cravenette Coats, 52 inches long.

All Styles

All Prices

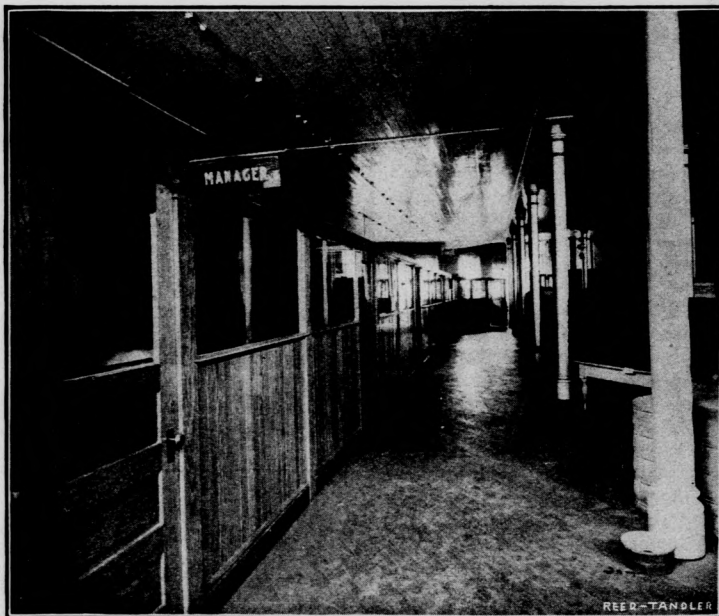
All Sizes

Write or wire us for samples.

## Wile Bros. & Weill

Makers of Union Label Clothing

Buffalo, N. Y.



Office and Salesroom Factory No. 3

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



### Market Conditions in the Underwear and Hosiery Trade.

Weather conditions during the fortnight have been against any looked for improvement in the underwear business. It has been too cool for garment changes, which would naturally influence the demand for mediumweights, and until the retail trade is stimulated merchants will not manifest much interest in heavyweights. So far as the wholesale market is concerned the between-seasons period is somewhat protracted and may not get any better until retailers see their present stocks of summer underwear finding a seasonal outlet.

In staples fall lines are much the same as they are from season to season. More attention, however, has been given to fancies and colors, and these are expected to get considerable more attention just as soon as retailers can be interested. Fancy weave underwear for fall runs into two color effects; black and white are prominent; also grays with black trimmings. Novelties in random mixtures are also shown in flat goods as well as in ribbed.

Domestic makes of fine silk and wool mixtures in colors are vying with imported lines. The home manufacturer has put his best foot foremost this year in the effort to compete with the foreign manufacturers, and buyers say that very distinctive lines of superior grades have been brought out in domestic makes.

Buyers report that in placing fall orders they have given all silk and mercerized derby ribbed goods more consideration than heretofore, as the new lines of domestic make are very superior in their general appearance and trimmings. Besides, the demand for this class of goods has been steadily increasing, and all furnishers who have at least some good trade are obliged to carry all-silk and mercerized underwear. Manufacturers report that it is much easier to sell the real and imitation silk merchandise now than formerly. Previously it was more of a campaign of education, and it was a task to get some retailers to place an order for enough of this class of underwear to make a window display. But as soon as they made the displays they found sales, and from these small beginnings the business has grown very satisfactorily. The finest grades of mercerized underwear have proven serviceable, retaining luster and silky finish through repeated launderings. Since they carry all the rich appearance of silk and are obtainable at the price of cotton, many men prefer the mercerized to all-silk underwear.

A color vogue in hosiery is prescribed by the canons of fashion. The shades selected, however, must be rich and in good taste. Any of the dark browns, blues, or greens with cockings or embroidered insteps in self or contrasting shades are smart for spring. But everything extremely lurid must be strictly avoided, as out of harmony with the generally approved color scheme of the season, which is not a radiant one.

Rich chintz in accordion-plaited stripes, will be worn with low shoes in the early spring. These plaited

hose are a trifle heavier than the gauzes, and are better and cooler for summer. Accordion pin stripes, in the prevailing dark colors, underlaid with a lighter tone, such as chocolate brown with champagne, and which are visible only when the hose is stretched, are surpassingly rich, and like all the elastic-ribbed ankle hose, show to the best advantage when worn with low shoes.

The best things in socks, however, are not limited to dark, sober or rich colors. Beginning with bistre, an olive tan, and loutre, another of the tans with an olive hue, both new in hosiery and exceedingly rich, no matter what other color they may be compared with, we must consider the tans in all their variety, including champagne, beige, mode and castor, all of which, although delicate, will blend well with tan shoes, high or low, and mark the height of the season's fashion in hosiery.

The ornamentation, too, is as delicate in hue and design as the grounds, and consists of embroidered units, art stripes, chintz effects and clocks. Some of the gauze lises have bracelet tops and dropstitch stripes and no embroidery.

For the man who prefers to avoid the ultra and yet remain in fashion the natty extracted patterns in pinhead spots, hairlines and diminutive figurings are recommended. They are obtainable in all the prevailing shades.

Cobweb crepe is the name given a new line of underwear and pajamas out for spring. It is obtainable in knee and full length drawers, sleeve, quarter sleeve and sleeveless shirts and pajamas. The fabric is of light, gauzy texture with a crepe effect which is permanent and will stand the wear of laundering and ironing without flattening. Cobweb crepe will be featured by the principal furnishers this summer as one of the best lines of hot weather underwear introduced in some time. The fabric is woven of very tightly twisted yarns in a crepe weave, making it a comfortable and long service fabric. —Apparel Gazette.

### Putting Ginger Into Stock.

Manufacturers are putting more ginger into shirt and neckwear lines, and have been rewarded by a call for higher grades. Even the pearl buttons used on the \$8.50 lines cost the manufacturer \$1 a gross upward. He only used the cheaper grade of pearl last year, for which he paid 60 cents. The popular \$1 shirt is a better value than ever before, in spite of the advance in the cost of the raw cotton. Just how long this condition will remain so satisfactory is another matter. The condition of the cotton market renders the fall situation extremely dubious. Jobbers are doing all in their power to get their customers to rush their orders, for they have good reasons to fear they will not be in a position to take care of late customers.

The neckwear market is replete with novelties, yet in spite of the great versatility in styles, some of the best sellers can be had to retail for 50 cents. The all-over patterns in neckwear lines are welcomed by

the dealers who seek the rich novelty effect. The variety in the general character of the popular weaves covers an extraordinarily wide range this season. Fancy weaves are coming to the front, and while there is very little change in shapes, the showing from a retail standpoint is most satisfactory.

The medium class trade is calling for the new shield teck, which has a little fold or two on each side of the shield. The aprons are a little longer than heretofore shown, and are adaptable for negligee wear. The one and three-quarter rich reversible in 50-cent grades is also very popular with the department store buyer. Polka and pin dots and checks are as good as ever.

Indications would suggest that louisines, grenadines, twills and mercerized cottons will be the best for summer wear. Some of these fabrics have very recently been brought out in new novelty designs and should appeal to the best trade. The local market is particularly strong on these novelties for filling in. Solid colors are not taking quite as well as was expected, although the call of late is more encouraging for those manufacturers who pinned their faith to the solid shade.

A new four-in-hand with embroidered ends seems to be a "winner" in the novelty line. For the most part these ties are reversible, and the embroidered design is somewhat on the Oriental type. Persian patterns and colorings are selling very well in city haberdashery circles, although country merchants have

bought very light in this line. Some very acceptable numbers can be had to retail for 50 cents.

Neckwear selling has picked up considerably of late, and the country merchants as a whole seem to have done a fairly satisfactory business on the better grades. Manufacturers are now catering to the novelty trade, and, judging by the phenomenal success which dealers are having in the disposition of these goods, the outlook for the novelty cravat is assuring. Retailers report a good demand for medium width four-in-hands of novelty patterns.

### A Disease That Is Rare.

Mrs. Juniper entered the doctor's office dragging by the hand an overgrown boy of 14. She was excited and impatient; he was dogged and glum. "Oh, doctor, he has lost his voice! He hasn't spoken a word for two days," she said.

The boy looked at her sullenly, and suffered the doctor to hold his face up to the light.

"Open your mouth. H'm. Tongue all right?"

"Ya-ah."

"Hold your head up and let me look at your throat. Seems to be something the trouble there. Push your tongue out. Now pull it back. Feel all right?"

"Ya-ah."

"Why, Mrs. Juniper, there is nothing the matter with him," said the doctor, impatiently. "Boy, why don't you talk?"

"How can I when I ain't got anything to say?"

## 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.

**A GOOD LAUGH.****Some of Its Advantages as a Business Asset.**

Speaking of the chances of success, I'll back the man who smiles easily and whose heart voices the genial doctrines of the celebrated Sunny Jim!

The man with a bad case of the blues is—well, he is more or less insane, don't you think? Certainly, he has lost his mental poise and become unfit to do business.

Did you ever have the blues? Did you ever feel as if you could take the "whole business" and throw it in the river, yourself with it? Very likely you know all about it, but did it ever occur to you that a man with the blues is about the most disagreeable animal with which one could come in contact?

Well, he is. A man who is subject to fits of the blues is about the meanest proposition of which we can conceive—while the fit is on.

What are the blues good for anyhow? They are the best thing in the world to drive away trade, the most efficacious means of which we know to lessen the number of our friends.

What is it—this "blues?" The Encyclopedia Britannica says it is a Psychopathological condition, but that doesn't help us any. The question is, how can we get a little happiness out of it, or in business, how can we make it pay?

The advantage one gains by traveling the wrong road is to learn that it is wrong. With this knowledge he can go back to where he started and be certain of his direction when he tries again. It is unpleasant and tiresome going back, but how very contented he feels when he knows he is on the right road.

Now about the blues as a psychopathological condition. Whenever we feel this 18-letter terror coming on it is the easiest thing possible to head it off; we know that it is all wrong.

Did you ever feel sick and perhaps badly scared, go to your doctor to find out what the matter was, then after he had thumped you, felt your pulse, looked at your tongue, and all that, gone out of his office with his prescription in your pocket, feeling 100 per cent. better and be perfectly well the next day without getting the prescription filled? I have many times. The fact is that as soon as we learn we are on the "right road" and not in immediate danger of death, we get well without any other medicine.

A man with a good laugh is welcome anywhere, people are glad to see him; he makes them laugh, radiates good cheer on every side.

When he laughs he begins somewhere inside down about the stomach, the spirit moves from within and manifests itself outwardly by a broad grin on the face. Now if you have the blues and a laughing man meets you, you naturally respond with a broad grin outwardly and it works its way inwardly, doesn't it? When it gets inside you feel better, and if you laugh long enough, the "blues" are gone for that day. It

is a mechanical process pure and simple.

When we get the blues it is certain there is something wrong inside, and I am going to show you how to get rid of them without waiting for the man with the laugh.

When you feel depressed, go where you can find a mirror, and look at "yourself" in the glass. What do you see? A face as long and as serious as a deacon's, a forlorn, dejected human being, apparently without a friend on earth.

Now begin; draw your face up into the semblance of a smile; make it broader and broader until you produce a nearly perfect representation outwardly of the merriest spirit in the world—then laugh outright, ha! ha! ha! ha! ha! ha! ha! ha! ha! By the time you have finished a dozen or more ha! ha's! you will feel as if you never knew trouble. Try it.

The laugh will work its way from the outside toward the inside and you will feel good all over.

A good laugh sells goods.

A good laugh gets better prices.

A good laugh overcomes competition.

A good laugh makes friends.

A good laugh—is the greatest nerve stimulator in the world; it will enable you to accomplish the best things of which you are capable because it drives away the blues and makes you right with yourself.

Many men go to business in the same spirit that they go to church and are as serious about it as the most gloomy religionist.

"Be sincere but not too serious." Do not believe that everything is going to rack and ruin if a wheel comes off the delivery wagon or a customer fails, owing you money. You can not avoid some things, try as you may—so laugh and grow fat.

W. N. Aubuchon.

**Recent Business Changes Among Indiana Merchants.**

Advance—W. H. Dean has taken a partner in his general merchandise business under the style of Dean & Bowman.

Connersville—The Murphy Cigar Co. succeeds H. L. Hunt in the cigar business.

Crandall—The style of T. J. Stevens, general merchandise dealer, is now Stevens & Fisher.

Decatur—H. S. Steele has discontinued his grocery business and retired from trade.

Frankfort—W. H. Cullom & Son continue the feed business of W. H. Cullom.

Hartford City—Christie & Tincher have retired from the boot and shoe business.

Logansport—The Schroeder-Porter Shoe Co. has purchased the boot and shoe stock of J. B. Winter.

Martinsville—Nutter & Evans continue the drug business formerly conducted under the style of H. H. Nutter.

Miller—Blank & Son, dealers in general merchandise, have dissolved partnership. The business is continued by Chas. A. Blank.

Reynolds—C. A. & W. R. Lawson is the new style under which the

agricultural implement business of W. R. Lawson is continued.

Richmond—C. F. Woodhurst succeeds J. S. Zeller in the roofing business.

Terre Haute—Claude Chappelle, grocer and meat dealer, has sold out to Kiefner Bros.

Terre Haute—W. F. Hertfelder, of D. E. Chopson & Co., dealers in notions, is dead.

Terre Haute—R. E. Montague, engaged in the manufacture of wrappers at this place, has discontinued the business.

Troy—Geo. T. Mosby, dealer in drugs and jewelry, has sold his stock to Isaac N. VanWinkle.

Greensburg—The Greensburg Cash Grocery Co. has filed a petition in bankruptcy.

Huntington—John M. Flack, dealer in harnesses and implements, has filed a petition in bankruptcy.

New Waverly—Louis J. Conger, dealer in general merchandise, has taken advantage of the bankruptcy laws.

Sanborn—A. E. Crane & Son, general merchandise dealers, have made an assignment.

Silver Lake—Thos. J. Colbert & Son have uttered a chattel mortgage on their general merchandise stock.

**DO YOU WANT TO KNOW**

about the most delightful places in this country to spend the summer?

A region easy to get to, beautiful scenery, pure, bracing, cool air, plenty of attractive resorts, good hotels, good fishing, golf, something to do all the time—economical living, health, rest and comfort. Then write today (enclosing 2c stamp to pay postage) and mention this magazine and we will send you our 1904 edition of

**"Michigan in Summer"**

containing 64 pages, 200 pictures, maps, hotel rates, etc., and interesting information about this famous resort region reached by the

**Grand Rapids & Indiana R'y**

"THE FISHING LINE"  
PETOSKEY WHEATONING MACKINAC ISLAND  
BAY VIEW WALLOON LAKE TRAVERSE CITY  
HARBOR POINT CROOKED LAKE NORTHPORT

A fine train service, fast time, excellent dining cars, etc., from St. Louis, Louisville, Indianapolis, Cincinnati, Chicago.

C. L. LOCKWOOD, Gen'l Pass. Agt.

Grand Rapids & Indiana R'y, Grand Rapids, Michigan

# 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

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.

**3 1/2 Per Cent.**

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 2 1/2 Million Dollars

## The William Connor Co.

Wholesale Ready-Made Clothing Manufacturers

28 and 30 South Tonia Street, Grand Rapids, Michigan

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

Mail orders solicited.

Phones, Bell, 1282; Cit., 1957



**KILLING THE COUNTRY.**

**Australia Blighted by the Domination of Unionism.**

Tradesunion domination is fast killing Australasia as an industrial country. Organized labor in the great Southeastern continent is a blight on business there and makes life almost intolerable except for its own membership. Thousands of the best people are leaving Australia every month for permanent residence in other parts of the world.

The steadily increasing number of these departures from New South Wales and Victoria for Canada, South Africa and even the British Isles is beginning to awaken alarm in the commonwealth. The steamers of the White Star and other lines are continually leaving Australian ports with full passenger lists, and nearly the whole of the passenger accommodation has been booked for several weeks to come. During the first six months of last year, according to official reports, no fewer than 16,327 persons left New South Wales alone for ports outside the commonwealth, the emigration exceeding the immigration by 2,116. In addition, there was a large influx of New South Wales and Victorian population into Western Australia. This is one of the immediate effects of union labor legislation in the mother state and Victoria. The people who are leaving Australia are no mere birds of passage. They are mostly a class who have been born or long settled in Australia, many being steady, competent tradesmen; not a few belonging to the ranks of master craftsmen, others being pastoralists, farmers, station hands—in fact, the very men of which the commonwealth stands in most need. Scarcely any are tradesunionists. The non-unionist, under the new order of things, has no place in Australia. The New South Wales industrial arbitration court and the Victorian wages boards all refuse to recognize his existence. He must either join a tradesunion or—starve.

In New South Wales provinces the population during the decade 1891-1901 remained almost stationary or showed only a limited increase, while during two succeeding years there was a marked decline. These facts afford a scathing commentary on the union labor policy of the existing state government. "Here," we are told, "is a country whose state industrial institutions are now run solely in the interests of the worker; whose politicians leave no stone unturned to meet his every demand; in which, out of all countries in the world, it might be thought that labor had found its elysium;" and yet the working man, as well as his employer, finds he can not make a living in it—not in a land capable of supporting the whole of the European populations several times over. The labor union party is the declared enemy of private enterprise and free labor. Only a month or so ago a deputation waited on a member of the state ministry, in place of the state premier who was absent, to ask that the manufacture of wire netting might be included in the list of state industries, and it received a sym-

thetic reply. If a state wire netting factory is established, all the private works must be closed. It is the same with the docks. Private enterprise is ready to supply the port of Newcastle with some dock accommodation urgently required, but the union labor party insists that it shall be provided at the cost of the state, and when it is pointed out that further state loans will be difficult to obtain the reply is: "Increase the taxation on capital." No wonder the capitalist as well as the laborer is anxious to leave a country in which they are treated as enemies of the public welfare!

How different was the situation a few years ago, previous to the advent of the union labor party in state and federal politics! As Mr. Reid, the leader of the federal opposition, lately pointed out, Australia is the only new country in the world which is not attracting population. Between 1861 and 1891 the additions to the Australian population were between 700,000 and 800,000, but during the last ten years the excess of arrivals over departures was only 5,000. At this rate of progress it would take 1,200 years to reach the level attained ten years ago. In the one state (Victoria) where there has been the most legislation to make the country happy, in the one state in which there have been all these efforts to do justice to the working people—wages boards and taxes to promote colonial industries and so on—people have cleared out of it more extensively than they have out of the other five states. In the last ten years Victoria has lost 110,000 people. Official statistics show that the excess of emigrants during the period of 1891-1901 was as follows: Victoria 112,579, South Australia 18,219, and Tasmania 1,948. During the same period the excess of immigrants was: Western Australia 130,133, Queensland 21,221, and New South Wales 9,423.

With the commencement of union labor legislation under the administration of Sir John See, New South Wales began to share the fate of Victoria, and appears destined now to lose the greater portion of its most capable population within the next few years unless the prohibitive restrictions on labor and capital become modified, if not removed. No wonder that thoughtful men, like the President of the Sydney Chamber of Commerce, ask, "Has New South Wales ceased to attract the desirable immigrant, the man with more or less capital, or he whose sole fortune is represented by strong hands, a clear head and a brave, stout heart?"

**The Secret of Success.**

"What is the secret of success?" asked the Sphinx.

"Push," said the Button.

"Take pains," said the Window.

"Never be led," said the Pencil.

"Be up-to-date," said the Calendar.

"Always keep cool," said the Ice.

"Don't do business on tick," said the Clock.

"Do a driving business," said the Hammer.

"Never lose your head," said the Barrel.

"Aspire to do greater things," said the Nutmeg.

"Make light of everything," said the Fire.

"Make much of small things," said the Microscope.

"Never do anything offhand," said the Glove.

"Spend much time in reflection," said the Mirror.

"Do the work you are suited for," said the Flue.

"Get a good pull with the ring," said the Door-bell.

"Be sharp in all your dealings," said the Knife.

"Find a good thing and stick to it," said the Glue.

"Trust to your stars for success," said the Night.

"Strive to make a good impression," said the Seal.

**Japanese To Grow Tall.**

It is predicted that in a generation or two the Japanese will be as tall as the average European or American. The Japanese spine is as long as ours. The shortness of leg is due to the now abandoned habit of sitting upon the ankles, by which the arteries were "kinked" and the growing bones thereby deprived of proper nourishment.

No man or woman of the humblest sort can readily be strong, gentle, pure and good without the world being the better for it, without somebody being helped and comforted by the very existence of that goodness. —Phillip Brooks.

We Prepare  
or  
Audit and Certify  
to the  
Annual Statements  
and  
Balance Sheets  
of  
Corporations

City or Town Treasurers,  
Partnerships or Estates

through our  
Auditing & Accounting Dept.

**The Michigan Trust Co.**

Grand Rapids, Mich.

Established 1889

**RUGS** FROM OLD CARPETS  
**THE SANITARY KIND**

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

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

**World's Fair Edition**

**THE SHOE & LEATHER GAZETTE**

May 5, 1904

Price 10 cents post paid

Three months' subscription 25 cents

**TABLE OF CONTENTS**

- (1) Complete descriptions of the model factories for making shoes and rubbers in the Manufacturers' Building at the World's Fair.
- (2) Descriptions of the leather and rubber, and shoe machinery exhibits.
- (3) a. Illustrated account of the processes of making shoes.  
b. An illustrated account showing the processes of making rubber footwear.  
c. Description of the processes of tanning leather, as shown in the working exhibits.
- (4) Special contributions by prominent retail shoe dealers, upon store-keeping problems, as buying, advertising, selling, stock keeping, credits, management of sales-force, etc.
- (5) All the regular departments, findings, window trimming, ad. helps
- (6) Trade terms revised and corrected.  
a. Pertaining to shoes and shoemaking.  
b. Pertaining to leather and tanning.
- (7) Named shoes, a list of the leading brands, with names and addresses of manufacturers.

.....**DETACH THIS COUPON HERE**.....

**THE SHOE & LEATHER GAZETTE, ST. LOUIS, MO.**

Gentlemen: Enclosed find 25 cents in stamps. Please send us your paper three months beginning with the World's Fair Edition, May 5, 1904.

Name .....

Town.....State.....

## SHOES

### Things Noticed by a City Clerk in the Country.

I took a short run out into the country last week and, finding my shoe friend very busy and short of help, consented to help him out. I didn't have to be urged very much as I wanted to see how much difference there is between waiting on city and country trade, and also see how my country friend had his stock arranged and what class of goods he sold; so I took off my hat and coat and sailed in.

I noticed that the other clerks, as well as the proprietor, had their coats off and their hats on, but I couldn't prevail upon myself to appear before customers in that attire, so I compromised by taking off both coat and hat.

It took me some time to catch on to the stock, as the arrangement was quite different from what I had been used to in a city store.

There was an entire lack of system, and I observed that the old clerks even had difficulty at times in finding what was wanted.

There would be a dozen pair of men's shoes, for instance, sandwiched in between two lines of women's shoes; Oxfords were found in with the plow shoes; baby cacks were scattered promiscuously throughout the whole stock, and there were several cases on the floor which should have been on the shelves, as there was plenty of room. Altogether it was a hard proposition for a strange clerk to handle, but I eventually caught on to some of the lines and commenced to wait on trade.

The first customer I had was an old lady. As there was only one setttee on that side of the house I hunted up a chair for her, got a piece of wrapping paper spread down to keep from soiling the shoe, and started to take her shoe off. "Hold on, young man," said she, "I don't want to try on any shoes, for I know just what I want. I've been wearing a 6 EE for the last thirty years, and that's the only size I want." I got down two styles of old lady's bails, \$1.50 and \$2.

She asked the price of each and after running her hand in them to see if they were wide enough and looking at the size on the lining to see if it was correct, she bought the \$1.50 shoe with the remark that "she guessed they were good enough for her, as a pair lasted her about two years."

I then went to wait on a young lady who wanted a pair of slippers. She very graciously let me remove her shoe and I saw that she was wearing a 4 1/4. Without asking her what size she wanted I brought her three styles of strap slippers. "Oh, my, I don't mean them; I want low quarters."

I never could imagine why country people, and a great many city people as well, persist in calling an Oxford a slipper, but they will do it, and

so far I have been unable to stop it.

I brought her two styles of Oxfords, \$1.50 and \$2, which she tried on. The \$2 one suited her best and, as it fitted perfectly, she asked the price. "Two dollars," said I. "Oh," said she, "I wanted to pay \$2.50."

I replied that I would be glad to show her something better, but I took care to take the \$2 shoe back with me when I went to look, for I had seen one of the other clerks miss a sale a few minutes before on a \$2.50 shoe in the same size I wanted, and sure enough there was nothing in stock between 3 1/2 and 5 1/2, but I thought I would make another try for her money, so I took the \$2 one back to her with the remark that, "Here is one that will please you," put the same identical shoe on her foot, laced it up, told her it was \$2.50, and she went out of the store well pleased with her purchase.

Did I do wrong in that case? Like all other questions, there are two sides to it.

I satisfied the customer in the fit and style of shoe and the price was satisfactory, and the house would have missed the sale and probably lost a customer if I had done otherwise.

On the other hand, I deceived the customer, betrayed her confidence and sold her a shoe for 50 cents more than it was worth. In this particular case the wear of the shoe might justify the price, but if that practice were allowed to go unchecked it would result in a great abuse of the privilege and some clerks would carry it to excess, and if I had been a regular salesman in that store I would have told the young lady the truth and missed the sale.

One of the largest and most successful shoe stores west of New York marks the price on the sole of every shoe in the house, and there is not a single salesman allowed to deviate from that one cent, and when I need a pair of shoes I go there to get them, well knowing that I am not paying any more than my neighbor for the same shoe.

My next customer was a young man from down in the hills who wanted a "Sunday shoe." He ambled into the store, leaned up against the base, spit on the floor and described the kind he wanted as near as he could. I induced him to sit down and take off one of his shoes, which I saw was a No. 9 and too short for him.

In reply to my question, "What size do you wear?" he answered, "No. 8." "These are No. 9," said I, "and they seem too small." "Yes, I know they are," said he, "but them's my every-day shoes and I always wear a size smaller for Sunday."

I asked him what he had against his feet on Sunday that he wished to pinch them—told him that of all days he should be comfortable on the only rest day of the week, etc., but with a grin and another spit he insisted on a No. 8, which I showed him in a satin calf, London toe, which was sold for \$2. "I want something 'pintier' than that," said he.

I showed him one with a coin toe,

## Our No. 104 Ladies' Vici \$1.50 Shoe

Leads the world. Send for sample case at once—you need them.

### WALDEN SHOE CO., Grand Rapids

Shoe Manufacturers

## WEARS TWICE AS WELL

**The New Customer Says:** "HARD PAN SHOES are good shoes, but the price is a little more than the people will pay."

**The Old Customer Says:** "HARD PAN SHOES cost a little more, but they sell better than any other shoes of the kind, and wear twice as well."

Wear does the business.

### Herold-Bertsch Shoe Co., Makers of Shoes

Grand Rapids, Michigan

## LYCOMING RUBBERS

We are state agents for this famous line of Rubbers. We have recently added a large warehouse to our already commodious quarters, and are in position to fill all orders promptly, which will be appreciated by all dealers on account of the heavy demand for rubbers at this time of the year. Send us a trial order for the best rubbers made.

### Waldron, Alderton & Melze

Wholesale Boots, Shoes and Rubbers  
131-133-135 North Franklin St., Saginaw, Mich.

## We Never Were

in better position to give our customers better goods, better prices and better service than at the present time.

### WE NEVER WERE

so far ahead of previous sale records as at the present time. In connection with this we wish to assure our customers who have placed their fall orders with us for rubbers, that

### Lycomings as well as Hoods

will be delivered in a most prompt and satisfactory manner, hearsays notwithstanding.

Don't forget to send us some sizing orders on leather goods.

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



which he tried to try on, but got stalled.

I explained that I had the same thing in a wider last, which would probably be all right. As I turned to get it he said, "Don't bring anything but an 8." This particular line was marked in French sizes and I brought out a 9½, which was plenty close on him. I told him it was an 8 and he bought it with the remark that he "hoped it would wear better than the last pair, as he only wore them eight months and then had to take them for every day." My conscience did not trouble me in the least over this transaction and I did not feel as if I had told a lie.

He couldn't possibly have worn the 8 and he would have gone out without buying if I had told him it was a 9½, so I did both him and the proprietor a favor by misrepresenting the size.

I next had a set-to with a whole family, a man and his wife and four children, one of which was a baby in arms, and if there is anything a shoe clerk dreads it is to sell a pair of baby cacks.

To begin with, the mother is more particular about her baby's shoes than she is her own, and as a country store only carries two or three varieties the clerk is handicapped to start with, and then putting one on a baby's foot is an almost impossible task. The little chap will double up his toes the minute he sees a shoe coming his way and seemingly do all he can to prevent its being put on, occasionally emitting a yell as if he was being massacred, and the clerk most always has to surrender in favor of the mother, who can put a No. 2 on a No. 3 foot without a struggle, and to add to his horrors the clerk must look pleasant and even smile and talk baby-talk throughout the proceedings, but no matter if the little one only wants a 25-cent pair the salesman must be very careful to please, for the future patronage of the whole family rests on that particular sale.

But the baby was finally fitted satisfactorily, and the rest of the family were very easy to please, except a little 6-year-old boy, who wanted a "pair like papa's." After objecting to three or four pair I tried on him, because they were "girl's" shoes, I finally induced his mamma to buy a pair of "little gent's" for him, and the whole family went out in good humor.

Altogether it was a very interesting day for me, and I picked up several new thoughts and ideas which were entirely foreign to an up-to-date city store.—Shoe and Leather Gazette.

#### Duped by Bogus Antiquities.

Nearly every American who goes to Europe for a short vacation brings back some souvenir of his journey in the shape of an article of bric-a-brac, perhaps a piece of furniture of guaranteed antiquity or maybe an old tapestry that is said to have been hung in one of the feudal castles that dotted the continent during the middle ages. Yet the chances are about fifty to one that the American has been imposed upon and that the arti-

cle for which he paid a fancy price as an antique was really made in one of the workshops of the continent last year or perhaps it is not even as "ancient" as that.

There is such a demand for antique furniture nowadays that the demand is far in excess of the supply. But it is certain that the supply will never be allowed to fail so long as the demand exists. Of course, there is very little genuine antique furniture to be picked up and the dealer must either turn away good customers or else fabricate the furniture.

For example, a man will pick up an antique bedstead in a remote country place which costs him only a dollar or less and from it will fashion an antique cabinet which would deceive anyone except a connoisseur, and quickly find a purchaser who will be willing to pay him from \$150 to \$300 for it. With the aid of sulphuric acid and French polish he will make it as black as ebony and a few minutes with a shotgun will riddle it with worm holes in the most realistic and artistic manner.

In the same way an old chest of drawers or a wardrobe, the designs of which are not sufficiently artistic to find a purchaser in that form, can be converted into a costly piece of furniture, which has every appearance of a well-preserved example of sixteenth or seventeenth century work. And likewise a genuine antique can be converted into a number of pieces, any one of which will bring the price which the original would have sold for.

An ingenious way of disposing of this bogus furniture is to send it to some remote country cottage, where the custodian, coached for the purpose, will explain to the unsuspecting purchaser that "it has been in the family for centuries." The collector has no reason to suspect this statement, and he adds the bogus treasures to his collection with joy in his heart at his good luck.

It occasionally happens that a dealer chances upon a treasure-house of real ancient furniture in some out of the way corner of the world. The owner knows little of the real value of what he calls "rubbish," and as a rule it has been relegated to the attic years before. He regards the dealer who pays what to him seems a fabulous sum for the old furniture as a rich man with a hobby, and, taking the money, proceeds to refurnish his house with furniture of the most modern design—spring plush rockers, box couches and enameled beds.

#### Mixed Relationship.

A lawyer recently received a call from a new client, a man bent upon recovering a sum of money advanced upon a note and not repaid.

"Who is the client?" asked the lawyer.

"Oh, she's a relative of mine."

"How nearly related?"

"Very nearly."

"But, my dear sir," persisted the lawyer, "you must be more explicit."

"Well, she may be my mother-in-law."

"May be? Then you are likely to marry her daughter?"

"I've already married the daughter."

"Then, of course, the defendant is your mother-in-law?"

"Perhaps you'd better hear the whole story," returned the client. "You see, a year ago we lived together, my son and I. Across the way lived the Widow Foster and her daughter, Mary, I married Mary, and my son married the widow. Now perhaps you can tell me whether my son's wife is my mother-in-law or my daughter-in-law."

The lawyer did not answer. The problem was unfamiliar. He was not ready.

"I—don't think I can take your case," he said. "It presents too many complications."

"Very well," returned the man, taking his hat, despondently. "But there's one thing I forgot. Since our double wedding a child has been born to each of us. What relation are those two children to each other?"

#### Gas or Gasoline Mantles at 50c on the Dollar

GLOVER'S WHOLESALE MDSE. CO.  
MANUFACTURERS, IMPORTERS AND JOBBERS  
of GAS AND GASOLINE SUNDRIES  
Grand Rapids, Mich.

## Sporting Boots



May 1st is fishing day.  
Quit work, seek rest  
in play.

There will be a  
large demand for  
Sporting Boots  
this spring. Order

The  
"Glove"  
Brand

THE BEST MADE  
Hirth, Krause & Co., GRAND RAPIDS  
MICHIGAN

## High-Cut Shoes are a Specialty of Ours



OIL GRAIN CRUISER

Among the large  
variety of styles in  
different heights that  
we make you will be  
sure to find one or  
more kinds that will  
just suit the hard  
wear needs of the  
farmers and lumber-  
men of your vicinity.

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

## GARDEN CITIES.

## Plan Proposed to Check Physical Degeneracy of City Life.

A most significant incident occurred in connection with the recent South African campaign, to which insufficient attention was paid at the time. In order to recruit its military strength the British government was compelled to materially lower its standard of stature, a standard already so low that men who barely reached its limit would have been barred from military service in most civilized countries. Even with this relaxation of requirements it was difficult to find men physically fit for service, and in one industrial center of England out of 11,000 applicants for military service 8,000 could not succeed in stretching their heads up to touch the measuring bar.

These humiliating facts can be construed to mean but one thing—the bodily degeneracy of a race once notable for its fine physique. This physical degeneracy, passed over by England's friends at the time of its confession and overlooked by England's enemies, has now become a subject of grave consideration in the United Kingdom. Its causes are obvious. Foremost among them are poverty and want, blighting the offspring of the poor who congregate in all of the large cities. Secondly, it is due to the occupations of the bulk of the laboring people. The British have been called "a nation of shopkeepers." They are worse off than that in these days, for they have become essentially a nation of factory hands. Country life and rural occupations, which amid every race and in every land have bred a vigorous people, have been abandoned for the town, with its enervating associations and occupations, the stifling air and dwarfing labor of manufactories, the long hours and cruel exhaustion of work along the docks, sedentary and disease-breeding lives at the desk or behind the counter. Most serious menace of all, those who are studying present conditions believe that they have found a tendency to deficient brain power in the townsman, a failure of mental vigor corresponding to the decadence of muscular strength. When a race goes into mental and physical decay the situation becomes a very serious one, and it is not to be wondered at that some of the wisest men of England have earnestly sought a remedy. By a process of reasoning as unique as it is sane and wholesome, they have agreed that the country man gravitates to the city, and will continue to gravitate thither, for certain advantages and attractions which it holds out, that the city man can not be turned back into the agriculturist, and that therefore the problem before them is not only how to extend the advantages of country life to the artisan, but also how to enable the agriculturist to share the advantages of town life. It is believed that an abundant supply of fresh air is more necessary to healthy existence than an abundant supply of food, and the assertion is made that where one person dies of starvation a thousand suffer through insufficient and pol-

luted air, the surest breeder of disease.

The remedy, therefore, must be sought either in a radical alteration of existing towns or in some fresh method of distributing population upon the land. Efforts of the former sort are everywhere in progress, but they are half-way measures, ameliorative rather than curative. The alternative proposed is to provide new sites for industrial towns, to be known as garden cities, where there shall be a due proportion of population to area, with the reservation of an agricultural belt of adequate size around each town. In the development of this plan increase of population would be provided for by overflow to contiguous towns established under similar conditions, each with its agricultural belt as a pure-air zone, all connected by the best means of modern transit, yet forming, in essence, one community for social and business purposes. It is believed that manufacturers, who are already being driven out of the large cities by reason of high rents, contracted building area, oppressive building regulations and high wages required to sustain operatives in the metropolis, will welcome such a plan; while to residents every manner of allurements in the way of ample breathing room, broad streets, large lots, numerous parks and public squares, public recreation grounds, allotments, and so forth, would be offered. The agricultural belt surrounding such a city would naturally be eagerly sought by the farmer and would provide for a prosperous rural population, subsisting upon lucrative industries in the way of dairies, poultry farms, vegetable gardens, small fruit farms and orchards, with a market for their products almost at their doors.

Utopian as this plan may seem, it is no mythical proposition, but one

which is to be put promptly into effect. Already a Garden City Association has been formed in England, which is making ready to initiate a practical experiment along these lines. The company has registered under the title of The First Garden City, Limited, and it has purchased a site of 4,000 acres about thirty-five miles from London. Here it will found its model town, and if the experiment shall prove successful the initiative will be quickly followed by the acquisition of new sites and the founding of new cities. This enterprise is not in the hands of dreamers, but has been undertaken by practical and experienced business men. Their present purpose is to check the congestion of settlement in large cities, with its train of disease and moral and physical decadence. Their future hope is to open the way for recovering the physical standard of England, as a necessary preliminary to the development of an imperial race. They realize that at best they have but taken the first step in a task which will tax all the energy and all the intelligence of the country to consummate during the twentieth century.

We of America can not afford to look idly and indifferently upon this splendid enterprise. If we will but cast our eyes around us we may discover at home tendencies and threatened results which parallel England's present misfortune. Throughout the United States population is tending to the great centers with a momentum which, if unchecked, will require comparatively few years to make the evil results marked upon the mass of our people. The remedy which crowded England can only find with the utmost difficulty is easily within our grasp. Here we still have ample room. They who would establish garden cities in

America can with little effort obtain large tracts suitable for town sites, attractive to look upon, in a picturesque setting, with every advantage in the way of salubrity, ample water supply and convenience to transportation facilities.

## The Black Hen's Eggs.

The other afternoon a woman entered a grocery store on South Division street and, stepping up to the proprietor, said:

"I want 50 cents' worth of eggs, and prefer those laid by black hens."

"Well, I'd like to accommodate you, madam, but as long as I've been in this business I never learned how to tell the eggs of a black hen from a speckled or a white one."

"Yet," continued the woman, "there is a great difference, and eggs laid by black hens are easily distinguished."

Accepting the invitation, the woman carefully selected the eggs, and as she put the last one into a paper bag the astonished grocer exclaimed:

"Gracious! Do black hens lay all the big eggs?"

"Yes," replied the customer, gliding toward the door, "that's how you tell them."

## Timed.

"That was a great sermon you preached this morning," said the old deacon, "and it was well-timed, too."

"Yes," rejoined the parson, with a deep sigh, "I noticed that."

"Noticed what?" asked the puzzled deacon.

"That several of the congregation looked at their watches frequently," answered the good man, with another deep sigh.

Vim, vigor and virtue are just as good graces as any merchant need covet.

# You have had calls for HAND SAPOLIO

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

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

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



**MAKING DIRT ROADS.**

**Where Stone or Gravel Can Not Be Had.**

Mr. D. Ward King, of Missouri, thinks he has solved the problem of caring for earth roads so that they may be traveled with comfort at any season of the year. Yet after he had built a mile of road and kept it as an object lesson for his neighbors, it was almost impossible to get them to adopt his system, simply because it is so inexpensive that it looks impractical. Finally one tried it, then another, and another till the movement is gaining, and now many miles of earth roads are being kept in good condition as the outgrowth of one man's persistent effort.

It is a simple plan of dragging with a specially prepared drag. The Missouri State Board of Agriculture hearing of the plan sent an expert in the worst time of year to report on the condition of the road on which Mr. King had been experimenting. The expert reported that it would be worth \$100,000 annually to the farmers of Missouri if they would make and maintain roads by this plan. Mr. King has been sent all over Missouri explaining the process. Other states have called for him, Ohio among the number, and so impressed were the farmers at the Ohio State Farmers' Institute that nearly one hundred of them pledged themselves to go home and begin work at once. As soon as his method was explained the general remarks were: "How simple, why did I not think of it before."

"I feel a little hesitancy in showing you the model or telling you what has been done," said Mr. King, "for you will likely not believe me until you try. The entire secret is in keeping the road-bed smooth and hard, and with sufficient elevation in the middle, with sloping sides, to insure good drainage. To get this condition I use a common split-log drag." The drag is made of light wood, preferably of red, or "slippery," elm. Oak is too heavy draft for the team. The log should be about nine feet long and ten or twelve inches through. Face the split, or flat, sides, place them on edge, about thirty inches apart, and connect with three benches, as in a sled. It is better to shoe the front piece about two-thirds of its length. The shoe may be made from an old wagon-tire. It should not project down more than one-fourth of an inch. A chain or wire, fastened twelve to eighteen inches from each end serves as a hitch. Make a light platform for the driver, but do not fasten it to the drag, as it is sometimes desirable to clean out rubbish under the platform.

Next in importance to the drag is the hitch. This should be so arranged that the earth is worked toward the center of the road.

After each rain or thaw go down one side of the road with this drag, and back the other. This is all that is necessary. If you will observe, you will see that as soon as a team goes on the road, it follows the path of other teams, and travel is all on one piece of road. By dragging, the

moist earth is evenly distributed over the entire surface, and there is no inducement for teams to follow one track instead of another. Dragging gives a smooth surface, and the elevation of the center aids in drainage. Instead of the moist earth being churned into a puddle, a really watertight mixture along a narrow track is pounded and cemented together over the entire surface. Dragging after each rain or thaw is really a preparation of a smooth, hard, elevated surface that will quickly shed the next rain. Some go so far as to drag before a rain, and this is a good plan if one will keep it up, as it gives a smooth surface, from which the water will quickly drain or be evaporated. But do not neglect to drag after every rain.

Mr. King said that fully ninety-nine and one-half per cent. of the roads of Missouri are of clay soil, and that it will be many years before even the main thoroughfares are piked or macadamized. He favors the building of hard roads as rapidly as public sentiment and finances permit, but in the meantime the hard earth road, kept hard and smooth by dragging, is the cheapest and most feasible means of maintaining roads in fit condition for travel the year around. The hard earth road is a connecting link between the old mud road and macadamized roads. Mr. King favors organized effort after people have become aroused to the possibilities of dragging. In the meantime one object lesson is of as much value as a dozen sermons.

**Eight Great Secrets of Success.**

A certain fellow who answered advertisements in cheap story papers has had some interesting experiences. He learned that by sending \$1 to a Yankee he could get a cure for drunkenness. And he did. It was to "take the pledge and keep it."

Then he sent fifty two-cent stamps to find out how to raise turnips successfully. He found out—"Just take hold of the tops and pull."

Being young, he wished to marry, and sent thirty-four one-cent stamps to a Chicago firm for information as to how to make an impression. When the answer came it read, "Sit down in a pan of dough." It was a little rough, but he was a patient man and thought he would yet succeed.

The next advertisement he answered read: "How to double your money in six months." He was told to convert his money into bills, fold them, and he would see his money doubled.

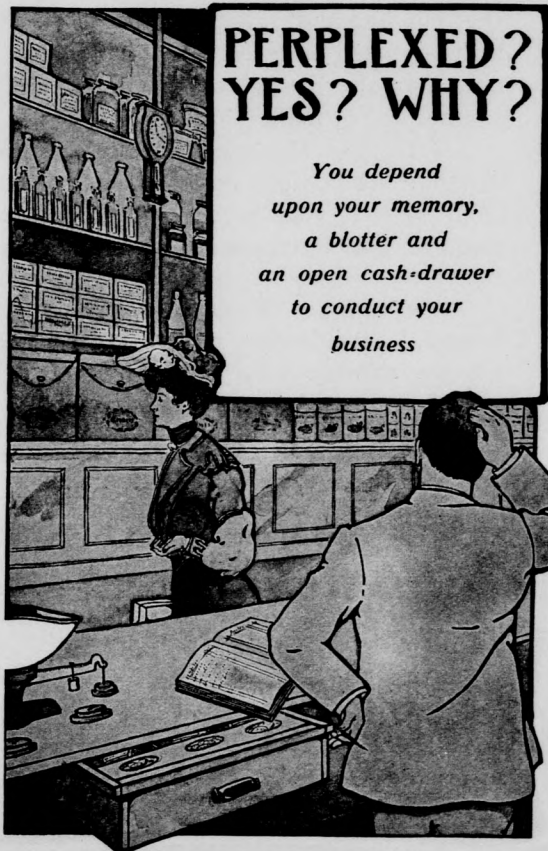
Next he sent for twelve useful household articles, and he got a package of needles.

He was slow to learn, so he sent \$1 to find out "how to get rich." "Work like everything and never spend a cent," and that stopped him.

But his brother wrote to find out how to write without a pen or ink. He was told to use a lead pencil.

He paid \$1 to find out how to live without work, and was told on a postal-card, "Fish for suckers, as we do."

Grumble is the spur which hastens the steed of trouble.



**PERPLEXED?  
YES? WHY?**

*You depend  
upon your memory,  
a blotter and  
an open cash-drawer  
to conduct your  
business*

**DON'T WORRY**

**Buy a Cash Register and Save Your Energy  
to Sell Goods**

A 1904 model "National" will do your bookkeeping.

It takes care of

1. CASH SALES
2. CREDIT SALES
3. CASH RECEIVED ON ACCOUNT
4. CASH PAID OUT
5. MONEY CHANGED

**"Machinery makes no mistakes"**

A few moments of your time talking to an N. C. R. representative will be a good investment. It will cost you nothing and puts you under no obligation to buy. Send the coupon today.

**National  
Cash Register Co.  
Dayton, Ohio**

Agencies in All Principal Cities

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

Name \_\_\_\_\_

Address \_\_\_\_\_

### What One Lesson in Classics Did for Him.

Written for the Tradesman.

It was an hour after school and the old clock on the wall patiently ticked and the schoolmaster—his name ought to have been Job—patiently waited and the boy with a scowl on his otherwise handsome face made a great deal of rattling with the leaves of a hardly used school book. Five—ten minutes went slowly by and then with a look at the clock and another at the unruffled man behind the desk, the boy "guessed" he was ready to recite his lesson. He read rapidly and correctly: "At their approach so great a change of affairs took place that our forces, even those who weakened by wounds had fallen, leaned upon their shields and began to fight again."

"Stop there. What was there worth mentioning in their leaning against or upon their shields and renewing the fight?"

Ordinarily the question would have called forth something equivalent to an explosion; but circumstances alter cases and Caesar and his Roman legion were not just then burdening that youthful mind. His answer was in harmony with his then indwelling thought.

"I d'n' know. I don't know anything about it. I hate the stuff anyway, and I don't see what's the use of bothering with it. I'm not going to be a lawyer or a doctor. I'm not going to preach and I wouldn't be a teacher(!) for all 'Gaul' then or now. Why can't I drop it and put the time I'm wasting on this upon my other studies? Mother doesn't care much and father'd let me drop it in a minute if you'd only say the word. Say it and let me out of it. Won't you? Say yes, won't you?"

"We'll talk about that after you've answered my question. What was there at all remarkable in their fighting propped up with their shields?"

"Why, you see the Romans had got to the end of their string and it was a question of life and death with them. Then what's his name—Labienus—sent some forces to help them. That put a little courage into them and then they had a fight to the finish. Both sides knew it and the Romans went in for all they were worth. Even the fellows that were so weak with fighting and the loss of blood that they couldn't stand propped themselves up with their shields and pegged in, and the result was that there weren't nervii enough to cut any ice ever after."

"You don't suppose, do you, that the men who fought leaning upon their shields amounted to anything so far as the result of the fight was concerned? They were half dead any way and the Romans would have beaten if the weak ones hadn't moved a finger."

"Oh, I don't know about that. Honestly, now, Mr. Forceforth, don't you think that the unharmed Romans fought all the harder when they saw their comrades leaning with one arm on their shields and fighting those barbarians with the other? I know I would. They may not have plied their swords very often, but

I'll bet when the sword did come down there was one less Gaul every time. You said yourself the other day that a good example is worth everything and I don't know of a better place to set it than on the field of battle where the result depends upon what you do right then and there. Isn't that so?"

The descendant of Job looked into the young face before him, bright with the thought that the inspiring text had given, and then with a smile he said, "Rob, I don't believe I need to tell you that you have been answering your own question. From what you have already said you have been paid ten times over for all the bother this study that you make believe hate has caused you, in this one incident; and you are going to be thankful a good many times in your life for having learned this one lesson now. You know to what a pass the Roman affairs had come. Everything to all intents and purposes was against them. It's always the darkest just before day, and just then the needed help came. Discouraged? It was despair that possessed them. Then came the help and then came the shield-propping and then came the victory won in the midst of difficulty by weak arms and almost bloodless hearts.

"You are not going into professional life and after your last school day you may never look again at a Latin word; but you are going into business. You don't expect to have it all sunshine. There are storms ahead of you. For a good many years it is going to be uphill work. There are going to be times when, like the Romans in the lesson, you can see nothing before you but clouds and storms and disaster. You are going to be down in the dirt and you are going to have a discouraged and a despairing heart. Now, then, what are you going to do? Let me indulge in a bit of prophecy, Bedwell Stone. You are going, in the midst of your difficulties, to think of this very fight. You are going to drag your weak, wornout body near enough to your battered shield to get hold of it again and then when you get breath enough you are going to prop yourself up with it and fight to victory; AND when that time comes you are going to bless the 'stuff' you're studying and thank your stars for the lesson the 'stuff' has taught you.—We've both been here long enough. Let's go home."

That happened in the spring of 1893. Bedwell Stone kept on with the hateful study until he finished his course in the university. Then he went back to his father and in spite of what his diploma said he had done in study he put on his overalls and sweater and began to earn his bread by the sweat of his brow. There were a good many left-handed compliments in regard to the need of a university course to fit a fellow to do errands and do up bundles, but the young man to whom the compliments referred kept on in the even tenor of his ways, attended strictly to business and with a speed that startled passed from position to position until he had a counter to himself, where the left-handed friendship which had



## Why Put a Guard over your Cash Drawer? And Not Over Your Bulk Goods?

Can you tell us why some merchants employ a cashier, buy a \$300 cash register and an expensive safe to protect their cash, and then refuse to guard their bins and barrels that hold this money in another form? Just realize this point: The bulk goods in your store were cash yesterday and will be to-morrow. Your success depends on the difference between these two amounts—what you had and what you can get. Now don't you need protection right at this point more than after it is all over and the profit is either lost or made?

A Dayton Moneyweight Scale is the link that fits in right here; it gets all the profit so that your register, your cashier, your safe may have something to hold.

It will *Save Three Percent*  
A postal card brings our 1903 catalogue. Ask Department K for catalogue.

**The Computing Scale Co.,**  
Dayton, Ohio  
Makers

**The Moneyweight Scale Co.,**  
Chicago, Illinois  
Distributors





been ready with compliments affirmed that the fellow would stay for one while.

He didn't though. A month did the business; and when at the end of it young Stone moved on a peg and envy and malice got to whispering together about it and the former remarked there was nothing so good for promotion as an "old man" at the head of a concern, the head manager, who heard the ill-natured remark, said to the clerk who made it, "Don't you believe it. The young fellow has earned every advance he has had. You boys mustn't forget one very important thing: Bedwell Stone has had a course of mental training which makes every new thing he touches come to him second-hand. Somehow he seems to have had it before—and he has. Then, too, he is older than you were when you took up the downstairs work and he brings to it the thought and the judgment which comes with maturity and training. You were watching him when I gave him the charge of that counter. You know what he did. It was in confusion and in half a day he had straightened it. In less than a week he knew what he had, where it was and its price and I needn't tell you that after that first week his sales for the rest of the month were more than double what they had been. That's business; and when there came an opening ahead of him, he went into it because in all respects he was the best man for the place. You watch him where he is now. You see what he does and how he does it, then you put this and that together and see, when you get through, if you don't wish that you'd stayed in school long enough to get the benefit of the study which you thought then didn't amount to anything. If you're here long enough you're going to see that fellow go up with bounds; but he won't go a bit faster than he can go with profit to the house, a fact you can afford to think of for a good many reasons."

The predictions of the head manager were verified. He advanced rapidly and, what is more to the purpose, was ready for every move; and when one day he had his desk put in the front office and he sat down to it Stone, Senior, congratulated his son and wished him all sorts of prosperity. A week later death suddenly took the father to himself and Bedwell Stone found himself at the head of one of the most prosperous commercial houses in the State.

At first all went well; but in time changes necessarily came which only long experience could successfully grapple with and, finally, Bedwell Stone found himself looking threatening disaster full in the face. He had a single thought to console him. So far as his best judgment could go in no way could he see where he had blundered. He had done his best; could he be placed back again where the trouble began he could make no move other than that which he had made and now not knowing which way to turn all that remained for him was to give up and make the most of what remained for him.

"Give up! Bedwell Stone give up!" There was a shutting together of the

teeth. Determination crept into the face, settling down into the lips and looking out at the eyes. "Give up? Never! One way or the other this is my Waterloo and I come out of it a Wellington or a Napoleon!" and he stood as he said it "every inch a king!" Then the office door opened and in came his father's dearest friend and adviser.

"Just got home, Bed, and just heard about it. Which is the best way out of it? I'm right here until then."

So the old man and the young one sat down together; the ground was all gone over and the conditions carefully noted, and when the friend and adviser left the house of Bedwell Stone was standing firm on its legs and is to-day more prosperous than it has ever been.

Last December during the Christmas holidays Bedwell Stone found himself shaking with all his might and main the hand of James Forceforth, his old teacher, away back in far-away New England. They were together until the holidays were over. During that time they got to talking old times over one day after dinner, when Forceforth started in with "Bed, I want to ask you a question: Have you ever had a chance to apply that lesson you learned one day about the Romans fighting while they were leaning against their shields?"

"Well, I should remark! I've thought of it something less than a thousand times and once I guess I should have gone under if I hadn't remembered it. What you said was, 'It's always the darkest just before dawn. Then comes the test and then comes the shield-propping time and there you are.' You said then it was a life lesson and I say it now; and every time you are taking a class of boys over that chapter tell them what you told me and add what I tell you now: that that one lesson is worth all the years I gave to that one study."

And that is exactly what James Forceforth has done ever since.

Richard Malcolm Strong.

#### Eat Before Dining Out.

A woman well versed in the customs of good society will never so far disgrace herself as to go hungry to dinner at a friend's house. To do so will be vulgar in the extreme. If she desires to show proper regard for her hostess she will take something before going. It may be just a cup of hot tea, perhaps a stimulant in the way of a cup of black coffee; or, better than all, a cup of hot milk and a biscuit. This braces up the nerves, stays the stomach and keeps the body well nourished until it is time for dinner.

The woman who sets out for a formal dinner party without eating anything before she goes runs the risk of faintness and dulness before the dinner hour. She is certainly much less alert than the one who takes a bite before starting out.

The most successful beauties are those who do not eat a great deal at a dinner party. They take a bite of this and a taste of that, but nothing more. They do not pretend to do more than taste the dishes, and they are rewarded for their abstem-

iousness by the brilliant complexion, the clear eyes, and the sharp wits of the woman who is at peace with her digestion.

Great beauties eat very little, and what they do eat is of the simplest and most nourishing sort. While they never refuse delicacies, they do not eat heartily of them, reserving the appetite for the simpler and more nourishing viands.

#### Dog Oil or Fat.

The keeper of the dog pound in Chicago reports an active demand for dead dogs for their oil. This, he says, is a specific in consumption, and proposes that the city go into the manufacturing business, as the demand is large and increasing.

This report agrees with other authorities, who have contended that the value of cod-liver oil depended largely on the proportion of dog oil and other cheap dilutants that it contained.

#### Ten Reasons for Abolishing Strikes.

1. They are unprofitable.
2. They are inhuman.
3. They corrupt public morals.
4. They have no lawful force.
5. They are trusts.
6. They interfere with property rights.
7. They stop development.
8. They intimidate capital.
9. They unsettle society.
10. They usurp civil authority.

There is no credit in giving more credit than you can afford.



# 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?

*You have seen the catalogue of the Michigan Business University. You are not yet familiar with the best Michigan has to offer in the lines of Business Education, Scholarship, and Scholarship.*

## SPECIAL OFFER

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



#### "What They Say"

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

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

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

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

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

Yours truly  
E. L. BURDINE, Druggist

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

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

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

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

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

## CHANGED CONDITIONS.

## Shifting of the World's Commercial Capitals.

America is so new a country that it is difficult for its people to realize how commercial supremacy can be changed from one locality to another, so that a city once holding the scepter of power shall be forced to surrender it to some other hitherto unimportant place.

For a thousand years Rome was the capital of the world. It gave laws to all nations, and it was the greatest seat of the world's wealth and civilization. To-day Rome only lives through its once grand history. It is merely sought by religious pilgrims and students of antiquarian lore. For nearly a thousand years Constantinople was a great commercial city and the capital of the Roman Empire of the East. Now it is infested by the unspeakable Turk, and is more of a curiosity than anything else. Venice for five centuries was the chief commercial metropolis of Europe. To-day it is merely a show place.

But to come nearer home many people now living remember when the city of Cincinnati was known as "Porkopolis," on account of its control of the slaughtering and packing of hogs. To-day that business has gone westward to Kansas City and Omaha. Some fifty years ago or more the great flouring mills, for the grinding of wheat were in the Atlantic States. To-day the greatest flouring mills in the world are in the Minnesota cities of Minneapolis and St. Paul because the greatest wheat-growing region on the American Hemisphere is in the country west of the Mississippi River.

Such are some of the changes in the commercial supremacy of the various localities as to the trade in particular lines and the progress of various industries, and they are only mentioned to explain the changes which are taking place in New England, which are the subject of lamentation by the Boston Herald. The change in the situation is partly explained by the admission made by the Herald that there are not found in New England the prime raw materials, such as coal, iron, cotton, wool and the like, which form the bases of production, and as other sections of the country, particularly the West and South, increase in population and wealth it is not strange that, possessing these raw materials, they should locally utilize them in the various processes of production.

This does not fully make clear the change of situation. New England never did produce any of those articles to any considerable extent, but New England found it profitable to bring the raw material from other parts of the country and manufacture it for a large circle of customers. In those days freight charges were not considered as of much consequence in making up bills of cost.

In early times New England possessed the skilled labor and the machinery, and those advantages enabled the New England manufacturers to buy cotton in the South, iron in the near West, coal in Pennsylvania

or Maryland or wherever else it could be procured and wool in the South and West, and use it all in manufacturing clothing fabrics, cutlery, machinery and other articles of prime necessity and sell them to an ever-increasing multitude of customers. The profits were large because there was little or no competition in the country, and the charges of freight both ways was scarcely considered.

But finally serious changes took place. As the country west of the Alleghany Mountains was settled up labor and capital both became available and it was realized that it would be more profitable to spin and weave cotton in juxtaposition to the cotton fields, to make iron and steel, and to build machinery, and to make every article which they afford, near to the coal and iron mines, and so of other industries, the raw material of which is specially abundant in the West and South. It had begun to be realized that it was more advantageous to pay freight only on the manufactured articles than to pay two freights, one of which was on the raw material, and thus it is that the industrial and commercial supremacy of New England in many lines of production has waned and faded, and is being steadily and certainly lost.

Says the Herald: "We in New England have taken pride in the past that our natural product has been men; that it has been brains and not materials that we relied upon for the industrial ascendancy which we have enjoyed, and that this unique possession was destined to continue us in our industrial leadership. But it must be confessed that, while we may still retain that skill in the various processes of manufacture which distinguished us in the past, we are now wanting in that bold initiative, that broad grasp upon business problems which characterized our predecessors when they won the proud place which New England has occupied in past years. We have not seen in the clear light that we should the results of changed conditions in trade, and have not realized the necessity of finding new markets to take the place of those of which local production in other parts of the country has deprived us."

There is no question that Boston will continue to be an important city because it is the commercial metropolis of a very considerable population, but it will steadily cease to be one of the leading cities of the Union for the reason that it is too far from the chief regions of production. The mills must move nearer to the sources of supply of the material they consume, and it is in the producing regions that the greatest manufacturing will be done. Moreover, the necessity for cheap food will be one of the most urgent demands, and the greatest aggregations of population will be as near as possible to the wheat and corn fields as well as to the cotton fields, the coal and iron mines and the timber forests.

The Boston Herald complains that while Boston is losing commercial control, that is not the case with New York, which is still the Ameri-

can metropolis, and New York is no nearer to the cotton fields, to the wheat and corn fields, to the coal and iron mines than is Boston. Apparently, this is true, but nevertheless New York is steadily losing trade. Already New York is complaining so bitterly of the diversion of the grain trade from the West to Southern ports, that the New York State people are going to tax themselves to the extent of \$100,000,000 in order to be able to compete better for the grain from the West. But even that vast expenditure will not save New York because the carrying trade is going to take the most advantageous route, and that is to the ports of the Gulf of Mexico.

But that is not all, for there is going to be a corresponding increase of



Get our prices and try our work when you need

## Rubber and Steel Stamps Seals, Etc.

Send for Catalogue and see what we offer.

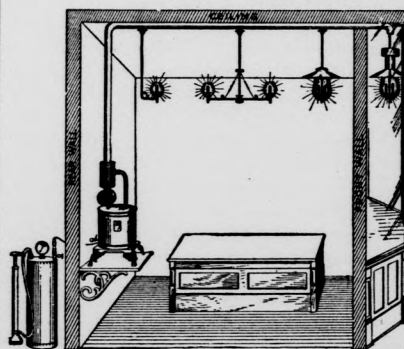
**Detroit Rubber Stamp Co.**

99 Griswold St.

Detroit, Mich.

## How Does This Strike You?

### TRY BEFORE YOU BUY



To further demonstrate to you that our Lighting System is a "Money Saver," and the most practical and safest on the market, we will allow free trial for ten days and guarantee it against imperfection for two years. Can you afford to be in darkness any longer with this opportunity before you? Send in your diagram for estimate. We are Manufacturers, not Assemblers. Avoid cheap imitators who demand money in advance.

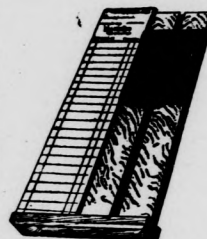
**White Mfg. Co.**

186 Michigan St

CHICAGO, ILL.

## How About Your Credit System?

Is it perfect or do you have trouble with it?



Wouldn't you like to have a system that gives you at all times an

### Itemized Statement of Each Customer's Account?

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

SEE THESE CUTS?



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

## THE JEPSON SYSTEMS GO., LTD., Grand Rapids, Michigan

### GOOD MERCHANTS

Can recommend to their customers and friends

## MEYER'S Red Seal Luncheon Cheese

A specially prepared Cheese with just enough spice to make it delicious. It sells on sight and every sale makes a regular customer. It is all ready for a rarebit without addition, and for sandwiches it is just the thing.

This Elegant Display Case, filled with 2 1/2 dozen 10 cent packages, **\$2.40**

One dozen packages for refilling case cost only 90 cents. Order a trial assortment—it pays well. Free Advertising Matter, etc., on request.



Manufacturer of  
Red Seal Brand Saratoga Potato Chips

**J. W. MEYER,**

127 E. Indiana St.

CHICAGO



importation through the Southern ports to supply the rapidly-increasing population of the vast Mississippi Valley. Therefore, steadily and surely the export and import trade of New York will decline, and so will the manufacturing there. Thus it will result that capital and enterprise will move to wherever they find the best opportunities, and New York will share the same sort of decline in prominence that is overtaking Boston.

#### Other Uses Than Meat for Angora Goats.

One of the enquiries that often comes to me, especially from those people who contemplate engaging in the Angora goat business, is whether or not there is a market for the mutton. This is a question that can not be answered by a simple "yes" or "no." If I should say yes, the enquirers will very naturally assume that there is a market somewhere that is well established and that my statement is based upon its operations; if I should say no, the impression would be that there is not only no market, but that for some reason there is never going to be one.

The situation at this time is the same as it has been for several years, a considerable number (not many thousands) of crossbred Angoras find their way to the stock centers, such as Chicago, Kansas City and Omaha, and are there sold to the packing houses, if in fit condition. They are purchased at a price slightly under that paid for sheep, and are disposed of in the carcass and sometimes in canned form as sheep mutton. These goats are usually some that have served a good purpose in clearing up brushwood and, becoming fat on it, are worth more as slaughter animals than to sell to some other person for brush clearing.

The greater number of persons who are engaged in the Angora goat industry at this time—and the number of such will continue to increase—have a much better quality of goats than those that find their way to the markets in considerable numbers. They have animals that will yield in value a fleece worth from \$1 to \$1.50, and their value as destroyers of brushwood and weeds and as fertilizers of the land must be added; besides, the does raise kids that are worth \$3 each. The wethers produce a better fleece than the bucks for growing fleeces from seven to nine years. So I come to the point which I make to correspondents that ordinarily their goats would be worth more to them as mohair producers and brushwood destroyers than as mutton.

However, there must necessarily be a few in every flock that should be disposed of—some too old to retain longer, some with hair too coarse, some with fleece too light, some does with defects making them undesirable as breeding animals—and these should have a market.

It is obvious that the most desirable market is the nearest one, as it is with any other product. Whoever may have from one to a dozen head of goats suitable for slaughter should consult his butcher. I have not heard of a single instance where a home

market has not been found without difficulty for all the goats that have been offered; and, too, no instance has come to my knowledge where the purchasers of such meat have not been entirely satisfied. I think I am perfectly correct in saying that there will be no glut of the market with goat meat within a decade. Even now many of the hotels would serve it if they could obtain a supply and dining cars on some of the railroads have already made efforts to contract for a steady supply. There may still be some prejudice against Angora mutton, but it is not in evidence. It seems that if any such mutton is available it is taken at once. Most people do not know that the prejudice against sheep meat was until quite recent years very decided, and it was much longer recovering from this prejudice than goat meat will be.

So, while it is true that there is a market for goat meat, and that it is a most excellent and palatable article of diet, I shall not expect to see the question of the slaughtering of Angora goats very much in evidence for many years at least. They are more profitable when employed otherwise.

George Fayette Thompson.

#### Departments Stores and Druggists.

We do not hear so much nowadays about the business of the druggist being ruined by the department store. The reason for this is that the condition of affairs has caused the druggist to adapt himself to it, and by changing his methods he is now better able to compete successfully with these giant octopi, and in many cases to recover lost ground and regain customers who had been drawn away by the plausible advertisements of these houses. By studying their methods and adapting such of them as are suitable for his business he can not only hold his own, but also increase his trade.

This competition can be met in many ways. First of all, take a leaf out of their books and keep yourselves before the public by catching their eye, both by an attractively dressed window, to be changed every few days, and by using printer's ink in the most advantageous way, whether through circulars or in the columns of the press. We have in previous issues described and illustrated methods of dressing store windows, from which ideas can be taken that will prove useful in arranging goods to the best advantage, and we shall continue to insert from time to time such hints as are likely to be beneficial. An attractive window proves a wonderful means of drawing business, both from the passer-by and from those who, having seen the display, tell their friends about it, but it needs to be backed up by other means, so that those who have neither seen or heard of it may be brought within its influence. This can only be effected by advertising in some form or other. As to the most advantageous form, each one must decide for himself.—Canadian Druggist.

Extravagant dress has broken more husbands than it has made model wives.

A gentleman does not swear.

Highest in price because of its quality

## EXEMPLAR

The Ideal 5 cent Cigar

G. J. Johnson Cigar Co.

Grand Rapids, Mich.

### FOR SALE OR TRADE

One of the best equipped Merchant and Custom Steam Roller Flouring Mills in Northern Ohio, located in a lively town of about one thousand inhabitants, two railroads, T. & O. C. R. R. track right at the door. The mill is a solid brick building four stories high and basement, lighted by electricity furnished by dynamos on second floor. Capacity, 100 barrels flour per day, with storage capacity of 10,000 bushels wheat and 1,000 barrels flour. Located in one of the best wheat producing counties in Ohio. Will sell this mill on a cash basis, one-half cash down and balance on time; or will accept on a cash basis a good general or dry goods stock of about ten thousand dollars (\$10,000) and liberal time on balance. Parties looking for snap of this kind write for further particulars. Reason for selling, other business. Mill running night and day.

Also dealers in Coal and Barrel Salt.

L. E. HAMILTON, Sycamore, Ohio

### JOHN T. BEADLE WHOLESALE MANUFACTURER



## HARNESS

TRAVERSE CITY, MICHIGAN

FULL LINE OF HORSE BLANKETS AT LOWEST PRICES

### PAPER BOXES

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

Cereal Food, Candy, Shoe, Corset and Other Trades

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

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

### ENGRAVERS BY ALL THE LEADING PROCESSES

PORTRAITS, BUILDINGS, MACHINERY, STATIONERY HEADINGS, EVERYTHING. HALF-TONE ZINC-ETCHING WOOD ENGRAVING

TRADESMAN COMPANY  
GRAND RAPIDS, MICHIGAN.



### Necessity of Living Up to Your Blue China.

Written for the Tradesman.

Next to a bad reputation there is nothing that is such a handicap to one's pleasure and happiness in life as a good one. Indeed, it may be questioned whether a good one is not worse than a bad one, for, while a reputation for being wicked may lead the foolish to regard you as interesting, the reputation for being good foredooms you to be a martyr.

If you desire to live in peace and comfort and avoid wrinkles and nerves, you must never establish a reputation for excellence in any particular line. If you do, you are its bond slave for life. You can not run away from it or leave it behind. Go where you will, it will follow you, and you can no more rid yourself of it than the hero of Anstey's story could rid himself of the Tinted Venus that made his life a burden. You may think you have lost it or lived it down, but just as you get ready to enjoy yourself, somebody bobs up who remembers your reputation for superior piety and goodness, and you have to doff the cap and bells and assume once more the prickly halo of the saint.

In one of his poems Saxe tells the sad story of a man who had the misfortune to have a reputation as a wit. Wherever he went he was expected to dazzle every company. When he was invited to dine he had to pay for his dinner with bon mots. If he was ever serious people felt defrauded, and if he was dull and melancholy they regarded him as nothing short of a rank fraud. His friends demanded that he keep them in a state of hilarious merriment, and the price he paid for his reputation as a wit was to be kept forever on the rack trying to invent new jokes.

In a similar, if a very minor way, every one of us who has a reputation for anything has to pay for it. The beauty must take much more care of her appearance than the homely woman. She must dress with more elaborateness and taste than the woman who has no reputation for good looks to maintain. People expect it of her, and they are quick to notice the least falling off in beauty and the first sign of approaching age in her, whereas the plain woman can go through all the gradations from youth to middle life without anybody being the wiser. It is one of the ineffable consolations for never having been a beauty that no one can ever tell you how you have faded.

One does not have to look far about him in life to perceive that there is no other such folly as acquiring a reputation for conspicuous goodness in any line. It establishes a precedent that you have to live up to, and in consequence you become a shining mark for criticism. Take the woman, for instance, who acquires a reputation as a notable housekeeper. Hasn't she just let

herself in for a life sentence of hard labor? Other women may have a picked-up dinner; other housekeepers may draw a blind down hastily to hide where the house-maid neglected to sweep in the corner; other cooks' cake may be sad now and then, and their bread heavy, and we think nothing of it. We do not expect perfection of them, but no such blessed privilege is hers. If everything in her home is not spick and span and done to the minute we say: "We do not know what people can see in Mary Jones' housekeeping to be forever talking about. Of all the heavy, indigestible stuff we ever ate that angels' food of hers, etc., etc.," and poor Mary Jones knows that we are going to say it if there is a single peg in her housekeeping open to us to hammer, and she works herself to death trying to live up to the blue-ribbon-prize standard that she has inaugurated.

It is very sad to think that we have to guard against our most amiable impulses or else we will be persecuted into the grave, but it is a fact nevertheless. A familiar example of this is afforded by the attitude we are forced for self-preservation to take towards children. There is not anyone with a heart as big as a nickel who does not love little children, but if you are once rash enough to let this be known, your life will be made a martyrdom. Every time your neighbor gets busy making a new dress, or wants to go off and spend the afternoon playing bridge she bundles her nursery in on you. "Of course I would not do this with anybody else," she says, "but I know how fond of children you are, and that it would be a regular treat to you to have the little dears." Fond! Treat! Bah! When you had planned a nice restful afternoon with a novel, and you feel like a female Herod. But you can not say a word. It is your fatal reputation for being fond of children coming home to roost.

Of course, every one likes to entertain one's friends, but once get a reputation for hospitality and you might as well hang out a sign of free entertainment for man and beast. People you never heard of write and tell you they are coming to see you; people you have met at summer resorts and on railroad trains descend upon you; distant relatives who had forgotten you until they saw an opportunity to dodge a hotel bill look you up when they come to your town. Goodness gracious, how often have we slept on the dining-room floor while Cousin Sally and the twins occupied our bed, and fed on scraps after six unexpected guests had "dropped in to dinner." "You see," say these uninvited deadbeats, "I am perfectly unceremonious with you because I know how hospitable you are." And there you are, for none of us have the nerve to stand up and deny the good reputation that is sure to land us in the poor-house.

There is no other such drawback to charity as the awful danger of getting a reputation for being generous. Once give to a poor family and you have established their claim upon you for life. Henceforth you are merely a dairy farm that they feel privi-

leged to milk at pleasure. You can not give what you can afford to give, and then stop. You can not listen to a tale of woe and weep with a narrator, and then enjoy yourself. If you once start sympathizing there is no limit, and nobody can see your finish. You become the repository of the woes of the community, and your pensioner not only feels that it is your duty to support her, but to send her boys to college and give her girls a debut party. But you dare not refuse to toil for the lazy, and idle, and shiftless, because of your reputation as a philanthropist.

A funny phase of this subject is that after once you acquire a reputation for doing a thing, you never get any credit for any virtue in doing it. People seem to think that you have a morbid fondness for work and self-sacrifice, and that you enjoy it, and they actually give themselves credit for affording you an opportunity of gratifying your peculiar taste. I once knew a maiden lady of moderate fortune and refined taste, who was suddenly afflicted with the burden of six orphan nieces and nephews. The income that had been sufficient to supply her with the comforts of life was, of course, a very pittance when divided amongst seven. There were no more pretty frocks for her, no more jaunts abroad, but she bravely took up her burden, denying herself everything possible in order that the children might be educated and given a start in life, and not one of them ever manifested the slightest appreciation of all she did

for them, but they would go into fits of gratitude when another aunt who lived in a distant city would send one of the girls one of her old party frocks or a pair of gloves. "Oh! Aunt Anna would not be happy unless she is sacrificing herself," they would say airily, and that was all the martyr ever got for her reputation for goodness.

Just the same things happen all through life. If you have a reputation for being kind to the sick you may go and sit up with a person at night and nurse her until you are ready to drop, or you may stand over the stove making broths and jellies until you are burnt to a cinder, and everybody takes it as a matter of course, but let some woman who never sacrifices herself for anybody or anything come by and leave a card with "kind enquiries" penciled on it and the invalid will talk of it for a month. "So kind of her!" "How thoughtful!" But grateful to you? Not a bit of it. She thinks you have been having the time of your life, and that sick nursing is your favorite form of diversion; for you see you have that sort of a reputation.

Who has not had experiences of this sort? Who has not had some guest they did not want come and stay months with them without manifesting the slightest appreciation of the hospitality shown them, and then see them go into ecstasies of delight because some other friend or relative—on whom they had precisely the same claim—invited them to lunch? Who has not paid for the fuel for some poor family during an

## Facts in a Nutshell

# BOUR'S

## COFFEES

### MAKE BUSINESS

### WHY?

### They Are Scientifically PERFECT

129 Jefferson Avenue  
Detroit, Mich.

113-115-117 Ontario Street  
Toledo, Ohio



entire winter without getting one word of thanks, and then heard them overload somebody else with gratitude because of a present of a measly chicken? Of course we ought not to care for these things, but we do. We do not want anybody to go before us sounding our praises on a brazen trumpet, but we do like to feel that our sacrifices are appreciated.

After all it comes back to the same point: the necessity of living up to your blue china. If you once get a reputation for doing things exceptionally well, you have got to keep on striving to live up to the standard you have set, and the only safe and comfortable way is not to establish any precedent. There is no fame, but great peace and happiness in mediocrity.

Dorothy Dix.

#### Any Woman Can Buy Beauty.

Beauty is nowadays not a matter of luck, but of money. It is possible for the ugly girl to go over to Paris and put herself into the hands of specialists who will practically make her over, remove her defects or else render them unnoticeable and improve and accentuate her advantages in such a manner that in a few years she will be recognized as a beauty.

The process takes time and money, a great deal of both. One well-known American who married a French count is a famous example of what may be done in this way in a few years, while any number of the women of the stage are cited as instances of the same method.

It costs not only to attain such results in the way of physical making over, but also to preserve the results. The services of a specialist must be employed, and a large amount must be spent each year on the various creams, lotions and appliances that are required.

The artificial beauty of a quarter of a century ago was a creature of enameled skin, of false hair, of rouge and powder, of pads and make-believe generally. The beauty of to-day, who has become so by the aids of dermatology and its kindred arts, has charms at least skin deep. The charm that is cultivated in her physical appearance does not wash off, although it requires constant care and attention to keep it up.

The woman who decides to be a beauty to-day must concentrate her efforts on it as she would on a profession. From her rising in the morning to her going to bed at night she must keep the one thought before her.

One well-known woman of the stage, whose fairness of complexion and beauty of form are proverbial, devotes a good half of her life to the care of her body, to her dressing, to her massage, to her dentist, to her corsetmaker and to the rest of the people who now make a goodly living through this new branch of industry.

She spends thousands of dollars every year to preserve her beauty. She takes steam baths daily and bodily massage twice a day. Even when she sleeps her body is encased in banadges and appliances that prevent

the flesh from sagging in the ungainly lines once deemed inseparable from middle age.

Massage is about the most expensive luxury in the beauty's catalogue. One visit a week to or from a high-priced specialist may do in most cases, but massage a woman must have every day or twice a day if she inclines to weight.

The professional operators charge from \$2 to \$5 an hour for their services, and unless the treatment is persevered in it is useless. That is to say, the pounds of flesh which are effaced by the rubbing are sure to come back again as soon as the daily rub is omitted.

Turkish and Russian baths, which are also considered necessary, are expensive, and the electric baths that are now gaining favor are twice as costly. Private work in a gymnasium, such as fencing and the deep breathing exercises which are said to accomplish as much as the heavier gymnastics, all come among the high-priced luxuries of living to be beautiful.

The specialist who undertakes the work of making over a beauty after the Paris method is as yet unknown on this side of the water. In Paris the hair is cultivated and colored, the skin is subjected to treatments which will bleach or soften it, blemishes are removed and the contour is adjusted by means of massage.

The throat and shoulders, which are in evidence when a woman is attired for the opera, are also treated. In some cases the entire upper skin is removed. A cream is rubbed in

which produces a redness similar to that of sunburn, and after twenty-four hours the skin blisters and peels, leaving a new, fresh skin beneath it.

When the hair, the skin, the hands, the arms and the form have responded to the treatment—and sometimes many months of ceaseless effort pass before results are obtained—the subject receives instructions as to the colors and styles of gowns which she should wear, the fashion to be rarely varied. The individual pose is a part of the beauty's personality.

Since the adage that beauty is only skin deep has been shown to be true, women have become more interested in the work of improving their looks, not by outward applications so much as by dieting, and the manipulations of the throat and face so as to tone up the muscles and keep the pores well cleaned out.

The well-groomed woman to-day often costs more than the well-gowned woman, so thorough and expensive are the means employed to keep her in condition from head to foot.

**\$500 Given Away**

Write us or ask an Alabastine dealer for 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 in white and delicate tints. Not a disease-breeding, out-of-date hot-water glue preparation. Buy Alabastine in 5 lb. packages, properly labelled, of paint, hardware and drug dealers. "Hints on Decorating" and our Artists' ideas free. ALABASTINE CO., Grand Rapids, Mich., or 105 Water St., N. Y.

## Golden Essence of Corn

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

**Karo**

**CORN SYRUP**

**The Great Spread for Daily Bread.**

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

CORN PRODUCTS CO., New York and Chicago.



### Trials and Tribulations of the Hardware Dealer.

I shall briefly mention a few of what seem to me to be the hardest nuts we have to crack. At the head of the list, although not more important than others, is advertising. To have a good stock, carefully selected, well arranged and properly displayed, is important, but to be profitable the public must be informed that such a stock exists. How to do this is a question. Shall we advertise in the newspapers or by means of circulars, letters, calendars, in programmes, and so on through the almost unlimited number of channels so well known to all of us? Advertising should be regarded solely as a business matter, and from this standpoint the kind of advertising which brings the greatest returns on the investment should be regarded as best, and that kind of advertising which does not bring a return profit equal to the outlay certainly as a business matter should be dropped. In this last-named class is a great deal of newspaper advertising. The reason that it is of so little value does not lie with the newspapers, but with the man who writes it. To be of value the advertisement must be read by the public, and to be read there must be something in it to attract attention. This is not the case with a very large percentage of the hardware advertisements in the newspapers to-day. The day is past when the "Brown & Jones for Hardware and Stoves" advertisement means anything. It is not read by the newspaper readers and is of no more value than a bill-board along the highway.

The advertisement should go into the description and value of the article enough to arouse the desire of the reader to visit your place of business. When people visit your store then is your opportunity to do the most effective advertising, by fair dealing and courteous treatment. Writing advertisements instead of being treated with indifference or no attention at all should receive the most exacting, painstaking, thoughtful attention. Were this done by every hardware dealer we would soon have less occasion to hear the remark that advertising in the newspapers does not pay. We can well afford to profit from the form and manner of advertising by some of the great department stores and follow the tone and vigor of their advertisements. We are frequently importuned by some programme committee or society to take advertising space, which we are morally certain is a waste of money. Unless the merchant desires to make a donation in this direction he is not doing justice either to himself or to his business to take space of this kind. As a rule traveling advertisers can be put into a fake list and treated accordingly.

We hear a great deal said to-day about catalogue houses and depart-

ment stores. The method of each is based upon the same idea. Both inform the public in regard to their bargains. One does it by means of a catalogue and the other by the means of the articles classified and ticketed. The hardware dealer does neither, but does business to-day as he did it twenty-five years ago. He contents himself by having his goods piled up in dignified rows behind his counter and waits for the customer to come in and ask for them.

But the department stores are educating the public to be a nation of shoppers. The shoppers desire to pass about in the store, examine the articles offered for sale and ascertain the price without causing themselves or any one else any particular inconvenience. The only way this seemingly can be done is through the bargain counter. If the hardware dealer does not have a bargain counter the shopper will go where it is. We as hardware dealers may hoot at the department stores, at their prices and the kind of goods they sell, yet this does not alter the fact that they have gradually taken a large amount of trade which legitimately belongs to the hardware trade, and which could be held in a great measure by the hardware stores if some imaginary dignity were laid aside. If the hardware merchant does not have goods as cheap and as poor as the department store, he should get them and put them on the 5 and 10 cent counter and murder the prices. It is better to do this than not to sell them at all, and at the same time, by way of contrast, the merchant will have a better opportunity to sell something good.

The hardware merchant's attitude toward the bargain counter has had much to do with the development of the tinpan department of the department stores, and is now laying the foundation for the five and ten cent stores springing up all over the country. The jobbing houses have it in their power to do a great deal to assist along this line by making prices to enable the retail merchant to meet department store prices. If the jobbers do not have the inferior class of goods carried on the bargain counters, they should get them to supply the retail trade. The department stores have no difficulty in getting all of this plunder they want. There is but one thing to do, whether we like it or not, and that is to meet the price on some of these articles.

To illustrate, department stores sell a nine-inch pie plate made of coke tin for \$2.40 per gross, while the average jobber's price for nine-inch pie plates made from charcoal tin is \$3.50 per gross. The same difference exists in pot covers, tin cups and cheap dairy pans and a number of other articles. What are you going to do about it, Mr. Jobber? Going to meet it? If you do not the retail dealer must sell at a loss, be undersold or buy from department stores. Retail dealers need just a little assistance along this line on some of the articles sold by catalogue houses. These houses quote some common things, the prices of which the public generally know, at about our wholesale price. What are we

going to do about this? There is but one thing, and that is to meet the price.

The less we do of arguing or bulldozing or laughing the customer out of his position on the catalogue prices the better it is for us. In nine cases out of ten one can tell whether the customer is a catalogue advocate. If he is found to be, to meet the catalogue price, with freight and expense added, with as little ado as possible will do much toward establishing a customer's confidence in your prices and will go far toward making him a home customer instead of a catalogue customer. While we may have trials and tribulations in regard to disposing of goods and meeting competition, both at home and abroad, most hardware dealers have the same

things in the matter of credit. As a rule every merchant, in his desire to sell, will take chances at times which he should not take. He will allow a customer whose credit might be good for a few dollars to have credit for ten times the amount without any definite understanding as to when to expect payment.

As a rule the matter of credit is a thing which must be settled by every man for himself. The merchant must be his own judge and jury in every case. If every customer should be required to give reference before receiving credit, and if all such things as stoves, bicycles, refrigerators and articles of corresponding value for which time is asked should be sold on a lease, we would have far less grief in the matter of collections. If

When You Want Best Quality

ASK  
FOR THE BRANDS

Crown and  
Fletcher Special



Fletcher Hardware Co.

Detroit, Michigan  
Jobbers of Hardware



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

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



merchants would do more investigating before extending credit, have a limit as to time of credit, not be so afraid to say no and follow the example of all jobbing houses by giving a discount as a premium for cash, losses would figure far less at the end of each year's business. But so long as cash and credit are all one and the same, as is now universally the case in retail business, we must expect to add a per cent. to our profit to cover losses.

There is just one individual to whom I desire to give my respects, and that is the specialty man. While the man individually is usually all right, he is the man of one idea, he sells and thinks of one thing because he sells a great deal of this one thing; he imagines every merchant should do the same. He quotes special prices on so many gross of thermometers or so many dozens of clothes wringers, or so many gross of some new-fangled wrench or lantern. The enthusiasm of the man and the special 5 per cent. often lead the merchant to purchase ten times what his needs are. The pay day comes and often money which honestly belongs to some wholesale house is taken to pay for a two years' stock of this one article. Often before the stock of the special article is sold something superior displaces it and leaves the remainder as dead property. If a thing is good a few of the articles will show it, and then more of it can be purchased. If it is of merit it can be more economically tested by a small purchase than by a large one. As a rule I find it a good thing to be busy when the specialty man calls.

There are many things which I might say in regard to labor, incompetent, drunken tinnies, sleepy, indifferent, disloyal clerks and so on, but I could not suggest anything better for these than to give no quarter to such. I suggest these as a few of our trials and tribulations; there are many others which I might mention. There are possibly others of more importance that could be suggested—these are the most prominent viewed from my side of the elephant.

U. S. Conn.

#### Suggestions on Advertising a Country Hardware Store.

I do not think any one can go by any set rule, but by keeping an eye on every one else he can draw some good ideas.

First, to advertise in a paper at home we must watch what is in season and not try to imitate some other person's advertisement because it takes the eye. I have often seen two advertisements in a paper very similar, one from a hardware store have seen them side by side for three months—until the bills are presented and then they are changed and left for three more months. This is throwing money and business away. I am going to try to give you a few ways of drawing trade without advertising, ways that will give the catalogue houses a chase.

First, try and find out what your trade intends to do in the way of improvements during the season, and the best way to do that is to call on them. This can be done with very

little expense. You can call on many of them during the winter. If you make the suggestion in their presence they will tell you if you name a day they will send their team after you and bring you home again. I have been out four or five times this winter on such trips and have gathered some valuable information and known just what hardware to place most conspicuously. When on these trips do not sit down and play whist, tell stories, eat a good meal and go home uncomfortable, but take a chase around the barns and stables, the house, the cellars, etc., and see what they are doing; look for the rope and hayfork, see what kind of pulleys they use and get informed. See if there is a good gutter on the house; see if there is a cistern, or if the farmer has a pump; find out if it is a good well or whether he is going to dig a new one, and whether he is going to use buckets until he gets able to buy a pump. He may not know that you carry them in stock, and you can place them in the store so that he can see them handily, otherwise he will find them in a catalogue and you will lose the sale. This plan was suggested to me by traveling salesmen who, if they are good ones and onto their jobs, always look over your little store and when they open their catalogues always show you something not in sight, but a seasonable article at that. To be sure, if one visited all of his customers it would take up the greatest part of his time, but I must say that it is wonderful how many you can visit in you try—and be sure and take the woman with you if you have one.

How to get people to come to your place of business. I have used several different means. I rented a cheap piano and placed it in the room at the rear of the store and the music teacher gave lessons there three days a week. This brings the ladies and children in and the men also. Then I use my shop for an attraction, and there is hardly a spare moment that I have not something new to show. Last summer as an illustration I made a dragon from galvanized iron. This so amused the old vikings that for two or three days there were any amount of visitors to see it, and all of them tried to find as much fault with it as possible, nearly every one finding some piece of hardware they needed at home at the same time, and I found it a paying investment. You who have no shops can find some way of getting something new to show your friends and customers, and I am sure you will find no end of success in doing so.

Another very unique way of advertising is to build a table for summer use and take one of every article in the store that will not be spoiled and fasten it to the table by wiring or with screws and set the table outside the door when convenient. This will show very nearly your entire stock. Of course, if you have a large show window this is not necessary, but most show windows in country stores are very limited, and when winter comes it would take a 90-horse power engine to keep the frost off of them. There is an old way of making an advertisement

that you can see in every town in the country, and that is to set a washing machine, a few pails and a few forks and shovels outside. This helps some in these lines, but they are not money-makers—it is the little articles that make the profits.

E. T. Davies.

#### Keeping His Place Warm.

This story is told of a successful general, who was far from being a brilliant scholar at school. After he became famous, he one day dropped into the old school, to pay a visit to the scene of his former woes. The teacher was anxious to make a good impression on the general, and put the pupils through their lessons so as to show them to the best advantage. After a while the general said: "But which is the dunce? You have one, surely. Show him to me."

The teacher called up a poor fellow, who looked the picture of woe as he bashfully came toward the distinguished visitor.

"Are you the dunce?" asked the general.

"Yes, sir," said the boy.

"Well, my good boy," said the general, "here is a crown for you for keeping my place warm."

Let us make up our minds that come what may, we will remember how much better off we are than many other folks. This is a first rate salve for all bruises that ever will come to us.

He who sleeps well does not feel the fleas.

## Greenville Planter Co.

GREENVILLE, MICHIGAN  
Manufacturers of



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

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

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

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

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

## A Bargain in Tinware

The "Big Four" Nest



100 Each 6, 10 and 14 Qt. Pails and 14 Qt. Dish Pans

Only \$40.00 net cash f. o. b. factory, Columbus, Ohio, for the entire 400 pieces. No orders accepted for any less than the entire nest.

# FOSTER STEVENS & CO.

Grand Rapids, Michigan

## Buckeye Paint & Varnish Co.

Paint, Color and Varnish Makers

Mixed Paint, White Lead, Shingle Stains, Wood Fillers

Sole Manufacturers CRYSTAL-ROCK FINISH for Interior and Exterior Use

Corner 15th and Lucas Streets, Toledo Ohio

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

**FURS CHEAPER.****Big Decline at the March Sales in London.**

New York, April 11—Fur manufacturers are now busy preparing their stock for next winter's use, and their salesmen will start on the road with samples in two or three weeks. All the manufacturers expect an excellent season, and base their hopes on the fact that furs will be much cheaper this year than last year.

The March sales of raw furs which take place in London, and on which the prices for the year are based, showed a marked decline in all furs this year, except on beaver, badger, chinchilla, and opossum, which maintained their price or showed a slight advance. All the other skins declined in price from 20 to 40 per cent. from the rates of March, 1903, but even then in many cases they are not down to what were normal rates before the big advance in 1903.

Two reasons are assigned by fur men for the decline in prices. The chief one is the Russo-Japanese war and the financial crisis in Russia. The Russians are generally the heaviest buyers of furs at the London sales, but this year they were practically out of the market. Fear of the effect of a long continued war on the purchasing power of their customers kept the stronger and more conservative Russian merchants from making any but the most necessary purchases, and for the same reason the credit of the weaker Russian buyers was much curtailed by the English sellers. The other factor which helped to make lower prices this year was the absence from the market of two or three American plungers who had gone to the wall during the preceding twelve months.

The decline in the prices of some of the principal furs is as follows:

Otter, 20 to 30 per cent.  
Fisher, 25 per cent.  
Silver fox, 20 to 30 per cent.  
Cross fox, 25 per cent.  
Blue fox, 20 per cent.  
Marten, 25 per cent.  
Red fox, 25 per cent.  
White fox, 10 to 20 per cent.  
Mink, 10 to 20 per cent.  
Lynx, 40 per cent.  
Wolf, 20 per cent.  
Wolverine, 30 per cent.  
Skunk, 20 per cent.  
Raccoon, 20 per cent.  
Black bear, 40 per cent.  
Brown bear, 30 per cent.  
Grizzly bear, 40 per cent.

Ermine is quoted at 50 per cent. dearer than last year, and is said to be in strong demand in Europe and to be short in supply. Very little was bought for America.

The furs which dealers expect to be most popular this year in the United States are squirrel, blended squirrel, mink, skunk, baum marten, and chinchilla. Persian lamb, which is down in price about 20 per cent., also promises to be very popular. Ermine, they declare, is losing favor and will be little worn in this country. The outlook, they declare, is for a very good fur season, provided, of course, that next winter sets in seasonably early, and there are no unforeseen financial troubles.

The long winter just closed has enabled retailers to clean up their stocks pretty well, and has, moreover, convinced a great many persons that furs are a necessity in the climate of the Northern States. The dealers expect a brisk demand, especially for women's short jackets, and are preparing to make them up in large quantities. Some orders for jackets and coats are already coming in to manufacturers from the West.

Among the cheapest class of furs, that which promises to be about the most popular is the skin sold as an imitation of sealskin. It is a rabbit skin, with the long, stiff hairs removed by a mechanical process, the fur trimmed short and dyed to imitate seal. "Sealskin coats" made of this fur are sold by retailers at from \$25 to \$50.

**Peculiarities Attending the Growth of the Banana.**

There is a vast amount of ignorance prevailing among intelligent people of the North concerning the growth, production and marketing of bananas. Many people imagine that the natives in tropical climes step out of their huts in the early morning and pluck and eat bananas fresh from the plant, the same as they would oranges and other fruits. Bananas ripened on the plant are not suitable for food and would be much the same as the pitch which is found in the Northern cornstalk or elder. Bananas sold in the United States, even after traveling three thousand miles in a green state, are every bit as good as bananas ripened under a tropical sun. This is probably true of no other export fruit. The plant of which bananas are the fruit is not a tree nor is it a bush or vine. It is simply a gigantic plant, growing to a height of from fifteen to twenty feet. About eighteen feet from the ground the leaves, oftentimes eight feet long, come out in a sort of cluster, from the center of which springs a bunch of bananas. These do not grow with the bananas pointing upward, naturally, and if the stem grew straight they would hang exactly as seen in the fruit stores and

grocers' windows. This, however, is not the case; the stem bends under the weight of the fruit, and this brings it into directly the opposite position, with the large end of the stalk up and the fringes pointing toward the sun.

A word of explanation concerning some banana terms. Each banana is called a "finger," and each of these little clusters of fingers surrounding a stalk is called a "hand;" the quality and value of each bunch depend on the number of hands it has. Some may wonder how the fruit is cut from the top of a plant fifteen feet from the ground. The native laborers cut the stalk part way up its height; the weight of the fruit causes the stalk to slowly bend over until the bunch of bananas first nicely reaches the ground, then the bunch is cut off with the ever-ready machete and carried to the river or railroad for shipment. The plant at the same time is cut close to the ground. The banana is a very prolific producer of itself, and at every cleaning of the land it is necessary to cut down many of the young plants, or "suckers," as they are termed, in order that they may not become overcrowded to a certain limit; the fewer suckers on a given area, the larger the fruit they will produce.

**New Variety of Nurse.**

Richard Mansfield's ingenious young son has been heard from again. It appears that one morning recently the actor felt indisposed and did not rise at the usual hour. Later the doctor was summoned over the telephone.

This alarmed the youngster, and he tiptoed into his father's room. After surveying the bed for a moment with a solemn countenance, he said: "Papa, are you sick?"

"Just a little."

"But you've sent for the doctor," persisted the hopeful.

"Oh, yes; but it's nothing. I'll soon be all right."

"Well, I don't know about that, papa. Don't you think we'd better get a tamed nurse?"

**GRAND RAPIDS FIRE INSURANCE AGENCY**

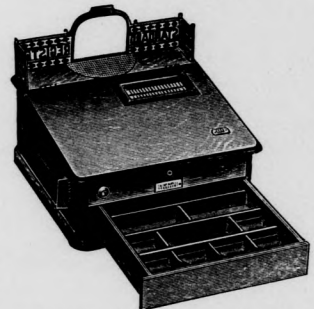
W. FRED McBAIN, President

Grand Rapids, Mich.

The Leading Agency

**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

## Agents Wanted

Everywhere in Michigan to sell the famous

# F. P. Lighting System

I want good reliable men who are hustlers, and to such men I can make a proposition that will net them from \$20 to \$50 per week. All my agents who are hustling are making big money. One of them made \$3,500 last year. Our system is the best known and most popular one of the kind on the market. 40,000 in use now—1,000 being sold every month. Get one plant in a town and the rest sell themselves. This is no fly-by-night scheme, but a steady, established business. If you are a good man and want to make good money, let me hear from you.

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



### NEVER TALK BUSINESS

Until You Have Full Attention of Your Customer.

Never talk business unless you are sure you have the attention of your listener. You only cheapen yourself if you do, cheapen the idea you represent, and you accomplish nothing. There are ways of so courteously demanding strict attention that you will get it.

You are ushered into Mr. Brown's office, for instance, and after listening a moment Mr. Brown drops his eyes and begins to finger his mail. Stop talking, even in the midst of a sentence, and wait until Mr. Brown looks up. He will probably say something like this: "I can listen just as well, Mr. Jones. I've got this mail to look over. Go right on talking." Do nothing of the kind. Tell Mr. Brown politely that if he is busy you will call again when he has time to listen to you. If he says he is ready to give you his full attention and then begins to jot down a few figures on an envelope or to read letters, stop talking. He may say: "O, I'm listening, I'm hearing. Go right on." You may now be more explicit and say: "I have no doubt, Mr. Brown, that you can listen just as well, but I can not talk as well." He can not possibly get angry at this, and you should withdraw if you are not assured of his full attention.

If a man refuses to give you his full attention there is one condition under which you would better submit. If you know he is going out of town or that for any reason this is your last chance at him, keep talking to hold your place, but never give your important arguments, for they would simply be wasted. Even if the man should at last drop his work and really listen he would have a vague memory of what you had said, and your strongest arguments would have lost half their effect because he already half knew them.

Sometimes when a man seems to be giving you his full attention he will not be thinking of what you are saying at all. If your intuition suggests this lack of attention on his part, ask him some question the answer to which will show whether or not he is really listening. If you find he is not, tell him so courteously and withdraw until a more convenient season, unless he apologizes and promises to listen more closely.

Another point worth insisting on is never to talk to a man who stands with head ducked peering at you from behind a grated window—not unless you want to sell him a \$2 bill for 75 cents. He might take that. You are at a disadvantage while talking to a man behind a grating or even a railing, for he can lean his elbow, he can at pleasure evade you by turning sideways, or by directing his eyes away from you, etc. When you see the man coming to the grated window you should get ahead of him by going around to the door. You may do this "absent minded," but you should have your mind made up not to submit yourself to the humiliation of talking under conditions that make it possible for the man to evade you and escape you during part or during

all of the time you are talking to him, and to cut you off without ceremony at any minute by walking away from the window.

It pays to have a proper regard for your own dignity. If you allow a man to treat you with the disrespect of inattention, your arguments, no matter how good they are, lose their power to convince because what you are always stands back of what you say either to enforce or to weaken your words. The teacher who addresses a crowd of whispering, giggling, or otherwise preoccupied students cheapens both himself and his subject. No matter how excellent his instruction, even that which the students hear has little effect because really he speaks on sufferance; at their pleasure they cease to listen. But a teacher has more or less temporary authority over his pupils; his position gives him a tremendous advantage. On the other hand, the man who solicits business of any kind has the inferior position because he is asking something, and he needs to be always on the watch lest he be put off, cut short in his talk, or listened to with only half attention.

But there is a still more vital reason why you should not try to convince a man of the merits of your goods unless you have his full attention. You can not do yourself or your subject half justice. It is like talking to a blank wall. Just try to convince a blank wall of something and you will understand why you fail to convince the man who does not look at you. How much of a singer's or an actor's success depends on his audience! An inattentive audience is a serious obstacle to the successful performance even of experienced and highly trained artists. If you are so highly organized as to have any real talent of any kind you can not do yourself justice unless you have an attentive listener.

One chief source of enthusiasm is seeing the results of your labor step by step, and the first results of your labor appear, if anywhere, in the face of the man you address. You draw your inspiration in part from his face, so that your power to talk effectively depends on the man you are talking to. You can not sell anything unless you create enthusiasm in the man you are talking to; he gets his enthusiasm from you, but if you see him reading there will be no enthusiasm for him to absorb. If you see the effect of your words in his face your enthusiasm is still further kindled and so you gain added power to influence him further. Of course all business men try to guard themselves from other men's enthusiasm and to weigh everything coldly and dispassionately. Your effort must be to pierce this armor of indifference. And to succeed in this it is necessary to gain your auditor's close attention. The hypnotist must have a man's undivided attention before he can hypnotize him, and in this day of close competition, selling goods or ideas is akin to the art of the hypnotist.

Then, if you are an intelligent person, your talk is not stereotyped; you have no set speech—the same for every man you meet. But a certain argument is advanced or held back,

according to the effect of what has gone before. You will not know whether you are pleasing or insulting a man unless he looks at you; you can not always tell then, but you have a chance. You might seriously displease a man and pass on in blissful ignorance of what you had done if you could not see his face. Or you might pass lightly the argument that appealed to him most powerfully.

Whatever your occupation, therefore, whether you are negotiating the sale of a million dollars' worth of real estate, or whether you are a salesman in a dry goods store, you owe it to yourself to demand attention before beginning to talk business. If you are a salesman you will not press the merits of your goods upon the person who is only half listening and wholly indifferent, or pursue him with talk as he is turning away from the counter. The clerk will do well to follow the same principles that make the lawyer refuse to address an inattentive jury (although such a jury would be criticised by the judge) or the teacher to lecture an inattentive body of students. Intelligent men of all professions know that for practical reasons they must gain the full attention of their auditors before they begin to talk business. John A. Howland.

## Summer Goods

We have the most complete line of

Lap Dusters,  
Stable Sheets,  
Horse Covers,  
Fly Nets,  
Cooling Blankets, Etc.

all bought before the advance in cotton. Our prices are right. Send us your orders. Write for Price-List.

Wholesale Only.

**Brown & Sehler Co.**

West Bridge St., Grand Rapids



**They Save Time**

**Trouble**

**Cash**

**Get our Latest Prices**



It's the numerous little points in favor of Forest City Paint that make it so profitable to dealers.

Moses Cleveland  
of ye  
Forest City Paint & Varnish Co.

Thousands of economical women buy small quantities of paint now and then for the purpose of fixing up furniture, woodwork, etc., about the house.

### Forest City Paint

is put up in attractive quart, pint and half-pint packages to meet the demands of this class of trade.

A small stock of these smaller sized cans well displayed is sure to get you considerable business which otherwise would go to some one else. It's a small point but a strong one.

Write to-day and let us send you our Paint Proposition—it gives full information.

**The Forest City Paint & Varnish Co.**  
Dept. T.  
Cleveland, Ohio.

Don't forget that

# LaVerdo

Havana Cigars

are worth more than they cost

3 for 25c; 10c straight; 2 for 25c  
could not be better if you paid a dollar

## Verdon Cigar Co.

Kalamazoo, Mich.

## DRY GOODS

### Weekly Market Review of the Principal Staples.

Staple Goods—Staple white goods have shown some little improvement during the week, and the outlook is for still better things for the near future, which may change the character of the market before long. More or less competition has been noticed for some time and a good deal of business has been taken at prices which were not commensurate with those ruling the raw material or other lines of cotton goods. The principal orders on staple goods for early spring have been filled and it remains for sellers to await the second crop of duplicate orders which may be received. On India linens the advance of  $7\frac{1}{2}$  per cent. that was made by several concerns is being fairly well received by buyers and considerable business has been done at the advanced price. On fancy white goods preparations are incomplete, and little can be told regarding the outlook. There is a feeling of distrust as regards the heavy fabrics, and it is quite likely that sellers will give more attention to medium weights. Jacquards are in little request, the demand—what little there is—being more for the fabrics which are more compact.

Domestics—Do not interest buyers to any great extent. The market on fabrics of print cloth construction is practically featureless and quiet, with prices more or less irregular. Demands for bleached goods consist of one or two case lots which are taken for immediate consumption. Stocks of these goods below 64 squares are not in large supply, and prices show little change. Ticks and denims are unchanged, but very little activity is in evidence. Prices are stronger in view of the diminishing stocks of raw material at the mills. Drills are the subject of considerable comment. Recent advices from China and the Red Sea countries are to the effect that the prospects for the resumption of business relations with the American exporters are very favorable. Stocks of drills in hand on the other side are said to be moving, and enquiries are being made for further shipments, although there is still some difference between the buyer's and the seller's views regarding values.

Ginghams and Wash Fabrics—Ginghams are in a very strong position, but, as the spring orders have all been completed, the buyers are holding off until there is some seasonable weather, in order that stocks may become distributed to last hands. For fall the prospects are very favorable for the better lines of dress ginghams and all fancy woven wash fabrics. On lines ranging from  $6\frac{1}{2}$  to 100 the margins of profit are said to be unusually small, but there is no talk of advancing values.

Wool Dress Goods—There has been little in the dress goods end of the market to record. Buyers have

been very few in town, and those that did make their appearance in the market apparently had no definite object in view, or they were looking for some particular line at some particular price. Orders by way of the mails and from the men who were on the road have been too small to receive very serious consideration. Of course, there is good reason for this quiet period. It is a between-season time, as with the men's wear fabrics, and the spring retail trading has been slow. The aspect of this end of the market is bright, however, and no one seems to feel that there is any cause for despondency.

Underwear—Underwear mills, as a rule, report new business as very small. Knitters of ribs and balbriggans find things unusually quiet and many machines have stopped operations as a result. In fleeces there are rumors of concessions being made, but this is generally denied by the sellers. Most of the enquiries for goods that have been made were at lower prices than sellers quoted and this may have given rise to the belief that concessions were made. A number of Southern and Western buyers have placed orders for fleeces of late for fair-sized quantities at a price not believed to be lower than  $\$3.87\frac{1}{2}$ . The consensus of opinion among buyers is that fleeces should be bought around  $\$3.50$ , but the present feeling of the sellers is that it will be a long day before fleeces reach that level. In jobbing circles underwear is receiving a fair to good demand, considering the lateness for spring business. Sales of the lighter weight goods are increasing. In men's goods the sales of gauzes are decreasing, despite the expanding business in the same class of goods in women's wear. Lisles and meshes are becoming more popular for men, despite the fact that they are more expensive than the gauzes. For women there is a steady increase in the sale of lisle gauze and rib goods. The best demand is for bleached goods in natural colors. Sales during the fall season last year were confined to medium and even lighter weights in merino underwear, and for the coming fall needs buyers are sticking more closely than ever to lighter weights.

Hosiery—The mills are practically in the same position as the mills making underwear, except perhaps that the old business in hand may keep them more fully employed. Jobbers are practically out of the market other than for their immediate needs and this means but very little as far as business is concerned. The jobbing business is fairly brisk in staple goods. Blacks, tans and neat embroidered goods for men are in fair request, while full hose, laces, ribs and printed fabrics take well.

Carpets—The carpet manufacturers are now within a few weeks of the time when they usually consider the spring season closed. This year has been exceptional in several ways since the opening. In some lines of carpets the initial orders were limited and the manufacturer was encouraged to look forward to the duplicates, anticipating a good volume of business. The long, cold winter delayed the retailers in cutting up their

## MATTINGS



The new patterns we have in this line are neat and prices very low. We show them at 9,  $10\frac{1}{2}$ ,  $13\frac{1}{2}$ , 15,  $17\frac{1}{2}$ , 18, 20 and 21 cents per yard. Pieces average 40 yards each.

**Grand Rapids Dry Goods Co.**

GRAND RAPIDS, MICH.

Exclusively Wholesale

## Wrappers



We still offer our line of fancy mercerized Taffeta Wrappers in reds, indigos, light blues and blacks; also full standard Prints and Percalés; best of patterns in grays, blacks, indigos, light blues and reds, sizes 32 to 44, at  $\$9$ .

Also a line of fancy Print Wrappers in light colors, Simpson's and other standard goods, lace trimmed, at  $\$10.50$ .

Our usual good line of Percale Wrappers in assorted colors,  $\$12$ .

We solicit your patronage.

**Lowell Manufacturing Co.**

87, 89 and 91 Campau St.

Grand Rapids, Michigan

## Lace Curtains

Remember that house cleaning time is at hand, and goods that will be in great demand are

Lace Mull Tapestry Chenille	} CURTAINS	Dotted	} MULLS	Figured	} NETS
		Fancy		Plain	

We carry a large and complete line of the above goods.

Ask our agents to show you their line.

**P. STEKETEE & SONS**

Wholesale Dry Goods

Grand Rapids, Mich.



goods over one month later than usual. As a result the duplicate orders have up to this time been very limited. The manufacturers of the best grades of ingrain are seriously considering the question of opening next season's patterns May 15, instead of May 1, as they realize that, should they do otherwise, they would find the buyers unwilling to give the new fall samples the attention which they would had the last season's goods been more fully distributed. Regarding prices for next season, there is a great deal of uncertainty. Prices should be higher, as the price of all raw material and yarn has been advanced. To accept orders at last season's prices would mean a loss instead of a profit. The difficult problem confronting all carpet manufacturers to-day is what price to ask for next season's goods. The restricted business usually experienced in a presidential year will deter some from holding for the full advance proportionate to the rise in wool, cotton and yarn.

**Smyrna Rugs**—While the season has been very backward, some manufacturers who make standard grades report that within three weeks the duplicate orders have been coming forward more freely. Mild and pleasant weather will greatly improve this as well as all lines of carpets and duplicates. At the beginning of the year this line experienced a big falling off in orders and some mills were obliged to reduce the working hours and lessen the number of looms run. The manufacturer is fortunate who has been able to run at full capacity this season.

#### The Dog in the Country Store.

Written for the Tradesman.

The same old story, the repetition of history, the bull in the china shop—the dog in the country store.

Why is it that we never see dogs in city stores, how do the proprietors do without them? That they have a use all can testify who have had the experience of clerking behind the counter of a country store.

For instance, a large Newfoundland or fat Collie, with the exhilarating smell of the stable clinging to him, follows the burly farmer into the store, frightening half a dozen children into fits, occupying the coziest place by the register in winter, the small area in front of the door in summer.

He has his use. The clerk thinks so, as he gently requests him to move in order to pass him, his arms laden with a miscellaneous collection of articles for the delivery dray. The city lady visiting country cousins during the hot weather thinks so, as he rises and stretches at her approach, and, being of a friendly disposition, licks her gloved hand, and then to reassure, for she has drawn back at his too near advance, places both paws on her dress, one bringing back when withdrawn a beautiful medallion, which had adorned her shirt-waist, as a souvenir. But the dog was not to blame—he has seen another dog, an old acquaintance, in front of the store and gone hastily out to say good-day. The owner of the second dog thinks also that dog

is man's best friend, as he sprawls over the two rollicking canines, with a basket of eggs in one hand and a jar of butter in the other. But we see no more of them this day—they have sought new pastures.

They have left their representative behind, however, in the shape of a small, wiry dog, breed unknown, that walks sedately in behind a young woman with a dreamy, absent-minded look on her face. She turns to the dog before beginning her purchases with the injunction "to lie right down like a good doggy and then, by and by, Bobby shall go for a nice long walk."

But Bobby is not the kind of dog that can be happy lying down. He likes to walk around and investigate things, see what they are made of, and should he not agree with them, it is up to them to see which is the best man. He smells a bushel basket filled with white beans—decides they are not worth his attention—noses a basket of evaporated peaches that stand next—thinks they smell pretty good, so tips the basket far enough to allow a couple of pounds to fall onto the floor. Here Bob is interrupted by his mistress, who stoops to place the soiled fruit again in the basket and looks hurt and offended when the clerk tells her he will throw it away. She tells him Bob has not got them dirty, which he assures her he already knows, but that possibly the floor may have done so. She turns once more to her shopping, Bob looks vaguely around for new lands to discover and sees the cat trotting airily toward the china counter. He gives one wild bark of delight and starts in the same direction. The cat gives quick run, a flying leap and—is among the china.

When the dog and mistress leave a few moments later the dog feels that his day has not been wasted, the lady feels that she has been much abused for having to pay five dollars for the broken dishes, the clerk feels that there has been a mistake made in translating the Bible—it was never a serpent tempted Eve, it was surely a dog tempted Adam—the proprietor not only feels, but knows as well, that he has lost a good customer.

L. C.

#### Believe in Yourself.

Mr. Moody, on being asked how to get people to believe in the Gospel, replied: "First believe it yourself." So if a man seeking business relations with others would command their respect he must first respect himself. It is not sufficient that a man should be just good enough to keep out of jail or operate on quasi-respectable lines for "policy's sake." God's masterpiece in creation is the man who is honorable in his dealings with his fellows because it is right—a man actuated by a lofty self-respect. Such a man has to lose more than his money before he "goes broke." Creditors do not have to lie awake nights worrying over his liabilities.

A fool who speaks the truth is better than a hundred liars.

The outlook for mud is good this spring.

## PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

## LIGHT 15c A MONTH

One quart gasoline burns 18 hours in our

BRILLIANT Gas Lamps

giving 100 candle power gas light. If you have not used or

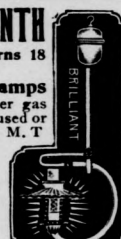
seen them write for our M. T. Catalogue. It tells all

about them and our other lamps and systems. Over 125,000

Brilliant sold during the last 6 years. Every lamp guaranteed.

Brilliant Gas Lamp Co.

42 State St., Chicago, Ill.



100 Candle Power

## AUTOMOBILE BARGAINS

1903 Winton 20 H. P. touring car, 1903 Waterless Knox, 1902 Winton phaeton, two Oldsmobiles, second hand electric runabout, 1903 U. S. Long Distance with top, refinished white steam carriage with top, Toledo steam carriage, four passenger, dos-a-dos, two steam runabouts, all in good running order. Prices from \$200 up.

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

## 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.

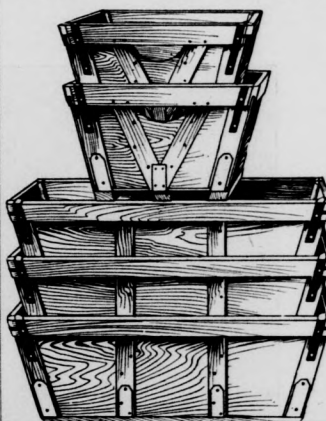
H. B. MOORE & CO., Grand Rapids

## 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.

## The Wilcox Perfected Box



A common sense delivery, display or general purpose basket, built for service. Contains all the advantages of the best basket with the compactness and lightness of a box. Square corners; easy to handle; fits nicely in a delivery wagon; will nest without destroying a basket when pulled apart. One will outlast any two ordinary baskets. The handiest basket on the market for grocers, butchers, bakers, or any place where a light neat package is required. For sale by all first class jobbers everywhere. Manufactured by

Wilcox Brothers  
Cadillac, Mich.



## PREPARED MUSTARD WITH HORSE RADISH

Just What the People Want.

Good Profit; Quick Sales.

THOS. S. BEAUDOIN, Manufacturer

Write for prices

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

## PELOUZE SCALES

ARE THE STANDARD FOR

ACCURACY, DURABILITY & SUPERIOR WORKMANSHIP

BUY OF YOUR JOBBER. INSIST UPON GETTING THE PELOUZE MAKE

Nº E 90 AS SHOWN 24 LBS.

Nº T 90 WITH TIN SCOOP

Nº D2 1/2 BRASS DIAL TILE TOP.

PELOUZE SCALE & MFG. CO.  
CATALOGUE, 35 STYLES CHICAGO.

## 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.

## 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



## MEN OF MARK.

**James F. Clark, President Michigan Brick & Tile Machine Co.**

Our country's greatness has been evolved from hard and strenuous initial conditions. It is doubtful if any real greatness pertaining to individuals, or to humanity in general, was ever attained but through laborious and indurating beginnings. Generally speaking, the great men of this country, in whatever career they may have reached success, were born and bred in a lowly and toilsome life which involved hardship, discomfort, strict economy and abstinence from anything like luxury. The majority began life on farms or in the forest and mill, and their early labor was mostly physical. They were taught in the old school of farmers and lumbermen, the curriculum of which indoctrinated a contempt for bodily weakness, the virtue of hardihood, strength, courage and indomitable perseverance under difficulties. Under such a tuition and such a physical and heroic culture boys grew to be strong men in body and mind; their characters formed under such influences were aggressive and steadfast; their purpose was to encounter and overcome all opposition and win success if labor, persistence and sacrifice could accomplish that desired end.

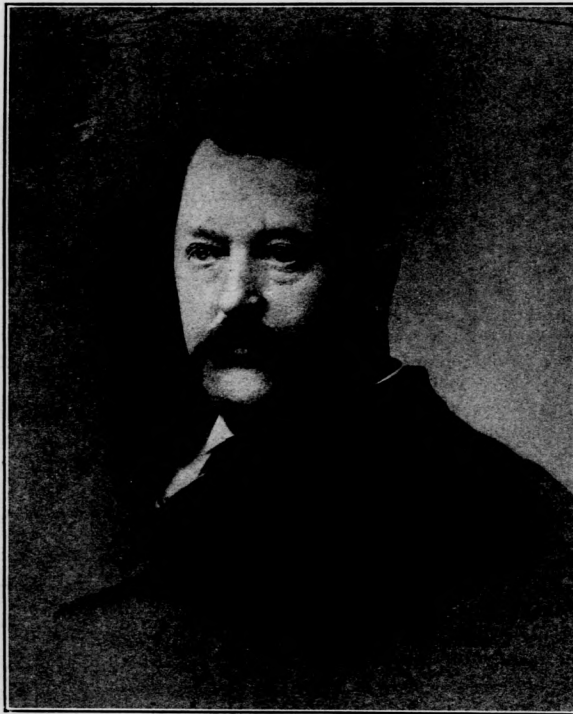
The men of the old heroic school never schemed for soft places, easy jobs, short hours, holidays or recreation. Incessant work for the object sought they thought was the natural and inevitable condition of accomplishment. Probably they were not so quick of apprehension, so easily trained to special lines of business as the young men of the present generation, but they were men of strong muscle, sound and steady nerve, unflinching courage, moral and physical, and their judgment in commercial, financial and executive departments of progressive activities was usually prescient, sound and unerring. The main features of their characteristics were strength, a dominating purpose and an unyielding will to accomplish things. When we scan the list of successful men among merchants, bankers, railroad magnates, manufacturers, and all men of large affairs we find that they are all possessors of the traits here indicated.

Jas. F. Clark was born at Skaneateles, Onondaga county, N. Y., May 4, 1842, his father being of New England ancestry and his mother being a descendant of Scotch and Holland ancestry. His father was a graduate from Hamilton University, where he was educated for the Baptist ministry. He never followed the profession of a preacher, but maintained his devout life and his strong faith in the omnipotence of the Divine to the end. Mr. Clark was the oldest of four children, and when he was two years old, his family removed to Chesterfield, Ohio, five miles from Morenci. In 1855 his father engaged in the manufacture of brick, and as soon as Mr. Clark was old enough, his father gave him a half interest and placed him in charge of the tile department. He continued in this re-

lation to his father about twenty-five years, when he presented his interest to his brother, devoting his entire time and attention to the manufacture of brick and tile machinery, which he had established on the attainment of his majority. On the death of his father, he formed a copartnership with his brother in the manufacture of brick, which was continued up to about six years ago, when the firm lost \$8,000 by fire and never restored the buildings. Mr. Clark first carried on business under the style of the Clark Brick Machine Co., which was continued until thirteen years ago, when he formed a copartnership with John H. Campbell, at which time the business was merged into a corporation under the style of the Michigan Brick & Tile Machine Co., Mr. Clark becoming President and Mr. Campbell Secretary and Treasurer of the

children—Mable, now Mrs. Samuel W. Campbell, of Belleville, Mich.; Edward David, President of the American Brick Co., of Morenci, and Anna Louise, now Mrs. L. V. Lee.

Mr. Clark has always been a Democrat, but is an ardent admirer of President Roosevelt and will probably cast his ballot for him at the coming election. In his early days he was regarded as a professional trap shooter and a hunter of no mean ability. He enjoys a horse race, but has never wagered a cent on a race nor purchased a pool. He has no patience with a race where either the horse is doctored or the driver bought. His principal hobby at this time is trout fishing and, in furtherance of his ambition in this direction, he goes every year to his summer home on Platte Lake, where he spends from two to six weeks be-



James F. Clark

company. This relationship continued until March 14 of this year, when Mr. Campbell's interest was purchased by L. V. Lee, son-in-law of Mr. Clark, who succeeded Mr. Campbell as Secretary and Treasurer. The business has shown a remarkable growth and expansion, due largely to the energy of its founder and the excellency of the output. Sales have been made in Australia, England, Cuba and Denmark, and, wherever brick is made, the Clark machinery is regarded as standard. Five years ago the company engaged in the manufacture of gas machines, which rapidly took rank with the best systems of the kind in the country and on which there is a large and constantly increasing sale.

Mr. Clark has been married three times, his first wife having died twenty-seven years ago, leaving three

children—the finny tribe from their lurking places.

Mr. Clark attributes his success to attending strictly to business, and those who know him best and appreciate him most insist that he will stay by his business until the final summons comes. He is one of the most loyal men in the world, and his fidelity to his friends and business associates is one of his most marked characteristics. He is a good judge of men, and his faculty for selection of instruments and agents amounts almost to genius. This, with his diplomacy and his power of impressing those about him with the accuracy of his views, draws to him the unquestioning service of the men under him.

There is not a great social side to Mr. Clark. Reticent by nature, reserved in habit, secretive through im-

pulse, he leaves few tracks behind him. He is no longer frail or delicate, but has put on flesh that has given him a presence of dignity and a bearing of impressiveness that he lacked in his early career; but even to-day a stranger would pass him by without classing him as one of the most important factors of the day in the invention and manufacture of improved machinery.

#### Trained Brains the Life of Business.

Some time ago a manufacturer complained to a visiting salesman about difficulty in making a profit. This statement was not altogether surprising; the manufacturer had fallen into a rut and as he was not making money had become more and more opposed to spending money. The salesman gave this advice: "Get out among the trade. Visit competitors. Go to the machinery shops and get posted on the latest inventions. Spend a month in traveling around looking for points, and you will find your trip profitable. Above all, if your business needs a tonic, buy brains."

Buy brains? Easier said than done. And yet vastly important. Trained and clever brains can be hired or bought at prices which usually yield handsome profit on the investment. Thousands of bright young men who have gained valuable knowledge from painstaking experience are on the lookout for chance to develop. Many a factory has superabundance of brains, while other factories are woefully lacking. Many employes are quick to get latest machinery, but often forget the necessity of also getting the latest brains. By this I mean the brains of men who are posted on the most recent and best methods of manufacturing.

I talked this brain business to a manufacturer whose business was running down and needed bracing. He was discouraged and despondent. I told him that despair never accomplished anything. When the profit margin has vanished and the deficit begins looming up, it is no time to sit with folded hands and vacant stare. The thing to do is to acquire new energy, investigate details of production, find out what it costs competitors to produce goods same as yours, and above all get new brains into your business, no matter what you pay. It is foolish to stick at paying a few thousand dollars more or less for the kind of man who has the special knowledge needed to transform a losing into a prosperous business. And yet there are men usually considered shrewd and clever who fail to recognize that the right kind of operations are often the means of saving considerably more than the cost.

Never forget this: Low-priced labor is not necessarily cheap labor. It often happens that the highest priced man in an establishment is likely to give such good value to employers that his wages or salary will seem small in comparison with results accomplished. I do not advocate employers constantly changing superintendents and foremen, but whenever a business begins to lag,



it is often good policy to get new blood and brains into the management of it, and thus prevent the growth of rot, which is fatal to progress.

Small leaks often sink great ships. Lack of the right kind of manager is often the cause of many shoe and leather manufacturers being forced out of business. If I were manufacturing to-day and found it difficult to get cost price for my goods, I would never rest until I learned whether I was producing as cheaply as competitors and whether my foremen were as capable as those employed in some other factory. Trained brains are the very life of business and when a man has a business and plant representing many thousands of dollars on his hands, it is surely poor policy to use false economy and employ poor men when for one or two thousand dollars more the necessary kind of brains could be had which would be well worth the apparently high cost.—Traveler in Shoe Trade Journal.

### Coloring Timber in Sweden.

A remarkable invention, by which logs of timber may be colored right through in any shade desired, has been for some considerable time a subject of thorough experiments in this country. Fully satisfactory results are now attained, at least as far as alder, beech and birch are concerned. All the sap is expelled from the log, which is then treated with chemicals and, as the case may be, is made hard or soft, and one or more colors are pressed into the log.

By this process the wood gets dry sooner than by ordinary ways of seasoning. It may also be rendered fire-proof by adding special chemicals, that is to say, it will only carbonize, not burn. It goes without saying that painting becomes superfluous when this colored wood is used; it only requires polishing in the ordinary way and retains, therefore, its natural structure, gets, as it were, a gay and more vivid aspect than the dull appearance of common painting. The colors are absolutely free from arsenic and otherwise harmless, do not fade, and, of course, can not be worn off by rubbing or fretting, when used, for instance, for flooring.

Besides the cabinet-making industry this new sort of wood seems to be worthy of being largely used for wainscoting, panelled walls, ceilings, doors, and otherwise fitting up of houses, as well as for finishing steamers, yachts and railway compartments. For export to the tropics it is useful to know that the dreaded white ant does not bite upon this wood.

A company is now in full swing turning out this new article, and their export business is in the hands of Alban Herlitz, whose offices are situated in the Rosenbad palace of Stockholm.—Affarsvalden.

The merchant whose head is strong enough to hold his tongue and keep it out of his neighbor's affairs, is always the most successful and most respected.

## 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.	Per 100
120	\$2.90
129	2.90
128	2.90
126	2.90
135	2.95
154	3.00
200	2.50
208	2.50
236	2.65
265	2.70
264	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
½ Kegs, 12½ lbs., per ½ keg.	2.90
¼ Kegs, 6¼ lbs., per ¼ keg.	1.60

Shot	
In sacks containing 25 lbs.	
Drop, all sizes smaller than B.	1.75

Augurs and Bits	
Snell's	60
Jennings' genuine	25
Jennings' imitation	50

Axes	
First Quality, S. B. Bronze	6.50
First Quality, D. B. Bronze	9.00
First Quality, S. B. Steel	7.00
First Quality, D. B. Steel	10.50

Barrows	
Railroad	14.00
Garden	33.00

Bolts	
Stove	70
Carriage, new list	70
Flow	50

Buckets	
Well, plain	4.50

Butts, Cast	
Cast Loose Pin, figured	70
Wrought Narrow	60

Chain	
Common	7 c.
BB	8¼ c.
BBB	8 c.

Crowbars	
Cast Steel, per lb.	5

Chisels	
Socket Firmer	65
Socket Framing	65
Socket Corner	65
Socket Slicks	65

Elbows	
Com. 4 piece, 6 in., per doz.	75
Corrugated, per doz.	1.25
Adjustable	40&10

Expansive Bits	
Clark's small, \$18; large, \$26	40
Ives' 1, \$18; 2, \$24; 3, \$30	25

Files—New List	
New American	70&10
Nicholson's	70
Heller's Horse Rasps	70

Galvanized Iron	
Nos. 16 to 20; 22 and 24; 26 and 28; 27, 28	
List 12 13 14 15 16 17	
Discount, 70.	

Gauges	
Stanley Rule and Level Co.'s	60&10

Glass	
Single Strength, by box	90
Double Strength, by box	90
By the Light	90

Hammers	
Maydole & Co.'s, new list	33½
Verkes & Plumb's	40&10
Mason's Solid Cast Steel	30c list 70

Hinges	
Gate, Clark's 1, 2, 3	60&10

Hollow Ware	
Pots	50&10
Kettles	50&10
Spiders	50&10

Horse Nails	
An Sable	40&10

House Furnishing Goods	
Stamped Tinware, new list	70
Japaned Tinware	20&10

## Iron

Bar Iron	2 25 c rates
Light Band	3 c rates

Nobs—New List	
Door, mineral, jap. trimmings	75
Door, porcelain, jap. trimmings	85

Levels	
Stanley Rule and Level Co.'s	dis

Metals—Zinc	
600 pound casks	7½
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 ¼ c per lb. extra.	

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

Nails	
Advance over base, on both Steel & Wire	
Steel nails, base	2 75
Wire nails, base	2 30
20 to 60 advance	Base
10 to 16 advance	5
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	25
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel ¾ advance	85

Rivets	
Iron and Tinned	50
Copper Rivets and Burs	45

Roofing Plates	
14x20 IC, Charcoal, Dean	7.50
20x28 IC, Charcoal, Dean	9.00
14x20 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, ½ inch and larger	10

Sand Paper	
List acct. 19, '86	dis 50

Sash Weights	
Solid Eyes, per ton	30 00

Sheet Iron	
Nos. 10 to 14	\$3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30

Shovels and Spades	
First Grade, Doz.	6 00
Second Grade, Doz.	5 50

Solder	
¼ @ ½	21

Squares	
Steel and Iron	60-10-5

Tin—Melyn Grade	
10x14 IC, Charcoal	\$10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1.25.	

Tin—Allaway Grade	
10x14 IC, Charcoal	\$ 9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50.	

Boiler Size Tin Plate	
14x56 IX, for No. 8 & 9 boilers, per lb.	13

Traps	
Steel, Game	75
Onelda Community, Newhouse's	40&10
Onelda 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	30
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70&10

## Crockery and Glassware

### STONEWARE

Butters	
½ gal. per doz.	48
1 to 6 gal. per doz.	6
8 gal. each	52
12 gal. each	78
15 gal. meat tubs, each	1 30
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.	6½
Churn Dashers, per doz.	84

Milkpans	
½ gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6

Fine Glazed Milkpans	
½ gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6

Stewpans	
½ gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 10

Jugs	
½ gal. per doz.	60
¾ gal. per doz.	45
1 to 5 gal., per gal.	7½

Sealing Wax	
5 lbs. in package, per lb.	2

### LAMP BURNERS

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

### MASON FRUIT JARS

With Porcelain Lined Caps	
	Per Gross.
Pints	4 25
Quarts	4 50
½ Gallon	6 50

Fruit Jars packed 1 dozen in box.	

### LAMP CHIMNEYS—Seconds

Per box of 6 doz.	
No. 0 Sun	1 60
No. 1 Sun	1 72
No. 2 Sun	2 54

Anchor Carton Chimneys	
Each chimney in corrugated carton	
No. 0 Crimp	80
No. 1 Crimp	1 78
No. 2 Crimp	2 78

First Quality	
No. 0 Sun, crimp top, wrapped & lab.	1 91
No. 1 Sun, crimp top, wrapped & lab.	2 00
No. 2 Sun, crimp top, wrapped & lab.	3 00

XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.	3 25
No. 2 Sun, crimp top, wrapped & lab.	4 10
No. 2 Sun, hinge, wrapped & labeled.	4 25

Pearl Top	
No. 1 Sun, wrapped and labeled	4 60
No. 2 Sun, wrapped and labeled	5 30
No. 2 hinge, wrapped and labeled	5 10
No. 2 Sun, "small bulb," globe lamps.	80

La Bastille	
No. 1 Sun, plain bulb, per doz.	1 00
No. 2 Sun, plain bulb, per doz.	1 25
No. 1 Crimp, per doz.	35
No. 2 Crimp, per doz.	1 60

Rochester	
No. 1 Lime (65c doz.)	3 50
No. 2 Lime (75c doz.)	4 00
No. 2 Flint (80c doz.)	4 60

Electric	
No. 2 Lime (70c doz.)	4 00
No. 2 Flint (80c doz.)	4 60

No. 2 Flint (80c doz.)	4 60
<b>Electric</b>	
No. 2. Lime (70c doz.)	4 00
No. 2 Flint (80c doz.)	4 60



### Should the Hardware Jobber Handle Stoves?

The way this question is presented to me I do not think it is open to debate or criticism: "Should the hardware jobber handle stoves?" I think this is a question that the jobber is the sole judge of; if he is sufficiently supplied with the necessary funds and he is satisfied they will return him a satisfactory profit, he will, no doubt, handle them, and I might add in this connection, it is probably the logical outcome of the evolutions in business and business methods that are continually taking place. The fierce competition in the stove business has probably brought this question to the jobber rather than the jobber seeking it. I mean in the evolution of business the tendency to concentration of business to the end that it can be done at a less cost. I do not think, however, the time has arrived when the jobber will give to his customer the difference between what it would cost him in the selling cost of stoves and what it would cost the manufacturer to sell the same direct to the trade, and I also doubt very much, under the present methods, whether there would be any material saving on that score.

The jobber of course of necessity will have to carry these goods in his warehouse, and also there would be a considerable outlay for advance freight charges and loading and unloading, and also quite an item in the matter of breakage, which I think would offset the difference in the saving in actual selling expense. I think the jobber will settle this question for himself, and in fact has done so. I would, however, like to put this question in a little different form that would open it for discussion. I would say: "Should the retail hardware merchant buy stoves from a hardware jobber?"

I will not undertake to say "Yes" or "No" to this question, but put it in form of question: Is there anything to be gained by the independent buyer seeking a market through the jobber? and to encourage the jobber in handling this particular line would it not have a tendency to further demoralize the stove trade? Will the jobber not seek to dispose of his goods in this line through new people that have not heretofore handled stoves, and would not the jobber insist on selling a larger line of stoves to the dealer for whom he is already carrying a large line of credit, and when this dealer gets this overstock and it comes time to pay for it, would he not be inclined to sacrifice these goods, knowing that he must make some returns for them or add to his already overburdensome account?

The jobber of the present day also has so many lines that he has a great many customers in different trades in almost every town, and if the jobber did not succeed in establishing satisfactory relations with some first-class hardware dealer,

would not the merchant that is handling some other line think he was entitled to buy a stove for his own use through the hardware jobber? Would the hardware jobber in the stove trade not have a tendency to restrict trade in the sense that it would prevent stove foundries from springing up in our Northwestern centers, as the jobber would undoubtedly get his supplies from concerns already in existence that would be willing and glad to dispose of such a share of their output as would enable them to keep that output to the maximum, and sell what remained to their own trade? Would the number of stove salesmen exist that now call on you, and as I said in the first part of this paper, would these same goods go to the retail trade at any less price, or would the jobber retain the profit derived from his ability, if any, to market these stoves at a less percentage of cost than the manufacturer? Would you get these stoves in a better condition from being handled through a jobber's warehouse, or would you get your duplicate orders filled more promptly through the jobbers, or would you be more apt to get back an order slip from the jobber saying he would have a car in a few days? Would it be more satisfactory to get a card from the manufacturer stating the exact date he would make shipment, and would your shipment of repairs be attended to more promptly from the jobber or the manufacturer? Would your claims for breakage in transit be more promptly attended to by the jobber or the manufacturer? Would you be more apt to have a shortage of possibly a very small piece, that would make the stove unfit for market until it was replaced, or would the goods come to you in better condition with brighter nickel? Would a bolt lost out in transit be replaced more quickly by the jobber or the manufacturer? Probably a great many other items might be added to this list.

If you worked up a trade on a line of stoves that you should buy of a jobber, what assurance have you that the jobber can furnish this same line next year or the year after? If you should happen to sell a stove bought through the jobber, and it did not give your customer satisfaction, would his traveling salesman give the same attention to seeing that these faults, whatever they were, were rectified, as the stove salesman who now call on you patronize your hotels and liveries and other local merchants and local enterprises, reduced to a corporal's guard, and this saving of expense revert to the jobber and the center where he stores and handles his goods?

I think there is no doubt that there is not a hardware merchant in the country who is not able to answer these questions for himself and to his entire satisfaction.

George L. Nye.

### No Interruption to Our State Fair.

When the spring torrent was at its height, the main volume of public interest centered upon the havoc and suffering caused throughout the submerged residential district on the

West Side of our river. With the subsidence of the flood, came thought of individual losses and particular localities and then it was that the grounds of the West Michigan State Fair Association came into notice. "I saw the grounds" said one gentleman, "when they looked like a placid lake that had been fenced in." Another gentleman expressed regret that the new roads within the enclosure had not been better built, "because I am certain they have been washed away." Naturally such remarks caused discomfort among those interested in our annual exhibition.

On top of such dire suspicions come inquiries by mail and wire, from prospective exhibitors and managers of special attractions, asking if there would be any change as to the dates of the West Michigan State Fair.

It was evident that exaggerated reports had gone abroad as to the extent of the damage done by the flood and naturally the directors of the enterprise decided to learn accurately as to actual conditions. It is very gratifying to announce that while sections of fence were thrown down and scattered and while various slight injuries were done to some of the very small buildings on the grounds, the loss is inconsequential and all necessary repairs can be made within a fortnight. So far as the road-beds of the streets upon which the buildings are fronting, so far as the drain pipes, ditches and sidewalks are concerned, no permanent damage is visible. Were it necessary a State fair could be given

comfortably and well, within two weeks and that the event set for next September will be given on the dates fixed, is as certain as that it will be the most extensive and most perfect showing of the kind, ever given in Michigan.—Board of Trade Bulletin.

### Electricity and the Mule.

Electricity has displaced the mule in transportation service at all points except for the haulage of canal boats. Here, however, considerable progress is being made. In Ohio, on one of the largest canals, the boats are now towed by electric cars running on tracks along the old towpath. Recent tests on the Erie Canal at Schenectady, N. Y., have tried an "electric mule" or motor-driven carriage. This "mule" travels along 18-inch continuous plate girders suspended above the ground on posts and forming a track along the side of the canal. The "mule" is equipped with two 40 horse-power motors, taking current in the usual way by overhead trolley. These are geared down by double reduction motors to low speed. The tests included hauling two to four canal boats, each loaded to 200 tons, at a speed of 4¼ miles per hour. The pull was very steady and progress very uniform and much more rapid than animal traction. No wash of the canal banks occurred, as the slight wave motion from the boat died out before reaching the banks. This method is therefore superior to the use of propellers on canal boats, which cause considerable wash.

## Grand Rapids Glass & Bending Co.

Importers and Jobbers of

### Window, Plate, Prism and Ornamental Glass

Manufacturers of

### Bent and Leaded Glass

Prices quoted on application

Cor. Kent and Newberry Sts., Grand Rapids, Mich.

Both telephones



### Northern Michigan Desirable Place in Which to Locate.

Written for the Tradesman.

I have heard men say they would move to Northern Michigan to make their home and to engage in business were it not for the fact that this part of the State is isolated from the rest of the world. For this reason they argue that they do not consider the Upper Peninsula a good place in which to establish themselves.

"A man can make money in Northern Michigan without a doubt," I heard a man say once, "but who wants to live away off to one side of the world where it is impossible to see anything or learn anything? A person living in the Upper Peninsula is hundreds of miles from any of the large cities, and he must travel all day and perhaps a night in order to reach a metropolitan locality where he can see the leading people of the country and rub up against the good things of the world. If it were not for this fact I presume I should move to Northern Michigan."

All this sounds reasonable enough, and it is just such arguments, coming from people not conversant with the existing state of affairs Up North, that keep many persons from trying their luck in a newer country. Most people nowadays do not care to pattern after their forefathers and carve their way through the forest and live amid scenes of privation, in order that in the end they may enjoy a peaceful old age free from the cares of the world and surrounded by all the good things to be had.

It is barely possible that some of the people who entertain such ideas relative to the conditions in the Lake Superior Country would be surprised to learn that the people residing in this part of the world are not so far from the hub of the universe as has been claimed by numerous people miles from the subject of discussion.

The Upper Peninsula is not out of the world and, furthermore, its towns and its people are not a whit less energetic than those to be found in older sections of the United States. They are not behind the times nor are they so isolated that they do not rub up against the leading people of the country. A few illustrations will not be out of place in discussing this subject:

In the Copper Country is a community composed of nearly a hundred thousand souls. While all these people do not reside in the same town, they are located so close together that it would not be stretching the truth much to say that they constitute one settlement. Hancock, Houghton, Red Jacket, Laurium, Calumet and other towns are so close together that they are almost as one city, and electric cars run at all hours from one place to another. Three daily papers are published in this locality and they are good ones. One of them is second to no other newspaper in the State in covering its field. The people of these towns have the news of the day placed before them at the breakfast table, the same as do the people in older sections of the State. Modern theaters, in which the leading artists of the American stage appear in the most interesting

productions, serve to make idle hours pleasant, while clubs and good hotels and modern department stores create as metropolitan an air as can be found anywhere in the smaller cities.

Menominee is not out of the world, as some people would imagine. In connection with Marinette, Wisconsin, which is on the opposite side of the river, we discover that there are nearly 30,000 people living together. Like the people in other Northern communities they have all the modern conveniences to be found anywhere in towns of similar size.

Marquette, Ishpeming, Escanaba and numerous other localities are fully as modern as any towns of their size to be found anywhere in the country, and on an average the people have as much, if not more, money in their pockets.

Sault Ste. Marie is about as far from any of the larger cities of the country as any of them. But the Soo is not to be considered a lonesome place by any means. It is safe to say that more prominent people visit this city in a year than any other point in the State, unless it be Detroit. The Soo is the center of attraction to hundreds and thousands of people, and as a result the citizens have an opportunity to meet more great men than do their friends in the Southern counties.

It is but a few days since Brigadier General Frederick D. Grant, U. S. A., Commander of the Department of the Lakes, visited the Soo to inspect the garrison at Fort Brady. It chanced to be my lot to interview the General while he was in the city, and, just to see how Fort Brady compared with other forts throughout the country, I asked him what he thought of the barracks, which, by the way, have just been completed, the old ones having burned down. He replied that they are the finest he has ever seen. This means something because General Grant is a man of wide experience and observation in military matters. While attending a public reception the General said that he intends having the First Regiment band, stationed at Fort Wayne, Detroit, spend a part of the time at Fort Brady. All this goes to show that the people Up North are not away back where they can not see the world move.

The late Senator Hanna used to spend considerable time on the St. Mary's River during the summer months, having a cottage just below the city. Justice Shiras, late of the United States Supreme bench, comes here every year to fish. And I might go on indefinitely and name persons of National reputation who come North every summer. As a result the people of the Upper Peninsula have a chance to associate with them under more favorable circumstances than the people of their home cities. Naturally they are easier to approach when out for a good time than when busy with the cares of business and as a result they have made a wide circle of friends Up North.

History has been kind to the Valley of the St. Mary's. Over on the Canada side stands the old block house erected more than a hundred

years ago by the Hudson Bay Company. Fort Brady fairly teems with romance and interesting historical features. Before the war General U. S. Grant was stationed here, and since his time many good soldiers have filled his shoes.

Schoolcraft, the historian, lived on the banks of this River, and as the distant roar of the Rapids reached his ear he wrote that which will live on and on until we of today have gone from life.

Other men of fame have stood on the banks of this River, now famed in song and story, and cold, indeed, is the man who can watch the never-ending flow of deep blue water without feeling that Nature has been kind to the Land of the Ojibway.

No, Mr. Business Man, don't think for a minute that the Upper Peninsula is out of the world. If you want to locate in a country with a future, where your family will grow up healthy and happy, where energy will make your bank account swell, where the selfishness of the money centers has not yet penetrated and made of man a mere machine for the accumulation of dollars—if you want all this come to the Upper Peninsula. It isn't the Land of Milk and Honey. Hard knocks are given and taken, as elsewhere, but it is a good country to live in—and it isn't away back out of the world, either. Some people claim it is The World.

Raymond H. Merrill.

Teach your girl how to cook, and if she does not thank you, somebody's son will thank you for her.

## 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.

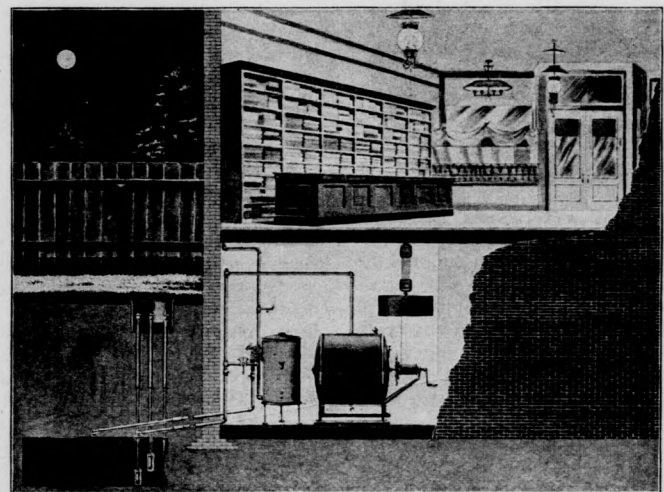
What better souvenir of the war can you present to your customers?

Sample free.

Tradesman Company

Grand Rapids

## Every Merchant



Should consider it a necessity to have good lights for his store. It is just as essential as good goods, for without the one you cannot sell the other. People will not patronize a poorly lighted store.

### A Michigan Gas Machine

will make yours the best lighted store in town and at the least expense. Let us know how many lights you need and we will cheerfully furnish you an estimate. We would like to correspond with you for better lights.

## Michigan Gas Machine Co.

Morenci, Michigan

Lane-Pyke Co., Lafayette, Ind., and Macauley Bros., Grand Rapids, Mich. Manufacturers' Agents



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; Sec-  
retary and Treasurer, O. F. Jackson.

#### SUCCESSFUL SALESMEN.

C. F. Williams, Representing the  
Hanselman Candy Co.

Clark F. Williams was born at Fredericktown, Knox county, Ohio, Sept. 12, 1856, his father being of Welsh descent and his mother a Connecticut Yankee. When he was about 3 years old the family removed to Lafayette, Ohio, and as soon as he was old enough to leave school he learned the trade of millwright with his father, who was an expert workman in that line. Nov. 15, 1886, he removed to Reed City and entered the employ of the G. R. & I. as baggage master. Seven years later he embarked in the drug business at Caledonia under the style of the Michigan Drug House. He continued this business two years, when he



C. F. Williams

sold out to take a position on the road with the L. Perrigo Co., of Allegan, which house he represented five years, covering everything north of the D. & M. He then engaged to travel for D. E. Prall & Co., of Saginaw, covering practically the same territory for a year and a half, subsequently engaging with Fred Brundage, of Muskegon, whom he represented in the same territory for two years. The next eighteen months was spent with the Hazeltime & Perkins Drug Co., carrying the sundry line of that house. He resigned this position to accept a more lucrative offer from Straub Bros. & Amiotte, of Traverse City, whose line he carried for two years over the G. R. & I. from Grand Rapids to the Straits and over the P. M. from Coleman to Ludington. Jan. 1, 1902, he engaged to travel in the same territory for the Hanselman Candy Co., of Kalamazoo. He undertakes to see his

trade every thirty days, by whom he has been given the title of "Sweet Williams."

Mr. Williams was married Sept. 20, 1882, to Miss Bethiah C. Peck, of Reed City, where the family now resides. Two children complete the family circle—Elsie May, aged 20, and Horton C., aged 17.

Mr. Williams is an attendant at the Congregational church, a member of Reed City Lodge No. 363, F. & A. M., Reed City Chapter No. 112 and Reed City Council. He is also affiliated with the Knights of the Macabees and Forrester and U. C. T., being a member of Grand Rapids Council, No. 131.

Mr. Williams attributes his success to square dealing and to the fact that he is thoroughly in love with the confectionery business. He has few hobbies, except that he worships a horse, like his versatile brother-in-law, Cornelius Crawford, but, unlike the aforesaid brother-in-law, he does not appear to have the faculty of picking up a \$50 dray horse and converting him into a \$2,000 trotter inside of a year.

#### Can Buy Better of the Traveling Salesman.

Among the big merchants of North Dakota there is one who is learning important business lessons late in life. There may be more but this particular merchant is a shining light in his class and well worth mention. He has been in business many years, but up to within two or three weeks ago he had not learned that the real merchant does business on much less stock investment than he did in the days when there were fewer railroads and fewer concerns wholesaling merchandise.

The credit men told him on his last trip he had too much stock. One who went through his statement carefully insisted that his inventory footed up twice what it should.

He lays all of his troubles to "going to market." If he had stayed at home, he says, and bought his goods of the traveling salesmen he would have bought better.

He is right. His experience is that of hundreds of other merchants if they could be induced to make a confession. They have grown so cheery over those trips to market, however, that it is doubtful if the veil can be torn from their eyes.

Every man buys better in his own store than anywhere else. Every man is more confident on his own ground. He knows what he wants because he is near his stock and can counsel with his clerks. He is not afraid to combat the seller on any disputed point. He uses far more caution than when he is away from home.

After a traveling salesman has sold a dealer on the dealer's own stamping ground he is surprised at how easily the dealer capitulates when he goes to market. The fact is buying goods on strange territory affects most people alike. They are not as critical as they are at home. They take on larger quantities. A few years of this habit and the merchant finds he has too much stock. This would not have been so much the

case had he bought from good sample lines in his own store.

The merchant who makes a success of his market buying usually comes to market for special lots or to be sure he gets the right assortment after wholesalers' stocks have been picked over. He places his big order covering his season's wants with the traveling salesman. That places him on safe ground.

Many merchants seem to get dizzy in market. A Chicago man tells the editor that a large percentage who go to that market buy like crazy men and their orders must be invariably trimmed down by the credit men. At that they have more than they need. He concedes that the merchant who buys his big orders at home will be in better financial condition in the long run than he who buys almost entirely in market.—W. E. Davis in Commercial Bulletin.

#### Pointed Paragraphs.

A man whose wife calls him dear in public usually looks cheap.

The gossip is never so happy as when she is relating a tale of woe.

Love is a great help to the girl who wants to make herself miserable.

Modern health foods are all right if you are not burdened with an appetite.

If a woman really loves a man she doesn't ask him to give up anything for her sake.

Marriage is a failure only when the wedding altar isn't used as an altar for mutual sacrifice.

In order to get the best of an argument all you have to do is state your side—then walk away.

The trouble with the average man who poses as the architect of his own fortune is that he revises the plans too often.

#### Have You Noticed That—

To a woman the sight of a pretty dress is a positive enchantment.

Some women flirt most effectively while enjoying a good meal.

Most married women are particular as to the neckties a husband wears.

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

## 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

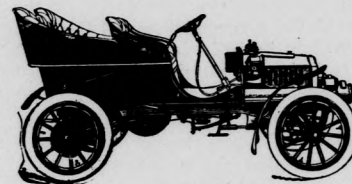
LIVINGSTON HOTEL



The steady improvement of the Livingston with its new and unique writing room unequalled in Mich., its large and beautiful lobby, its elegant rooms and excellent table commends it to the traveling public and accounts for its wonderful growth in popularity and patronage.

Cor. Fulton & Division Sts., Grand Rapids, Mich.

## 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

## 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.



## GOOD ROADS.

Report Made to Board of Trade by  
Hon. C. W. Garfield.

The Public Improvement Committee's sub-committee on good roads desires me to make a report of progress, that it may be on record as accomplishing something that shall warrant the naming of a sub-committee on good roads. Immediately after the selection of the sub-committee, an alliance was formed with the Grand River Valley Horticultural Society to take the February date of the next meeting of that organization, and devote it to a discussion upon the general subject of "Better and more attractive roads for Kent county." We secured the co-operation of several gentlemen, whose interest in the matter and whose public spirit were well known, and as a result of the meeting, a sympathetic chord was touched in the minds of the audience, and the first step was well taken in the agitation of the problem of better roads in the country tributary to our city. The most important paper of the meeting was prepared by James R. Wylie, upon "the legal rights of a tree upon the highway, that has been either planted or reserved for use or embellishment." This paper was such a clear exposition of the law concerning trees upon the highway, that the Michigan Tradesman secured the manuscript for its pages, and the publisher, Mr. E. A. Stowe, very kindly distributed copies containing the articles without expense to our committee, to the directors and members of the Board of Trade committees, and one was sent to each supervisor in the county.

The present plan of the committee, although not very well defined, covers the following points:

We shall do what we can to further the general plan of securing government assistance to the good roads movement, based upon the willingness of the state or locality to raise the proper amounts to go with the government appropriation for the general development of a better road system.

Pending any results to be secured from this movement, we shall advocate the payment of road taxes in money, rather than by the present method generally in vogue of "working out the tax."

We shall urge that the money raised for road purposes shall be expended under the direction of a central authority, thus eliminating, as far as the law will allow, the present method of dividing the authority among an army of irresponsible pathmasters.

We shall strive to seek the co-operation of the townships in our county in the movement to utilize certain features of the present Law, which allows each township, by vote of the people, to adopt this money system of road taxation. Your committee believes that its best work can be done without the expenditure of much money in developing a healthy sentiment in favor of putting business methods into our rural highway management.

To this end it seems to the committee that in our work of agitation,

we could utilize the Engineering Department of the State University and the Agricultural College in instituting here a school of instruction for road officers.

In the present plan of university extension, which is very popular now, we can draw upon the University and Agricultural College for assistance along this line, and it is perfectly practicable to have an institute for the instruction of commissioners of highways, and others connected with road management, in the details of road building, so that in any given road problem, an officer may learn what to do, and how to do it in the most economical way.

It seems to the committee that there is not a township, in the county, that would not gladly send, at its own expense, its commissioner of highways and its supervisor to a school of this kind, and the expense for carrying it on for a couple of days in the Board of Trade rooms in this city, would be inconsequential.

We could thus secure the first school of highway instruction under the system of college extension ever instituted in the state, and we could give through it the very best practical hints in road building that could be immediately put in practice; and by this means develop a commendable interest in economical road building, that would be an object lesson for the whole state.

Your committee, having this in mind, will, at a later date, present a definite plan of work, and report as to the attitude of our institutions of learning, with reference to lending a hand in this promising enterprise of educating men who have our road building in their hands, in practical methods of securing the best results with the money placed in their hands for road betterment.

## Russian Pottery.

The war in the East brings out the significant information that very little is known in this country of Russian pottery. In St. Petersburg there is a royal porcelain manufactory where exceedingly fine and artistic ware is produced, though it is almost impossible to bring samples out of that country, which accounts for its great scarcity in Europe and America. The pottery is of a bold, semi-barbaric character, with arabesque decorations, consisting of heads of animals in relief, and so forth. The industry is carried on rather sparingly, and aside from the royal porcelain plant, there is but little attention given to the production of ceramic wares.

In the Pennsylvania Museum, of which Edwin Atlee Barber is curator, can be seen a case of decorated Russian pottery that was originally exhibited at the Centennial Exhibition in 1876. This pottery is of a buff or orange-colored clay, and the decorations are in relief and highly colored. The pieces are in the shape of coffee pots, vases, plaques, and so forth. Another variety is decorated with conventionalized animals, painted in enameled colors. There is also in this museum a single piece of fine porcelain, artistically decorated, consisting of a cup and saucer, the product of one of the modern Russian potteries.

## Evolution of a Labor Union.

Naturalists long ago noted the fact that disuse of an organ sooner or later leads to the atrophy or even the entire disappearance of that organ.

The fishes of Mammoth Cave, for example, have no eyes. Nature took cognizance of the fact that eyes would be useless in the total darkness of the underground streams, and so those fishes were gradually deprived of organs of sight. It is a maxim of the theory that the animal adapts itself to its environment.

Bearing this maxim in mind, it is interesting to speculate upon the physical transformation that is likely to occur in the average member of a New York building trades union during the next few years. What will he look like in 1925?

The fishes of Mammoth Cave had no use for their eyes and so they lost their eyes. The members of the New York building trades unions once exercised various handicrafts. They cut stone, laid brick, worked in wood and performed other activities incident to the erection of houses. Now they do nothing but strike.

Will not evolution inevitably take notice of this situation and change the physical environment of the strikers to conform to their altered method of existence?

In that case we may easily surmise what will take place. Long disuse of their arms and hands will gradually deprive the strikers of the use of those members. Loafing around saloons and union headquarters, month in and month out, will eventually result in the strikers having no use of their legs.

On the other hand, constant and unremitting oratory respecting the rights of labor will result in the striker developing a mouth of great size and a voice of great sonority.

We may, in short, expect to see within a score of years the New York building trades unionist assume the shape of a dime museum freak, with rudimentary arms and legs, but with a phenomenal lung development and a capacity for drinking beer and talking twenty-four hours at a stretch.

Nature never makes a mistake and the laws of evolution are inflexible.—Chicago Chronicle.

## Power in a Woman's Eye.

A woman's eyes are the first objects to attract a man's attention, and they are the last things he remembers about her. Long after he has forgotten the color of her hair, the dimple in her chin and the soft, sweet sound of her voice, the look in her eye remains with him.

He may not be able to single her glove out of a pile of keepsakes; he may have cast her photograph upside down into the waste basket with a lot of others; the slippers she made him may have been worn out by his valet, but still some particular turn of her glance or lifting her brown eyes will be as clear to him as the daylight. Ten years after love has been laid away in his little satin-lined casket that glance will rise like Banquo's ghost at the feast and startle him just at the moment when the

man is looking most intently into the eyes of another woman.

It is not the color of a woman's eyes which a man first observes or last remembers. Nine times out of ten a man will turn from the glance of a pair of soft brown, cowlike eyes to gaze into the green orbs of the red-headed girl on the other side of the table, and many a doll-like, blue-eyed beauty weeps because some pugnosed, tawny-eyed woman has lured away her sweetheart.

Ask any man the color of his sister's eyes and he will look at you blankly. "Jove," he will remark, "I believe I've forgotten. But they're all right. There's something about them that's catchy." And that is positively all that can be gotten out of him.

The fact that Becky Sharp's eyes were green or that Cleopatra's eyes were yellow never interfered with the machinations of those fascinating ladies, nor dulled their reputations as coquettes. Color, size and shape may make an eye beautiful, but they never can give it that something which so many beautiful eyes lack and so many homely ones possess, the power to make a man break a bank or sell his overcoat in order to give his wife what she wants.

When the world was sentimental men called it "soul." Then they grew practical and apathetic and they called it "character." But no man will ever know what it is any more than he will ever know why he married the particular woman he picked out, or why the cook has left. It is a question as subtle and elusive as either of these.

## Little Willie's Treatise on Girls.

Girls is a human bein' that shrieks when there's nothin' to squeal at; but boys is diffrunt, for they just holler. Girls grow up to wimmin and like dolls, but boys grow up to men and like balls, and when my pa read that he said, "Hyballs, I s'pose you mean, Willie," and then he left, but ma said, "For shame, Joseph!"

When girls grow up to wimmin they wear long skirts, for they are modest and squeal at mice which won't hurt them, but when they are only girls they wear them shorter, for they are less so. I wouldn't like to be a girl and play ringer rounder Rosy, but to be a bull terror and friten folx with my teeth would be good 'nough for me 'cept a clown in a cirkis; and pa says wearin' skirts affex intellex, but you can't tell 'bout pa, for he joax.

But I would sooner be a girl than a turkey which gets 8 at Christmas and to-day he is and to-morrow he is not except the hash, for girls is gentle and tender hearted and when a boy watches them he sees what he hadn't ought to do unless he is a sis-sy-boy which is vanity.

They is more that I know 'bout girls, but politics is more improvin' and it is better to forget them, so I shall write my next essay on campanes, which is when you march in a perceshun and wonder why you can't think of some reason to show that your party is better than the other one is, so good by.





**Michigan Board of Pharmacy.**  
 President—Henry Helm, Saginaw.  
 Secretary—John D. Muir, Grand Rapids.  
 Treasurer—Arthur H. Webber, Cadillac.  
 C. B. Stoddard, Monroe.  
 Sid A. Erwin, Battle Creek.  
 Sessions for 1904.  
 Ann Arbor—March 1 and 2.  
 Star Island—June 20 and 21.  
 Houghton—Aug. 23 and 24.  
 Lansing—Nov. 1 and 2.

**Mich. State Pharmaceutical Association.**  
 President—A. L. Walker, Detroit.  
 First Vice-President—J. O. Schlottgerbeck, Ann Arbor.  
 Second Vice-President—J. E. Weeks, Battle Creek.  
 Third Vice-President—H. C. Peckham, Freeport.  
 Secretary—W. H. Burke, Detroit.  
 Treasurer—J. Major Lemen, Shepard.  
 Executive Committee—D. A. Hagans, Monroe; J. D. Muir, Grand Rapids; W. A. Hall, Detroit; Dr. Ward, St. Clair; H. J. Brown, Ann Arbor.  
 Trade Interest—W. C. Kirchgesner, Grand Rapids; Stanley Parkill, Owosso.

### The Business Man in Fiction.

Literary critics affect to see a sad deterioration of literature in the business novel and pharisaically enquire how much longer the affliction is to continue. Some of them express a lofty contempt for what they deem a sordid invasion of a realm in which their standards of taste have decreed that the business type of hero or the business man as a central character of interest shall be regarded as a vulgar intruder.

Literary critics must have standards upon which to base judgment, but unfortunately these standards are largely mediaeval, with some modifications to fit a sphere of society in which the business man was most often depicted as a lout, an ignorant mercenary or a mere subservient creature and at his best wholly unworthy to enter upon terms of equality.

The literary standards of to-day have been fixed by conditions of society which happily have no real existence in this country, despite the efforts of a class who have succeeded only in setting up a cheap imitation. Fictional delineation of the nobility and aristocracy can have no proper place in the literature of a democracy. The nearest approach in America to the standards of English fiction is to be found in the life of the colonial period, which was but an uncertain reflection of English society.

The America of to-day is a world of democracy and business and the dominant figure is the business man. In this atmosphere it is neither degrading nor even vulgar to be "in trade." The novelist can no longer adhere to the standards of literature—or at least to the standards of the literary critics—and depict the business man as a clown, a numskull, a grasping mercenary or a subservient creature who bows and scrapes to the superior beings who constitute the standard types of English fiction. Instead he has to deal with a forceful, masterful personality that exerts an influence in every walk and station of life. The affairs of the business man comprehend the affairs of all the people and of the nation itself.

No story of this commercial age is complete without him.

If literary precedents are to be the guide for the present-day writers it may be safely predicted that for some time to come the business man will monopolize fiction even to a greater extent than he has monopolized commercial commodities, for the recognized authors of all ages are those that have most faithfully and artistically portrayed the life of their own periods, with few exceptions, and these latter were of such universal genius that they made all climes and all peoples their own.

If the business novel falls short of the literary standards it would be in keeping with the progress of the age, in which everything moves except some of the literary critics; if it should establish a new standard, whatever else it may be the business novel with the business man type as its dominating figure is inevitable.

Is it not possible that the guardians of literary standards are fallible, after all, and that in the course of a short time they will discover, as did Kipling's infallible Disko Troop, that they were "mistook in their judgment?"—Chicago Chronicle.

### Behind the Human Eyes.

The difficulties opticians have experienced in arriving at an accurate diagnosis of the complaints from which their patients are suffering have led to experiments in photographing the eye. For this purpose an instrument has recently been invented, affecting optical science in general, and the further development of the eye specialist's profession in treating eye diseases and faulty vision in particular. According to a German exchange the assistant of the university clinic of the Royal charity hospital, Dr. Walther Thorner, has succeeded in solving a problem which has received much attention from many others before him, but with little or no success. He has managed to photograph the background of the eye and obtain good pictures of it, too. His invention represents a material improvement on the ophthalmoscope invented by Helmholtz in 1850. The latter, however, only admitted of viewing the background of the eye.

The fact that all attempts to photograph the interior or the background of the eye had remained fruitless so far was due to the peculiar construction of the eye. It is difficult to light up the interior to such an extent as to enable one to take a photograph of it, and even in the use of strong sources of light the exposure would require so much time that the eye would have to be fixed, which would mean great inconvenience to the patient. Now Dr. Thorner has constructed an apparatus with which he first succeeded in photographing the eyes of animals, especially cats.

See that what you have for sale is first-class. People forget that an article was cheap, when unsatisfactory. They also forget it was expensive, if it pleases. But in either case, they remember where it was bought, with pleasant or unpleasant reflections for the seller.

### Made the First Maple Sugar.

The legend of the discovery of maple syrup is a curious one, and one of national importance to those of us who are real Americans, for it was one of our native Indian chiefs who made this discovery, according to the legend. This chief instructed his squaw to cook a piece of venison for his sole enjoyment on his return from the chase.

After putting the meat to cook in water obtained by melting snow the squaw became so absorbed in making a pair of moccasins for her husband that she let the meat burn, as many more civilized housewives have done since. Also, like the modern housewife, she was ready to meet the emergency. As there was no time to melt snow again, she bethought herself of the water running from the maple tree behind the wigwam. This she poured in with the meat.

The hunter was delayed in his coming, so that when he returned there was nothing but a sticky mess in the bottom of the pot. Fearing a storm, the guilty squaw hid when she heard her husband coming, but, hearing no outburst, she ventured forth and found the lousy chief utterly oblivious to everything about him except the pot, which he held between his knees, eating the contents with the utmost delight and licking his fingers with gusto.

This was the first dish of maple syrup served and was a fortunate discovery by our forefathers, for history tells us that as far back as 1730 the first maple syrup and sugar were made in Vermont, and for many years her output was nearly one-third of what was made in the country.

In the olden time maple syrup-making was not only a picnic where many a love match began, but it was a most necessary function, for maple sugar was the only kind of sweet known to the rank and file. Nearly every well-to-do farmer in those days owned his own sugar camp and every member of the family was called on to lend a hand in sugarmaking time. Methods have changed more than the seasons and from the middle of February until the first of March the owner of a sugar camp begins to make ready. When the first warm southwest winds begin to blow and the snow is soft enough to make good snowballs the time has come to go to work.

Primitive sugarmaking has gone its way, along with candle-dipping and many of the other home industries of early times. The ingenuity of many has brought about most wonderful changes, among them the chains of evaporators, clearing and straining and boiling down, the syrup passing from one pan to another seemingly without the aid of human hands.

### Sand To Extinguish Fire.

A recent experience of the London fire department may prove of interest as showing the possible future requirements of the department.

The London fire department responded to the alarm and quickly flooded the place, making matters worse, not only for the sub-station,

but for the power station as well. To meet such emergencies E. Kilburn Scott says: "It looks as though special fire engines are required, which would throw a jet of sand in place of water." He suggests that it might be advantageous to have a large tank of sand on the roof above the switchboard, with a flexible hose, so that the sand could be instantly turned on to a short circuit. Another point considered is the dense and suffocating smoke given off by many kinds of insulation when set on fire. This is particularly the case with rubber, and it seems as though it would be better to use only bare wire for switchboard connection, or, at least, to adopt some kind of insulation which would be less objectionable than rubber. The same point is made against the use of linoleum or rubber mats covering the floor of the switchboard gallery. If insulation is necessary the floor should be of glass or slate.

### The Drug Market.

Opium—Is unchanged.

Morphine—Is steady.

Quinine—Is firm at last advance.

Russian Cantharides—Are in small supply and advancing.

Cocaine—Has been advanced by manufacturers 25c per ounce. The article is tending higher.

Cod Liver Oil, Norwegian—Is still unsettled.

Balsam Fir, Canada—Is getting scarce and higher.

Bayberry Bark—Continues to decline.

Oil Peppermint—Is scarce and is advancing.

American Saffron—Has again advanced and stocks are very small.

American Refined Camphor—Shows a decline of 6c. This is on account of competition of Japanese refined.

### Still He Suspected Him.

Two grimy newsboys were counting their day's earnings the other evening. Suddenly one of them looked up from his task and narrowly regarded his comrade.

"I'm a cent short," he remarked.

The comrade, busily engaged in chewing gum, did not reply.

"Say, I'm a cent short," repeated the first boy.

"Well," protested the second, "I ain't got yer cent, have I?"

The loser looked grim.

"I ain't sayin' you have," he slowly responded, "an' I ain't sayin' you haven't. But I'm a cent short—an' you're chewin' chewin'-gum."

A well advertised store is the sign of prosperity.

### FRED BRUNDAGE

Wholesale Drugs and Stationery,

Fishing Tackle, Sporting Goods,  
 Fireworks and Flags.

32-34 Western Ave., MUSKEGON, Mich.

### FOR SALE

Soda Fountain, good as new. Cost \$450.00—will sell for \$60.00 and ship on approval. Address

"Soda"

Care Michigan Tradesman



## WHOLESALE DRUG PRICE CURRENT

Advanced—  
Declined—

Acidum		Exechthitos		Tinctures	
Aceticum	60 8	Erigeron	4 25@4 50	Aconitum Nap's R	60
Benzolcum, Ger.	70 75	Gaultheria	1 00@1 10	Aconitum Nap's F	50
Boracic	25 27	Geranium	2 50@2 60	Aloes	60
Carbolcum	25 28	Gossypil, Sem gal	50 60	Aloes & Myrrh	60
Citricum	35 40	Hedeoma	1 40@1 50	Arnica	50
Hydrochlor	35 40	Juniper	1 50@2 00	Assafoetida	50
Nitrocum	35 40	Lavendula	90 2 75	Aurope Belladonna	50
Phosphorium, dil.	12 14	Limonis	1 15@1 25	Aurant Cortex	50
Oxalicum	12 14	Mentha Piper	4 00@4 20	Benzoin	50
Salicylicum	42 45	Mentha Verid.	5 00@5 50	Benzoin Co	50
Sulphuricum	1 1/2 20	Morhuac, gal.	2 75@4 00	Barosma	50
Tannicum	1 10@1 20	Myrcia	4 00@4 50	Cantharides	50
Tartaricum	38 40	Olive	75 2 00	Capicum	50
Ammonia		Picis Liquida	10 12	Cardamon	50
Aqua, 18 deg.	40 6	Picis Liquida gal.	35	Cardamon Co	50
Aqua, 20 deg.	60 8	Ricina	90 2 94	Caster	50
Carbonas	13 15	Rosmarini	1 00	Catechu	50
Chloridum	12 14	Rosae, oz	5 00@5 00	Cinchona	50
Aniline		Succini	40 45	Cinchona Co	50
Black	2 00@2 25	Sabina	90 2 100	Columba	50
Brown	80 100	Santal	2 75@7 00	Cubebae	50
Red	45 50	Sassafras	85 90	Cassia Acutifol	50
Yellow	2 50@3 00	Sinapis, ess. oz.	65	Cassia Acutifol Co	50
Bacca		Thyme	1 50@1 60	Digitalis	50
Cubebae	22 24	Thyme, opt	40 50	Ergot	50
Juniperus	5 6	Theobromas	15 20	Ferri Chloridum	35
Xanthoxylum	30 35	Potassium		Gentian	50
Balsam		Bi-Carb	15 18	Gentian Co	60
Cubebae	20 24	Bichromate	13 15	Guaiac	50
Peru	150	Bromide	40 45	Guaiac ammon	50
Terabin, Canada	60 65	Carb	12 15	Hyoscyamus	60
Tolutan	45 50	Chlorate po 17@19	16 18	Iodine	75
Cortex		Cyanide	34 38	Iodine, colorless	75
Abies, Canadian	18	Iodide	2 75@2 85	Kino	50
Cassiae	12	Potassa, Bitart pr	30 32	Lobelia	50
Cinchona Flava	18	Potass Nitras opt	70 10	Myrrh	50
Euonymus atro.	20	Potass Nitras	60 8	Nux Vomica	50
Myrica Cerifera	20	Prussiate	23 25	Opil	75
Prunus Virgini	12	Sulphate po	15 18	Opil, comphorated	50
Quillaja, gr'd	14	Radix		Opil, deodorized	1 50
Sassafras, gr'd	14	Aconitum	20 25	Rhassa	50
Ulmus	25 46	Althae	30 33	Rhany	50
Extractum		Anchusa	10 12	Sanguinaria	50
Glycyrrhiza Gla.	24 30	Arum po	25	Serpentaria	50
Glycyrrhiza, po.	28 30	Calamus	20 40	Stromonium	60
Haematox	11 12	Gentiana	12 15	Tolutan	60
Haematox, 1s.	13 14	Glycyrrhiza pv 15	16 18	Valerian	50
Haematox, 1/2s.	14 15	Hydrastis Cana.	21 50	Veratrum Veride.	50
Haematox, 1/4s.	16 17	Hydrastis Can po	21 50	Zingiber	20
Flora		Miscellaneous		Aether, Spts Nit 3	30 35
Arnica	15 18	Aether, Spts Nit 4	34 38	Alumen, gr'd po 7	30 4
Anthemis	22 25	Annatto	40 50	Antimoni, po	40 5
Matricaria	30 35	Antimoni, et Po T	40 5	Antipyrin	40 25
Folia		Antifebrin	40 25	Argent Nitras, oz	48
Barosma	30 33	Arsenicum	10 12	Balm Gilead buds	45 50
Cassia	20 25	Bismuth S N	2 20@2 30	Calcium Chlor, 1s	9
Cassia, Acutifol.	20 25	Calcium Chlor, 1/2s	10 12	Calcium Chlor, 1/4s	10 12
Salvia officinalis	12 20	Calcium Chlor, 1/8s	10 12	Cantharides, Rus.	120
Uva Ursi	8 10	Capici Fruc's po.	22	Capici Fruc's po.	22
Gummi		Cap'1 Fruc's B po.	15	Caryophyllus	25 28
Acacia, 1st pkd.	65	Carmine, No 40.	30 30	Cera Alba	50 55
Acacia, 2d pkd.	45	Cera Flava	40 42	Crocus	1 35@1 45
Acacia, 3d pkd.	35	Cassia Fructus	35	Cassia Fructus	35
Acacia, sifted sts.	28	Centaria	10	Cetaceum	55 60
Acacia, po.	45 65	Chloroform	55 60	Chloro'm, Squibbs	10 10
Aloe, Barb.	12 14	Chloral Hyd Crst. 1	35 60	Chondrus	20 25
Aloe, Cape.	25 30	Cinchonidine P-W	38 48	Cinchonid'e Germ	38 48
Aloe, Socotri	30 35	Cocaine	3 80@4 00	Corks list d p. et	75
Ammoniac	55 60	Crocod	45	Crocod	45
Assafoetida	35 40	Creta	75	Creta, prep	9
Benzoinum	50 55	Creta, precip	9 11	Creta, Rubra	8
Catechu, 1s.	13	Crocus	58 60	Cudbear	24
Catechu, 1/2s.	14	Cudbear	24	Cupri Sulph	60 8
Catechu, 1/4s.	16	Dextrine	70 10	Ether Sulph	78 92
Camphora	90 95	Emery, all Nos.	6	Emery, po	6
Euphorbium	40	Emery, po	6	Ergot, po 90	85 90
Galbanum	21 00	Flake White	12 15	Galla	23
Gamboge	25 30	Gambler	8 9	Gelatn, Cooper	60
Guaiacum	35 40	Gelatn, French	35 60	Glassware, fit box	75 5
Kino	75 80	Glue, brown	11 13	Glue, white	15 25
Mastic	60	Glycerina	17 25	Grana Paradisi	25
Myrrh	40	Humulus	25 55	Hydrarg Ch Mt.	95
Opil	25 30	Hydrarg Ch Cor	90	Hydrarg Ox Ru'm	105
Shellac	60 65	Hydrarg Amm'o.	115	Hydrarg Ungue'm	60 60
Shellac, bleached	65 70	Hydrargyrum	85	Ichthyobolla, Am.	90 100
Tragacanth	70 100	Indigo	75 80	Iodide, Resubi	3 35@4 00
Herba		Iodoform	4 10@4 20	Lupulin	40 50
Absinthium, oz pk	25	Liquor Arsen et	75 80	Liquor Arsen et	25
Eupatorium oz pk	20	Liq Potass Arsenit	10 12	Magnesia, Sulh bbl	1 1/2
Lobelia	25	Magnesia, Sulh	1 1/2		
Majorum	25				
Mentha Pip oz pk	25				
Mentha Vir oz pk	25				
Rue	39				
Tanacetum V.	22				
Thymus V. oz pk	25				
Magnesia					
Calcined, Pat.	55 60				
Carbonate, Pat.	18 20				
Carbonate K-M.	18 20				
Carbonate	18 20				
Oleum					
Absinthium	3 00@3 25				
Amygdalae, Dulc.	50 60				
Amygdalae Ama.	80 85				
Anisi	1 75@1 85				
Aurant Cortex	2 10@2 20				
Bergamit	2 85@3 25				
Calajputi	1 10@1 15				
Caryophylli	1 60@1 70				
Cedar	35 40				
Chenopadii	2 00				
Cinnamoni	1 10@1 20				
Citronella	40 45				
Conium Mac.	80 90				
Copaiba	1 15@1 25				
Cubebae	1 20@1 35				

## Drugs

We are Importers and Jobbers of Drugs,  
Chemicals and Patent Medicines.

We are dealers in Paints, Oils and  
Varnishes.

We have a full line of Staple Druggists'  
Sundries.

We are the sole proprietors of Weatherly's  
Michigan Catarrh Remedy.

We always have in stock a full line of  
Whiskies, Brandies, Gins, Wines and  
Rums for medical purposes only.

We give our personal attention to mail  
orders and guarantee satisfaction.

All orders shipped and invoiced the same  
day received. Send a trial order.

Hazeltine & Perkins  
Drug Co.

Grand Rapids, Mich.



## GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED		DECLINED	
Index to Markets		Index to Markets	
By Columns		By Columns	
A	Axle Grease	1	Aurora
	Bath Brick		Bath Brick
B	Brooms	1	Brushes
	Butter Color		Butter Color
C	Candles	1	Canned Goods
	Carbon Oils		Catsup
D	Cheese	2	Chewing Gum
	Chocolate		Cocoa
E	Cocoa Lines	2	Cocoa Shells
	Coffee		Crackers
F	Dried Fruits	4	Farinaceous Goods
	Fish and Oysters		Fishing Tackle
G	Flavoring Extracts	5	Fly Paper
	Fresh Meats		Fruits
H	Gelatine	5	Grain Bags
	Grains and Flour		Grains and Flour
I	Herbs	5	Hides and Pelts
	Indigo		Jelly
J	Licorice	5	Lye
	Meat Extracts		Molasses
K	Mustard	6	Nuts
	Olives		Pipes
L	Pickles	6	Playing Cards
	Potash		Provisions
M	Salad Dressing	7	Saleratus
	Sal Soda		Salt
N	Salt Fish	7	Seeds
	Shoe Blacking		Snuff
O	Soap	7	Spices
	Starch		Sugar
P	Syrups	8	Tobacco
	Tea		Twine
Q	Vinegar	9	Washing Powder
	Wickling		Woodenware
R	Wrapping Paper	10	Yeast Cake

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	26
60 ft.	1 65	Maple Cake	10	Large	24
Galvanized Wire		Marshmallow		Poles	
No. 20, each 100 ft long.	1 90	Marshmallow Cream	16	Bamboo, 14 ft., pr ds.	50
No. 19, each 100 ft long.	2 10	Marshmallow Walnut	15	Bamboo, 16 ft., pr ds.	65
COCOA		Mary Ann	8 1/2	Bamboo, 18 ft., pr ds.	80
Baker's	38	Malaga	10	FLAVORING EXTRACTS	
Cleveland	38	Mich Coco Ps'd honey	12 1/2	Foots & Jenks	
Colonial, 1/4s	35	Milk Biscuit	8	Coleman's Van. Lem.	
Colonial, 1/2s	33	Mich Frosted Honey	12	2oz. Panel	1 20 75
Epps	42	Mixed Picnic	11 1/2	3oz. Taper	2 00 1 50
Huyler	45	Molasses Cakes, Scld's	11 1/2	No. 4 Rich. Blake	2 00 1 50
Van Houten, 1/4s	12	Moss Jelly Bar	12 1/2	Jennings	
Van Houten, 1/2s	20	Muskegon Branch, Iced	10	Terpeneless Lemon	
Van Houten, 1s	40	Newton	7	No. 2 D. C. pr ds	75
Webb	72	Oatmeal Cracker	8 1/2	No. 4 D. C. pr ds	1 50
Wilbur, 1/4s	41	Orange Slice	16	No. 6 D. C. pr ds	2 00
Wilbur, 1/2s	42	Orange Gem	3 1/2	Taper D. C. pr ds	1 50
COCOANUT		Orange & Lemon Ice	10	Mexican Vanilla	
Dunham's 1/4s	26	Pilot Bread	7	No. 2 D. C. pr ds	1 20
Dunham's 1/2s & 3/4s	26 1/2	Ping Pong	9	No. 4 D. C. pr ds	2 00
Dunham's 1s	27	Pretzels, hand made	8	No. 6 D. C. pr ds	3 00
Dunham's 3/4s	28	Pretzelettes, hand m'd	8	Taper D. C. pr ds	2 00
Bulk	12	Pretzelettes, mch. m'd	7	GELATINE	
COCOA SHELLS		Rub' Sears	8 1/2	Knox's Sparkling, ds.	1 20
20 lb. bags	2 1/2	Scotch Cookies	10	Knox's Sparkling, gro.	14 00
Less quantity	3	Snowdrops	16	Knox's Acidu'd, doz.	1 20
Pound packages	4	Spiced Sugar Tops	8	Knox's Acidu'd, gro.	14 00
COFFEE		Sugar Cakes, scalloped	8 1/2	Oxford	75
Rio		Sugar Squares	8 1/2	Plymouth Rock	1 20
Common	10 1/2	Sultanas	13	Nelson's	1 50
Fair	12	Spiced Gingers	8 1/2	Cox's, 2 qt. size	1 61
Choice	15	Urchins	8	Cox's, 1 qt. size	1 10
Fancy	18	Vienna Crimp	3 1/2	GRAIN BAGS	
Santos		Vanilla Wafer	16	Amoskeag, 100 in b's	19
Common	11	Waverly	9	Amoskeag, less than b.	19 1/2
Fair	12 1/2	Zanzibar	9	GRAINS AND FLOUR	
Choice	13 1-3	DRIED FRUITS		Wheat	
Fancy	16 1/2	Sundried Apples		No. 1 White	1 00
Peaberry	16 1/2	Evaporated		No. 2 Red	1 00
Maracaibo		California Prunes		No. 3 Red Wheat	97
Fair	13 1/2	100-125 25lb. boxes.	3 1/2	Winter Wheat Flour	
Choice	16 1/2	90-100 25 lb. bxs.	4	Local Brands	
Mexican		80-90 25 lb. bxs.	4 1/2	Patents	5 65
Choice	16 1/2	70-80 25 lb. bxs.	5	Second Patents	5 25
Fancy	19	60-70 25lb. boxes.	6	Straight	5 05
Guatemala		50-60 25 lb. bxs.	6 1/2	Second Straight	4 75
Choice	15	40-50 25 lb. bxs.	7	Clear	4 45
Java		30-40 25 lb. bxs.	7 1/2	Graham	4 60
African	12	1/2 less in b's cases		Buckwheat	4 70
Fancy African	17	Citron	@ 12 1/2	Rye	4 00
O. G.	25	Currants	@ 12 1/2	Subject to usual cash	
P. G.	31	Imp'd. 1lb. pkg.	7 1/2 @ 7	discount.	
Mocha		Imported bulk	6 1/2 @ 7	Flour in bbls., 25c per	
Arabian	21	Peel		bbl. additional.	
Package		Lemon American	12 1/2	Worden Grocer Co's Brand	
New York Basis.		Orange American	12	Quaker 1/4s	5 50
Arbuckle	11 50	Raisins		Quaker 1/2s	5 50
Dilworth	11 50	London Layers 3 cr	1 90	Quaker 1/2s	5 50
Jersey	11 50	London Layers 3 cr	1 95	Spring Wheat Flour	
Lion	11 50	Cluster 4 crown	2 40	Clark-Jewell-Wells Co's	
McLaughlin's XXXX		Loose Musca's 2 cr.	6 1/2	Brand	
McLaughlin's XXXXX sold		Loose Musca's 3 cr.	7	Pillsbury's Best 1/4s	
to retailers only. Mail all		Loose Musca's 4 cr.	8	Pillsbury's Best 1/2s	
orders direct to W. F.		L. M. Seeded, 1 lb. 90	9 1/2	Lemon & Wheeler Co's	
McLaughlin & Co., Chi-		L. M. Seeded, 1 lb. 7 1/2	9 1/2	Brand	
cago.		Sultanas, bulk	9	Wingold, 1/4s	5 65
Extract		Sultanas, package	9 1/2	Wingold, 1/2s	5 55
Holland, 1/2 gro boxes	95	FARINACEOUS GOODS		Wingold, 1/4s	5 45
Felix, 1/2 gross	1 15	Beans		Judson Grocer Co's Brand	
Hummel's foll, 1/2 gro	85	Dried Lima	5	Ceresota 1/4s	5 70
Hummel's tin, 1/2 gro	1 43	Med. Hd. Pkd., 2 15@25	25	Ceresota 1/2s	5 50
CRACKERS		Brown Holland	2 50	Ceresota 1/4s	5 50
National Biscuit Company's		Farina		Worden Grocer Co's Brand	
Brands		24 1 lb. pkgs	1 50	Laurel, 1/4s	5 70
Butter		Bulk, per 100 lbs.	2 50	Laurel, 1/2s	5 60
Seymour	7	Hominy		Laurel, 1/4s	5 50
New York	7	Flake, 50 lb. sack	1 00	Laurel, 1/2s & 1/4s papers	5 50
Salted	7	Pearl, 200 lb. sack	4 00	Meal	
Family	7	Pearl, 100 lb. sack	2 00	Bolted	2 50
Wolverine	7	Maccaroni and Vermicelli	60	Golden Granulated	2 60
Soda		Domestic, 10 lb. box	60	Feed and Minstuffs	
N. B. C.	7	Imported, 25 lb. box	2 50	St. Car Feed screened	22 50
Select	8	Pearl Barley		No. 1 Corn and oats	22 50
Saratoga Flakes	13	Common	2 50	Corn Meal, coarse	21 00
Oyster		Chester	2 65	Winter wheat bran	21 00
Round	7	Empire	3 50	Winter wheat mid'ngs	22 00
Square	7	Peas		Cow Feed	21 50
Faust	7 1/2	Green, Wisconsin, bu.	1 35	Screenings	20 00
Argo	7	Green, Scotch, bu.	1 40	Oats	
Extra Farina	7 1/2	Split, lb.	4	Car lots	45
Sweet Goods		Rolled Oats		Corn	
Animals	10	Rolled Avanna, bbl.	5 50	Corn, New	54
Assorted Cake	10	Steel Cut, 100lb. sacks	2 70	Hay	
Bagley Gems	8 1/2	Monarch, bbl.	5 25	No. 1 timothy car lots	10 50
Belle Rose	8 1/2	Monarch, 90lb. sacks	2 55	No. 1 timothy ton lots	12 50
Bent's Water	16	Quaker, cases	3 10	HERBS	
Butter Thin	13	East India	3 1/2	Sage	15
Coco Bar	10	German, sacks	3 1/2	Hops	15
Cocconut Taffy	12	German, broken pkg	4	Laurel Leaves	15
Cinnamon Bar	9	Taploca		Senna Leaves	25
Coffee Cake, N. B. C.	10	Flake, 110lb. sacks	4 1/2	INDIGO	
Coffee Cake, Iced	10	Pearl 130lb. sacks	3 1/2	Madras, 5 lb. boxes	55
Cocconut Macaroons	12	Pearl, 24 1 lb. pkgs	6 1/2	S. F., 2, 3, 5 lb. boxes	65
Cracknels	15	Cracked, bulk	3 1/2	JELLY	
Currant Fruit	10	24 2 lb. packages	2 50	5lb. pails, per doz	70
Chocolate Dainty	16	FISHING TACKLE		15lb. pails	22
Cartwheels	9	1/2 to 1 in	6	30lb. pails	65
Dixie Cookie	8 1/2	1 1/2 to 2 in	7	LICORICE	
Frosted Creams	8 1/2	2 in	11	Pure	20
Ginger Gems	8 1/2	3 in	30	Calabria	33
Ginger Snaps, N. B. C.	7 1/2	Cotton Lines		Sicily	14
Grandma Sandwich	10	No. 1, 10 feet	5	Root	11
Graham Cracker	8 1/2	No. 2, 15 feet	7	LYE	
Hazelnut	12	No. 3, 15 feet	9	Condensed, 2 ds	1 60
Honey Fingers, Iced	12	No. 4, 15 feet	10	Condensed, 4 ds	3 00
Honey Jumbles	12	No. 5, 15 feet	10	MEAT EXTRACTS	
Iced Happy Family	11	No. 6, 15 feet	12	Armour's, 2 oz	4 45
Iced Honey Crumpet	10	No. 7, 15 feet	12	Armour's, 4 oz	8 20
Imperial	8 1/2	No. 8, 15 feet	15	Liebig's, Chicago, 2 oz	5 75
Indiana Belle	15	No. 9, 15 feet	20	Liebig's, Chicago, 4 oz	5 50
Jerico	8			Liebig's, imported, 2 oz	5 50
Jersey Lunch	8			Liebig's, imported, 4 oz	5 50
Lady Fingers	12				
Pale Fingers, hand md	25				
Lemon Biscuit Square	8 1/2				
Lemon Wafer	16				



6	7	8	9	10	11
<b>MOLASSES</b> New Orleans Fancy Open Kettle . . . 40 Choice . . . 35 Fair . . . 26 Good . . . 22 Half barrels 2c extra <b>MUSTARD</b> Horse Radish, 1 dz . . . 1 75 Horse Radish, 2 dz . . . 3 50 Bayle's Celery, 1 dz . . . 3 50 <b>OLIVES</b> Bulk, 1 gal. kegs . . . 1 00 Bulk, 3 gal. kegs . . . 90 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 <b>PIPES</b> Clay, No. 216 . . . 1 70 Clay, T. D., full count . . . 65 Cob, No. 3 . . . 85 <b>PICKLES</b> 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 <b>PLAYING CARDS</b> No. 90, Steamboat . . . 85 No. 15, Rival, assorted 20 No. 20, Rover enameled 60 No. 572, Special . . . 1 75 No. 98, Golf, satin finish 2 00 No. 808, Bicycle . . . 2 00 No. 632, Tournot whist 2 25 <b>POTASH</b> 48 cans in case . . . 4 00 Penna Salt Co.'s . . . 3 00 <b>PROVISIONS</b> <b>Barreled Pork</b> Mess . . . 14 75 Sack, fat . . . 16 50 Fat back . . . 14 50 Short cut . . . 12 75 Pig . . . 18 50 Bean . . . 12 50 Brisket . . . 14 50 Clear Family . . . 13 00 <b>Dry Salt Meats</b> Bellies . . . 9 75 S P Bellies . . . 10 75 Extra shorts . . . 9 75 <b>Smoked Meats</b> Hams, 12lb. average . . . 12 Hams, 14lb. average . . . 11 75 Hams, 16 lb. average . . . 11 75 Hams, 20lb. average . . . 12 Skinned Hams . . . 12 Ham, dried beef sets 13 Shoulders, (N. Y. cut) . . . 12 Bacon, clear . . . 10 12 1/2 California hams . . . 8 75 Boiled Hams . . . 17 Picnic Boiled Hams . . . 12 1/2 Berlin Ham pr's'd . . . 8 75 Mince Ham . . . 9 <b>Lard</b> Compound . . . 7 Pure . . . 7 75 50 lb. tubs, advance . . . 7 75 50 lb. tubs, advance . . . 7 75 50 lb. tubs, advance . . . 7 75 20 lb. pails, advance . . . 7 75 10 lb. pails, advance . . . 7 75 5 lb. pails, advance . . . 7 75 3 lb. pails, advance . . . 7 75 <b>Sausages</b> 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 <b>Beef</b> Extra Mess . . . 12 50 Boneless . . . 12 50 Rump, new . . . 10 00 <b>Pig's Feet</b> 1/2 bbls, 40 lbs. . . . 1 10 1/2 bbls, 40 lbs. . . . 1 10 1/2 bbls, 40 lbs. . . . 1 10 1 bbls . . . 7 50 <b>Tripe</b> Kits, 15 lbs . . . 70 1/2 bbls, 40 lbs . . . 1 25 1/2 bbls, 80 lbs . . . 2 60 <b>Casings</b> Hogs, per lb. . . . 26 Beef rounds, set . . . 15 Beef middles, set . . . 45 Sheep, per bundle . . . 70 <b>Uncolored Butterine</b> Solid, dairy . . . 10 10 Rolls, dairy . . . 10 11 1/2 <b>Canned Meats</b> Corned beef, 2 . . . 2 50 Corned beef, 14 . . . 17 50 Roast beef, 20 . . . 2 50 Potted ham, 1/4s . . . 85 Potted ham, 1/4s . . . 85 Deviled ham, 1/4s . . . 85 Deviled ham, 1/4s . . . 85 Potted tongue, 1/4s . . . 45 Potted tongue, 1/4s . . . 85 <b>RICE</b> Domestic Carolina head . . . 6 50 Carolina No. 1 . . . 5 75 Carolina No. 2 . . . 5 75 Broken . . . 3 3 1/2 Japan, No. 1 . . . 5 75 Japan, No. 2 . . . 4 75 Java, fancy head . . . 6 50 Java, No. 1 . . . 6 50	<b>SALAD DRESSING</b> 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 <b>SALERATUS</b> Packed 60 lbs. in box Arm and Hammer . . . 15 Deland's . . . 3 00 Dwight's Cow . . . 15 Emblem . . . 2 10 L. P. . . . 3 00 Wyandotte, 100 1/2s . . . 3 00 <b>SAL SODA</b> Granulated, bbls . . . 85 Granulated, 100lb cases . . . 1 00 Lump, bbls . . . 95 Lump, 145lb. kegs . . . 95 <b>SALT</b> Diamond Crystal Table Cases, 24 3lb. boxes . . . 1 40 Barrels, 100 3lb. bags . . . 3 00 Barrels, 50 6lb. bags . . . 3 00 Barrels, 49 7lb. bags . . . 2 75 <b>Butter</b> Barrels, 320 lb. bulk . . . 2 65 Barrels, 20 14lb. bags . . . 2 85 Sacks, 28 lbs . . . 27 Sacks, 56 lbs . . . 27 <b>Shaker</b> Boxes, 24 2lb . . . 1 50 <b>Butter</b> 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 <b>Cheese</b> 5 barrel lots, 5 per cent. discount. 10 barrel lots, 7 1/2 per cent. discount. Above prices are F. O. B. <b>Common Grades</b> 100 3lb. sacks . . . 1 90 60 5lb. sacks . . . 1 80 28 10lb. sacks . . . 1 70 56 lb. sacks . . . 1 70 28 lb. sacks . . . 15 <b>Warsaw</b> 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 <b>Solar Rock</b> 16 lb. sacks . . . 22 <b>Common</b> Granulated Fine . . . 85 Medium Fine . . . 90 <b>SALT FISH</b> <b>Cod</b> Large Whole . . . 7 75 Small Whole . . . 7 75 Strips or bricks . . . 7 75 Pollock . . . 4 <b>Halibut</b> Strips . . . 14 Chunks . . . 15 <b>Herring</b> Holland White hoops, bbl . . . 8 50 White hoops, 1/2 bbl . . . 4 50 White hoops keg . . . 60 65 White hoops mchs . . . 75 Norwegian . . . 3 60 Round, 100 lbs . . . 2 10 Round, 50 lbs . . . 2 10 Scaled . . . 18 <b>Trout</b> No. 1, 100 lbs . . . 5 50 No. 1, 40 lbs . . . 2 50 No. 1, 10 lbs . . . 70 No. 1, 8 lbs . . . 59 <b>Mackerel</b> 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 <b>Whitefish</b> No. 1 No. 2 Fam 100 lbs . . . 7 50 50 &s . . . 3 60 10 lbs . . . 90 8 lbs . . . 75 <b>SEEDS</b> Anise . . . 15 Canary, Smyrna . . . 6 Caraway . . . 5 Cardamon, Malabar . . . 1 00 Celery . . . 10 Hemp, Russian . . . 4 Mixed Bird . . . 8 Mustard, white . . . 8 Poppy . . . 8 Rape . . . 4 1/2 Cattle Bone . . . 25 <b>SHOE BLACKING</b> Handy Box, large, 3 dz. 2 50 Handy Box, small . . . 1 25 Bixby's Royal Polish . . . 85 Miller's Crown Polish . . . 85 <b>SNUFF</b> Scotch, in bladders . . . 37 Macaboy, in jars . . . 8 French Rappie, in jars . . . 8	<b>SOAP</b> Central City Soap Co's brand. Jaxon, 5 box, del . . . 3 10 Jaxon, 10 box, del . . . 3 00 Jaxon, 10 box, del . . . 3 00 Johnson Soap Co. brands Silver King . . . 3 65 Calumet Family . . . 2 75 Scotch Family . . . 2 85 Cuba . . . 2 35 J. S. Kirk & Co. brands American Family . . . 4 05 Dusky Diamond, 50 8oz. 2 80 Dusky D'nd., 100 6oz. 3 80 Jap. Rose . . . 3 75 White Russian . . . 3 10 Dome, oval bars . . . 3 10 Satinet, oval . . . 2 15 White Cloud . . . 4 00 Lautz Bros. & Co. brands Big Acme . . . 4 00 Acme, 100 1/2 lb. bars . . . 3 10 Big Master . . . 4 00 Snow Boy Pdr. 100 pk. 4 00 Marcellus . . . 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 <b>Scouring</b> Enoch Morgan's Sons. Sapallo, gross lots . . . 9 00 Sapallo, half gross lots . . . 4 50 Sapallo, single boxes . . . 2 25 Sapallo, hand . . . 2 25 <b>SODA</b> Boxes . . . 5 75 Kegs, English . . . 4 75 <b>SPICES</b> <b>Whole Spices</b> Allspice . . . 12 Cassia, China in mats . . . 12 Cassia, Batavia, bund . . . 12 Cassia, Saigon, broken . . . 40 Cassia, Saigon, in rolls . . . 55 Cloves, Amboyna . . . 25 Cloves, Zanzibar . . . 25 Mace . . . 55 Nutmegs, 75-80 . . . 50 Nutmegs, 105-10 . . . 40 Nutmegs, 115-20 . . . 35 Pepper, Singapore, blk. . . 15 Pepper, Singp. white . . . 25 Pepper, shot . . . 17 <b>Pure Ground in Bulk</b> Allspice . . . 16 Cassia, Batavia . . . 28 Cassia, Saigon . . . 28 Cloves, Zanzibar . . . 28 Ginger, African . . . 15 Ginger, Cochlin . . . 18 Ginger, Jamaica . . . 25 Mace . . . 65 Mustard . . . 18 Pepper, Singapore, blk. . . 17 Pepper, Singp. white . . . 28 Pepper, Cayenne . . . 20 Sage . . . 20 <b>STARCH</b> <b>Common Gloss</b> 1lb. packages . . . 5 3lb. packages . . . 4 75 6lb. packages . . . 5 75 40 and 50 lb. boxes . . . 3 3 1/2 Barrels . . . 3 3 1/2 <b>Common Corn</b> 20 lb. packages . . . 5 40 lb. packages . . . 4 75 <b>SYRUPS</b> <b>Corn</b> Barrels . . . 24 Half Barrels . . . 26 20lb. cans, 1/2 dz. in case . . . 1 65 10lb. cans, 1/2 dz. in case . . . 1 65 5lb. cans, 1/2 dz. in case . . . 1 85 2 1/2 lb. cans, 1/2 dz. in case 1 90 <b>Pure Cane</b> Fair . . . 16 Good . . . 20 Choice . . . 25 <b>TEA</b> <b>Japan</b> 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 <b>Gunpowder</b> Moyune, medium . . . 30 Moyune, choice . . . 32 Moyune, fancy . . . 40 Pingsuey, medium . . . 30 Pingsuey, choice . . . 30 Pingsuey, fancy . . . 40 <b>Young Hyson</b> Choice . . . 30 Fancy . . . 36 <b>Oolong</b> Formosa, fancy . . . 42 Amoy, medium . . . 25 Amoy, choice . . . 32 <b>English Breakfast</b> Medium . . . 20 Choice . . . 30 Fancy . . . 40 <b>India</b> Ceylon, choice . . . 82 Fancy . . . 48	<b>TOBACCO</b> <b>Fine Cut</b> Cadillac . . . 54 Sweet Loma . . . 33 Hiawatha, 5lb. pails . . . 55 Hiawatha, 10lb. pails . . . 53 Telegram . . . 23 Pay Car . . . 31 Prairie Rose . . . 49 Protection . . . 37 Sweet Burley . . . 42 Tiger . . . 38 <b>Plug</b> Red Cross . . . 32 Palo . . . 32 Kyo . . . 34 Hiawatha . . . 41 Battle Axe . . . 33 American Eagle . . . 32 Standard Navy . . . 35 Spear Head, 16 oz . . . 42 Spear Head, 8 oz . . . 44 Nobby Twist . . . 43 Jolly Tar . . . 37 Old Honesty . . . 42 Toddy . . . 33 Piper Heidsieck . . . 36 Root Jack . . . 38 Honey Dip Twist . . . 78 Black Standard . . . 40 Cadillac . . . 38 Forge . . . 30 Nickel Twist . . . 50 <b>Smoking</b> Sweet Core . . . 34 Flat Car . . . 32 Great Navy . . . 34 Warpath . . . 26 Bamboo, 16 oz . . . 25 I X L, 5 lb . . . 27 I X L, 16 oz, pails . . . 31 Honey Dew . . . 37 Gold Block . . . 37 Flagman . . . 40 Chips . . . 33 Kiln Dried . . . 21 Duke's Mixture . . . 39 Duke's Cargo . . . 43 Myrtle Leaf . . . 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 Flow Boy, 1 2-3 oz . . . 39 Flow Boy, 3 1/2 oz . . . 35 Peerless, 1 2-3 oz . . . 36 Peerless, 1 2-3 oz . . . 36 Air Brake . . . 36 Cant Hook . . . 30 Country Club . . . 32-34 Forex-XXXX . . . 28 Good Indian . . . 23 Self Binder . . . 20-22 Silver Foam . . . 34 <b>TWINE</b> Cotton, 3 ply . . . 26 Cotton, 4 ply . . . 26 Jute, 2 ply . . . 14 Hemp, 6 ply . . . 13 Flax, medium . . . 20 Wool, 1lb. balls . . . 6 <b>VINEGAR</b> 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 <b>WASHING POWDER</b> Diamond Flake . . . 2 75 Gold Brick . . . 3 25 Gold Dust, regular . . . 4 50 Gold Dust, 5c . . . 4 00 Kirkline, 24 4lb. . . . 3 90 Pearline . . . 3 75 Soapine . . . 3 10 Sappin's 1776 . . . 3 75 Roseine . . . 3 50 Armour's . . . 3 70 Nine O'clock . . . 3 35 Wisdom . . . 3 30 Scourine . . . 3 50 Rub-No-More . . . 3 75 <b>WICKING</b> No. 0 per gross . . . 30 No. 1 per gross . . . 40 No. 2 per gross . . . 50 No. 3 per gross . . . 75 <b>WOODENWARE</b> <b>Baskets</b> Bushels, wide band . . . 1 00 Bushels, wide band . . . 1 25 Market . . . 85 Splint, large . . . 6 00 Splint, medium . . . 6 00 Splint, small . . . 4 99 Willow, Clothes, large . . . 7 25 Willow Clothes, med . . . 6 00 Willow Clothes, small . . . 5 50 <b>Bradley Butter Boxes</b> 2lb. size, 24 in case . . . 72 3lb. size, 16 in case . . . 68 5lb. size, 12 in case . . . 63 10lb. size, 6 in case . . . 60 <b>Butter Plates</b> No. 1 Oval, 250 in crate . . . 49 No. 2 Oval, 250 in crate . . . 45 No. 3 Oval, 250 in crate . . . 50 No. 5 Oval, 250 in crate . . . 60 <b>Churns</b> Barrel, 5 gal., each . . . 2 40 Barrel, 10 gal., each . . . 2 55 Barrel, 15 gal., each . . . 2 70 <b>Clothes Pins</b> Round head, 5 gross bx . . . 55 Round head, cartons . . . 75	<b>Egg Crates</b> Humpty Dumpty . . . 2 40 No. 1, complete . . . 32 No. 2, complete . . . 18 <b>Faucets</b> Cork lined, 8 in . . . 65 Cork lined, 9 in . . . 75 Cork lined, 10 in . . . 85 Cedar, 8 in . . . 55 <b>Mop Sticks</b> Trojan spring . . . 90 Eclipse patent spring . . . 95 No. 1 common . . . 75 No. 2 pat. brush holder . . . 85 12lb. cotton mop heads . . . 1 25 Ideal No. 7 . . . 90 <b>Pails</b> 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 <b>Toothpicks</b> Hardwood . . . 2 50 Softwood . . . 2 75 Banquet . . . 1 50 Ideal . . . 1 50 <b>Traps</b> 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 <b>Tubs</b> 20-in., Standard, No. 1 . . . 7 00 18-in., Standard, No. 2 . . . 6 00 16-in., Standard, No. 3 . . . 5 00 20-in., Cable, No. 1 . . . 7 50 18-in., Cable, No. 2 . . . 6 50 16-in., Cable, No. 3 . . . 5 50 No. 1 Fibre . . . 80 No. 2 Fibre . . . 9 45 No. 3 Fibre . . . 8 55 <b>Wash Boards</b> Bronze Globe . . . 2 50 Dewey . . . 1 75 Double Acme . . . 2 75 Single Acme . . . 2 25 Double Peerless . . . 2 50 Single Peerless . . . 2 50 Northern Queen . . . 2 50 Double Duplex . . . 3 00 Good Luck . . . 2 75 Universal . . . 2 25 <b>Window Cleaners</b> 12 in. . . . 1 65 14 in. . . . 1 85 16 in. . . . 2 30 <b>Wood Bowls</b> 11 in. Butter . . . 75 13 in. Butter . . . 1 15 15 in. Butter . . . 2 00 17 in. Butter . . . 3 25 19 in. Butter . . . 4 75 Assorted 13-15-17 . . . 2 25 Assorted 15-17-19 . . . 3 25 <b>WRAPPING PAPER</b> Common Straw . . . 1 75 Fibre Manila, white . . . 2 1/2 Fibre Manila, colored . . . 4 No. 1 Manila . . . 4 Cream Manila . . . 3 75 Butcher's Manila . . . 3 75 Wax Butter, short cut . . . 13 Wax Butter, full count . . . 20 Wax Butter, rolls . . . 15 <b>YEAST CAKE</b> Magic, 3 doz. . . . 1 15 Sunlight, 3 doz. . . . 1 00 Sunlight, 1 1/2 doz. . . . 50 Yeast Foam, 3 doz. . . . 1 15 Yeast Cream, 3 doz . . . 1 80 Yeast Foam, 1 1/2 doz . . . 58 <b>FRESH FISH</b> White fish . . . 10 11 Trout . . . 9 Black Bass . . . 10 11 Halibut . . . 10 11 Cluscos or Herring . . . 6 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 . . . 2 Col. River Salmon 12 1/2 Mackerel . . . 19 20 <b>OYSTERS</b> <b>Cans</b> F. H. Counts . . . 37 Extra Selects . . . 30 Selects . . . 25 Perfection Standards . . . 24 Anchors . . . 22 Standards . . . 22 <b>Bulk</b> Standard, gal. . . . 1 25 Selects, gal. . . . 1 50 Extra Selects, gal. . . . 1 75 Fairhaven Counts, gal. 2 00 Shell Oysters, per 100 . . . 1 00 Shell Clams, per 100 . . . 1 00 <b>HIDES AND PELTS</b> <b>Hides</b> Green No. 1 . . . 7 Green No. 2 . . . 8 Cured No. 1 . . . 8 1/2 Cured No. 2 . . . 7 1/2 Calfskins, green No. 1 10 Calfskins, green No. 2 8 1/2 Calfskins, cured No. 1 11 Calfskins, cured No. 2 9 1/2 Steer Hides 60lbs. over 8 1/2 Cow Hides 60 lbs. over 8 1/2 <b>Pelts</b> Old Wool . . . 50 1 50 Lamb . . . 50 1 50 Shearlings . . . 50 1 50 <b>Tallow</b> No. 1 . . . 4 1/2 No. 2 . . . 3 1/2 <b>Wool</b> Washed, fine . . . 20 Washed, medium . . . 22 Unwashed, fine . . . 14 1/2 Unwashed, medium . . . 21 <b>CONFECTIONS</b> <b>Stick Candy</b> Standard . . . 7 Standard H. H. . . . 7 Standard Twist . . . 8 Cut Leaf . . . 9 <b>Pails</b> Jumbo, 32lb. . . . 7 1/2 Extra H. H. . . . 7 Boston Cream . . . 10 Olde Time Sugar stick 30 lb. case . . . 12 <b>Mixed Candy</b> Grocers . . . 6 Competition . . . 7 Special . . . 7 1/2 Conserve . . . 7 1/2 Royal . . . 8 1/2 Ribbon . . . 8 Broken . . . 8 Cut Leaf . . . 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 Premie Cream mixed . . . 12 1/2 <b>Fancy-In Pails</b> O F Horehound Drop . . . 10 Gypsy Hearts . . . 14 Coco Bon Bons . . . 12 Fudge Squares . . . 12 Peanut Squares . . . 9 Sugared Peanuts . . . 11 Salted Peanuts . . . 12 Starlight Kisses . . . 10 San Blas Goodies . . . 12 Lozenges, plain . . . 9 Lozenges, printed . . . 10 Champion Chocolate . . . 11 Eclipse Chocolates . . . 13 Quintette Chocolates . . . 12 Champion Gum Drops . . . 8 Moss Drops . . . 9 Lemon Sours . . . 9 Imperials . . . 9 Ital. Cream Opera . . . 12 Ital. Cream Bon Bons . . . 12 2 1/2 lb. pails . . . 12 Molasses Chews, 15lb. . . . 12 cases . . . 12 Golden Waffles . . . 12 <b>Fancy-In 5lb. Boxes</b> Lemon Sours . . . 50 Peppermint Drops . . . 60 Chocolate Drops . . . 60 H. M. Choc. Drops . . . 85 H. M. Choc. Lt. and . . . 1 00 Dark No. 12 . . . 1 00 Brilliant Gums, Crys. 60 O. F. Licorice Drops . . . 80 Lozenges, plain . . . 55 Lozenges, printed . . . 60 Imperials . . . 55 Mottos . . . 60 Cream Bar . . . 55 Molasses Bar . . . 55 Hand Made Crms. 80 90 Cream Buttons, Pep . . . 65 and Wintergreen . . . 65 String Rock . . . 55 Wintergreen Berries . . . 55 Old Time Assorted, 25 lb. case . . . 2 50 Buster Brown Goodies . . . 25 30lb. case . . . 2 25 Up-to-Date Assmt, 32 lb. case . . . 3 50 <b>F. Bessenberger's brands.</b> Caramels . . . 12 Nut caramels . . . 14 Kisses . . . 12 Chocolates . . . 11-20 <b>Dandy Smack, 24s . . . 65</b> <b>Dandy Smack, 100s . . . 2 75</b> <b>Pop Corn Fritters, 20s. 50</b> <b>Pop Corn Toast, 100s. 50</b> <b>Cracker Jack . . . 3 00</b> <b>Pop Corn Balls . . . 1 30</b> <b>NUTS</b> <b>Whole</b> Almonds, Tarragona . . . 16 Almonds, Ivica . . . 16 Almonds, California sft shelled, new . . . 14 1/2 Brazil . . . 16 Filberts . . . 11 Walnuts, French . . . 12 Walnuts, soft shelled . . . 12 Cal. No. 1 . . . 15 1/2 Table Nuts, fancy . . . 13 Pecans, Med. . . . 9 Pecans, Ex. Large . . . 10 Pecans, Jumbos . . . 11 Hickory Nuts per bu. . . . Ohio new . . . 1 75 Cocoanuts . . . 4 Chestnuts, per bu. . . . <b>Shelled</b> Spanish Peanuts, 7 1/2 8 Pecan Halves . . . 38 Walnut Halves . . . 32 Filbert Meats . . . 25 Alicante Almonds . . . 36 Jordan Almonds . . . 47 <b>Peanuts</b> Fancy, H. P. Suns. 6 1/2 7 Fancy, H. P. Suns. . . . Roasted . . . 8 Choice, H. P. Jbe . . . 8 1/2 Choice, H. P. Jbe . . . 9 1/2	



## SPECIAL PRICE CURRENT

## AXLE GREASE



Mica, tin boxes .75 9 00  
Paragon .55 6 00

## BAKING POWDER

Jaxon Brand

**JAXON**

1/4 lb. cans, 4 doz. case 45  
1/2 lb. cans, 4 doz. case 85  
1 lb. cans, 2 doz. case 160

## Royal



10c size. 90  
1/4 lb. cans 135  
6 oz. cans 190  
1/2 lb. cans 250  
3/4 lb. cans 375  
1 lb. cans 480  
3 lb. cans 1300  
5 lb. cans 2150

## BLUING

Arctic 4 oz. ovals, p. gro 4 00  
Arctic 8 oz. ovals, p. gro 6 00  
Arctic 16 oz. ro'd, p. gro 9 00

## BREAKFAST FOOD

## Grits

Walsh-DeRoo Co.'s Brands



Cases, 24 2 lb. pack's. 2 00

## CIGARS



G. J. Johnson Cigar Co.'s bd.  
Less than 500.....32 00  
500 or more.....32 00  
2,000 or more.....31 00

## COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case..2 60  
35 1/2 lb. pkg. per case..2 60  
38 1/4 lb. pkg. per case..2 60  
16 1/2 lb. pkg. per case..2 60

## FRESH MEATS

Beef  
Carcass ..... 6 1/2 @ 7 1/2  
Forequarters ..... 5 @ 6  
Hindquarters ..... 7 1/2 @ 9  
Loins ..... 8 @ 13  
Ribs ..... 9 @ 12  
Rounds ..... 7 @ 8  
Chucks ..... 5 @ 6  
Plates ..... @ 5

Pork  
Dressed ..... @ 6 1/2  
Loins ..... @ 8 1/2  
Boston Butts ..... @ 8 1/2  
Shoulders ..... 7 1/2 @ 8  
Leaf Lard ..... @ 7 1/2

Mutton  
Carcass ..... 6 @ 7 1/2  
Lambs ..... 9 @ 11

Veal  
Carcass ..... 4 1/2 @ 7

**Karo**

## CORN SYRUP

## COFFEE

## Roasted

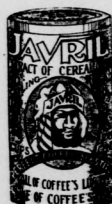
Dwinell-Wright Co.'s Bds.



White House, 1 lb. ....  
White House, 2 lb. ....  
Excelsior, M & J, 1 lb. ....  
Excelsior, M & J, 2 lb. ....  
Tip Top, M & J, 1 lb. ....  
Royal Java .....  
Royal Java and Mocha..  
Java and Mocha Blend..  
Boston Combination ..  
Distributed by Judson  
Grocer Co., Grand Rapids;  
National Grocer Co., De-  
troit and Jackson; B. Des-  
enberg & Co., Kalamazoo;  
Symons Bros. & Co., Sag-  
inaw; Melsel & Goeschel,  
Ray City; Fielbach Co.,  
Toledo.

## COFFEE SUBSTITUTE

## Javril

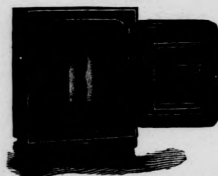


2 doz. in case ..... 4 10  
CONDENSED MILK  
4 doz in case



Gail Borden Eagle ..... 6 40  
Crown ..... 5 90  
Champion ..... 4 25  
Daisy ..... 4 70  
Magnolia ..... 4 00  
Challenge ..... 4 40  
Dime ..... 3 85  
Peerless Evap'd Cream. 4 00

## 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, large ..... 3 75  
Halford, small ..... 2 25

Place Your  
Business

on a  
Cash Basis  
by using  
our

Coupon Book  
System.

We  
manufacture  
four kinds  
of  
Coupon Books  
and

sell them  
all at the  
same price  
irrespective of  
size, shape  
or  
denomination.

We will  
be  
very  
pleased  
to

send you samples  
if you ask us.

They are  
free.

Tradesman Company

Grand Rapids

We sell more 5 and 10  
Cent Goods Than Any  
Other Twenty Whole-  
sale Houses in the  
Country.

## WHY?

Because our houses are the recog-  
nized headquarters for these  
goods.

Because our prices are the lowest.

Because our service is the best.

Because our goods are always  
exactly as we tell you they are.

Because we carry the largest  
assortment in this line in the  
world.

Because our assortment is always  
kept up-to-date and free from  
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-  
plete offerings in this line in the world.  
We shall be glad to send it to any merchant  
who will ask for it. Send for Catalogue J.

## BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only  
New York Chicago St. Louis

## ELLIOT O. GROSVENOR

Late State Food Commissioner

Advisory Counsel to manufacturers and  
jobbers whose interests are affected by  
the Food Laws of any state. Corres-  
pondence invited.

1232 Majestic Building, Detroit, Mich.

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

Saves Oil, Time, Labor, Money  
By using a

Self  
**Bowser** Measuring Oil Outfit

Full particulars free.  
Ask for Catalogue "M"

S. F. Bowser &amp; Co. Ft. Wayne, Ind.

The Reasons Why  
People Prefer

**Our Nets and  
Dusters**

are

The Styles are correct, Quality  
is good and the Prices are right

Would be pleased to submit  
samples or send you our prices

**Sherwood Hall Co.**

Limited  
Grand Rapids, Mich.

**COUPON  
BOOKS**

Are the simplest, safest, cheapest  
and best method of putting your  
business on a cash basis. **\*\*\***  
Four kinds of coupon are manu-  
factured by us and all sold on the  
same basis, irrespective of size,  
shape or denomination. Free sam-  
ples on application. **\*\*\***

**TRADESMAN  
COMPANY**  
GRAND RAPIDS, MICH.



# BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

## BUSINESS CHANCES.

For Sale—420 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. C. C. Tuxbury, 301 Jefferson St., Grand Rapids. 835

For Sale—Meat market, invoicing about \$450, in a hustling town of 40,000. Bargain if taken at once. Address No. 414, care Michigan Tradesman. 414

Furniture and undertaking for sale in a hustling town; rich farming country; business well established and paying. Address W. J. S., care Michigan Tradesman. 412

A clean five thousand dollar stock of dry goods; guaranteed best opening in Michigan; population three thousand; four railroads. Box 56, Durand, Mich. 411

Wanted—A purchaser for a well-established mercantile cash business of \$30,000 per annum, which includes a large drug business; also a 450 acre farm in a high state of cultivation in connection with same. S. M. Shepherd, Trustee, Kent's Store, Virginia. 409

For Sale—Small stock of general merchandise in a live town. Will sell at a bargain and rent building; good two-story brick. Address Box 387, Portland, Mich. 407

For Sale—\$17,000 stock general merchandise with a well established trade; sales from 40 to 50 thousand annually; in an industrious community; excellent climate; a great chance for a hustler to make money; good reasons for selling. Address Carr & Foss, Columbia Falls, Mont. 405

Wanted—Stock goods for clear land, \$10 per acre. Give size. Box 619, Garner, Iowa. 403

For Sale—I own two bakeries Lowell and Lake Odessa. Can't run both. Will sell at Lake Odessa Roberts' oven, soda fountain and freezers complete; lunch counter, candy, etc. Fine location, main street. Rent \$15. Fine chance for baker and wife. Invoiced \$1,400. Weldon Smith, Lowell, Mich. City phone 145. 397

For Sale—Country store; stock general merchandise; good railroad town; good German trade; well established business. Address Kunny Bros., Fredonia, Wis. 396

For Rent—Fine opening for dry goods, general or racket store; best business location in town of 3,000 brick building; electric lights; shelving and counters and city water; modern plate glass front. Address No. 394, care Michigan Tradesman. 394

For Sale—A superb water power on good sized river having about fourteen feet head, solid dam that stood the recent floods in Michigan without injury, located within reasonable distance of a number of villages and one large city. Every ounce of power can be turned into electricity and sold if desired. Ten acres of land and a well-equipped roller flouring mill and elevator to be thrown in. Railroad station few rods away. Will exchange for farm. M. A. Hall, 83 Bostwick St., Grand Rapids. 390

For Sale—Bakery, lunch room and ice cream parlors; best location in town and worth investigating; present owner for twelve years. W. H. Hart, Ovid, Mich. 389

Want to buy drug store in Michigan \$2,000 to \$3,000. To save time, give full particulars. V. Roussin, Ludington, Mich. 377

For Sale—First-class furniture stock, centrally located. Rent store three or five years. Also elegant home; finest corner in the city. A great bargain. Going to California. H. N. James, 21 River St., Aurora, Ill. 374

For Sale Cheap—Light peddling wagon; also one delivery wagon. Address Box 372, Lakeview, Mich. 375

For Sale—Country store doing good business; competition light; will sell all or part of stock; postoffice and telephone in store. Reason for selling, have two other stores. Address Lock Box 372, Lakeview, Mich. 376

For Rent or Sale—Two story brick building on corner 20½x50 ft., with brick addition 30x50 ft., shelved for clothing and dry goods; cheap. Also well adapted for a large grocery store. J. H. Jones, Agent, Henry, Ill. 372

For Sale—One-half interest in a live healthy real estate business in this city; business in shape for quick returns. Address J. B., 167 Kerr St., Memphis, Tenn. 371

For Sale—Oak stumpage, from three to six million feet. For particulars address F. V. Idleman, Scherr, W. Va. 380

Shoe Stock For Sale—in hustling, rapid-growing town in Southern Michigan. Stock \$1,600, fresh, first-class condition; excellent farming country; poor health; particulars address Shoe Stock, care Michigan Tradesman. 270

Wanted—To buy stock of general merchandise from \$5,000 to \$25,000 for cash. Address No. 89, care Michigan Tradesman. 89

Well Equipped Machine Shop and foundry for sale at a bargain. Address A. D. DeLand, Manager, Sheboygan, Wisconsin. 329

80 acres cut over land for exchange for merchandise. 321½ Lake street, Petoskey, Mich. 363

For Sale—\$4,500 stock groceries and meat market doing \$45,000 business annually. Illinois mining town, 3,000 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

Wanted—To buy drug store. Address No. 241, care Michigan Tradesman. 241

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. 885

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

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-story 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 at a Bargain—Building and stock of merchandise, entirely new and up to date; in good farming country, four and a half miles from railroad. Enquire of No. 350, care Michigan Tradesman. 350

For Sale, 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 W. C. VonWalhausen, 1345 Johnson St., Bay City, Mich. 365

For Sale—To close an estate, one of the best business chances in Southwest Missouri; doing a large business; stock consists of dry goods, notions, boots and shoes and groceries. Invoices about \$10,000. Liberal discount to buyer. M. H. & C. W. Trott, Jasper, Mo. 330

120 acre farm two and a half miles from railroad. Wish to trade for stock of hardware. Lock Box 491, Shelby, Mich. 46

For Sale—The only men's and boys' clothing and furnishing goods store in Oregon, Mo., the county seat of Holt county, lying in 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

For Sale—One of the best stocks of general merchandise in Central Michigan. Reason for selling, other business. Invoices \$10,000. 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. 364

To Exchange—New World bicycle for Remington, Smith-Premier or Densmore typewriter. Must be in good repair. Address C. B. Mansfield, Collins, Mich. 382

For Sale—Drug stock and fixtures, invoicing about \$2,000 in town of about 800 on Lake Michigan; two railroads; no competition; reason for selling, ill health. Address No. 383, care Michigan Tradesman. 383

For Sale—Soda fountain, almost new. A big bargain. Address J. H. Fenner, Negaunee, Mich. 302

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

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 West Forest Ave., Detroit, Mich. 2

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

For Sale—Best hardware business in the Warren Mining District, Cochise county, Arizona. Address Box 627, Station C., Los Angeles, California. 340

## POSITIONS WANTED.

Situation Wanted—High grade specialty salesman or solicitor, at present in charge of several branch offices in Western Michigan, experienced handling men, desires change. Good record, middle age, good appearance. All references as to character and ability. Would consider salary, commission or buy saleable article outright. Address No. 415, care Michigan Tradesman. 415

Experienced general store clerk wants position. References given. 321½ Lake St., Petoskey, Mich. 393

Wanted—Position in meat market by first-class meat cutter. Capable of taking entire charge of market if desired. References furnished. Address No. 387, care Michigan Tradesman. 387

Position Wanted by first-class clothing, shoe and general store man; good salesman and stock keeper; can speak English and Scandinavian; a single man; ten years' experience; good references. Address No. 373, care Michigan Tradesman. 373

Wanted—Steady position as plumber and steam fitter. Fair knowledge tin, furnace work. Small town preferred. Best references. Address Plumber, Box 424, Manton, Mich. 379

## AUCTIONEERS AND TRADERS

H. C. Ferry & Co., the hustling auctioneers. Stocks closed out or reduced anywhere in the United States. New methods, original ideas, long experience, hundreds of merchants to refer to. We have never failed to please. Write for terms, particulars and dates. 1414-16 Wabash ave., Chicago. (Reference, Dug's Mercantile Agency.) 872

## HELP WANTED.

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. 458

Wanted—Clerks of all kinds apply at once. Enclose self-addressed envelope and \$1, covering necessary expense. The Globe Employment & Agency Co., Cadillac, Mich. 216

Wanted—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

Wanted—Representatives to handle the latest calculating machine; excellent side line. Joseph P. Wenzel, Box 650, Sault Ste. Marie, Mich. 410

Drug Clerk—Want a young man who has clerked in a drug store a few years. W. I. Benedict, Belding, Mich. 408

Plato, Renwick & Co., Barryton, Mich., will pay a good salary to a clerk competent in all departments of a general store. 356

## MISCELLANEOUS.

Salesmen—Time saving specialties used by all offices and factories. Good profits. N. Stafford Co., 68 Fulton St., New York. 401

For Trade—Will trade North Dakota or Missouri land for stock of goods. Can pay some cash. Address owner, H. Ebert, Alden, Minn. 400

Merchants—Do you want to sell all or reduce your stock by closing out any "odds and ends" on hand? If so, ask about our "Special Sales plan" of advertising. You make the prices. We sell the goods. Ask for particulars. F. M. Smith & Co., 215 Fifth Ave., Chicago, Ill. 399

Are You Satisfied—With your present position and salary? If not, write us for plan and booklet. We have openings for managers, secretaries, advertising men, salesmen, bookkeepers, etc., paying from \$1,000 to \$10,000 a year. Technical, clerical, and executive men of all kinds. High grade exclusively. Hapgood (Inc.), Suite 511, 309 Broadway, New York. 37

An investment of \$2 to \$5 per month for from five to ten months will bring you a safe sure income for life. Particulars free. The International, Port Huron, Mich. 406

Salesmen—Vest pocket side line; big commissions, easy seller. Berg Medicine Co., Des Moines, Ia. 402

Spring Opening Souvenirs—Unique, popular, inexpensive yet productive of big results. Send for particulars. W. E. Cummings & Co., 458-460 State St., Chicago, Ill. 204

100,000 union made Lundus cigars for sale at a bargain. Geo. W. Coldbeck, St. Johnsbury, Vt. 354

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

\$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 Farrott bldg., San Francisco, Cal. 334

I own a large, rich copper property, two miles, and a large gold property, ten miles from railroad in State of Sonora, Mexico. I desire to either sell one outright or a half interest to progressive party financially able to fully organize and work the property. Perfect title from the Mexican government. Address Copper, No. 19 Jay Street, Binghamton, N. Y. 339

Wanted—Tobacco tags and cigar bands; state quantity and price; H. F. Jacobs, Hawkeye, Iowa. 338

Merchants Wanting Experienced Clerks—Of all kinds apply to the Globe Employment & Agency Co., Cadillac, Mich. 217

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—Merchants to send for sample of the best and cheapest skirt hanger out. Frank W. Dana Co., Fulton, Ill. 388

Wanted—Canvassers for best book on the Russo-Japanese war yet published; a splendid money maker. Address The Gospel News Company, Cleveland, O. 398

For Sale—Four cars thick maple culls. J. J. Robbins, Boyne Falls, Mich. 391

For Sale—Complete saw and shingle mill in good condition, including 60 horse power engine and boiler. J. J. Robbins, Boyne Falls, Mich. 392

Young Man—High school graduate preferred, to prepare for lucrative Government position. Begin with \$500 salary. Gradual increase as deserved. Permanent. Box 570, Cedar Rapids, Ia. 413



### Hancock Merchants Determined To Curtail Outside Competition.

Hancock, April 16—The Hancock Business Men's Association, which was reorganized at the meeting held in the city hall Wednesday evening, intends to take up the matter of outside competition. Timothy Dwyer, a prominent member of the retail clerks' union, called attention to the injustice done local business interests by certain outside establishments that regularly send representatives to Hancock to offer their goods in competition with the merchants of the city. He stated that the clerks' union has all along been interested in a movement to put a stop to the practice, but so far had failed to provide a proper recognition of the project. Some time ago the union petitioned the Common Council to take some action, but nothing came of the request, the Council taking little stock in the representations of union men.

Mr. Dwyer stated that he believed the matter was a proper one for the Business Men's Association to take up and urged that some action be taken. He said that the injustice to local business interests was quite apparent, outside merchants coming in and selling hundreds of dollars' worth of goods without paying a cent of taxes in the city or helping the place in any way. He remarked further that local merchants who pay taxes and have the interests of the city at heart should be protected so far as possible. In speaking of ordinances passed by other cities, Mr. Dwyer mentioned the fact that Marquette has an ordinance compelling outside firms to pay a stiff license fee, and although it did not and could not prohibit the selling of goods by sample it was of some benefit in knocking the business of "the fly-by-night" dealer.

C. A. Wright, who presided, stated at the conclusion of Mr. Dwyer's remarks that the meeting was partly intended to bring up matters such as would interest the entire business community, and that the matter referred to by Mr. Dwyer could very properly be taken up by the Association. He then called for expressions of opinion in regard to it.

Ex-Mayor A. J. Scott stated that it was questionable whether anything could be done to knock out the biggest share of the outside competition. He said that the representatives of outside firms merely take orders for goods by sample, not peddling the goods about and selling them. The practice is one that is followed by traveling men, the only difference being that the traveling man sells to the merchant instead of to the retail purchaser. A traveling man could not be made to pay a license and Mr. Scott expressed it as his opinion that the representatives of outside firms could not be made to pay a license either. In fact, he said that the Common Council had secured the opinions of prominent attorneys in the matter, and that all of them were to the effect that nothing could be done.

August Mette, manager of Ryan's store, remarked that the least the Business Men's Association could do would be to investigate as to what action could be taken, that the prac-

tice of outside merchants coming in to competition with home merchants was a serious matter. He urged that the Association get the opinion of some prominent attorney and make every effort to get at the bottom of things.

The suggestion of an investigation on the part of the Association, to determine what action could be taken, was well received. A copy of the Marquette ordinance will be sent for, and if the scheme is applicable to Hancock it will be presented to the Council. This ordinance, in brief, provides for a special tax for the privilege of doing a retail business. This is \$25 for the first year. The amount so received from each merchant is credited to him in part payment of his regular taxes. The value of the scheme lies in the fact that it does not discriminate, yet operates to alone tax the outside man \$25. It does not prevent outside firms selling goods by sample—that being permitted by the interstate commerce law—but it does prevent an outside man coming in with a stock of goods and opening a store temporarily, unless he chooses to pay the \$25 for the privilege.

It is understood that the Marquette Business Men's Association has now evolved a new scheme of knocking the trade of the men who sell by sample—like Chapman's representative—and from all accounts it would be well for the Hancock Association officials to communicate with Secretary Joslin, of the Marquette organization, on this point. The scheme aims to kill off the practice indirectly, but effectually, by getting after local people who patronize outside concerns.

### Regular Meeting of the Credit Men's Association.

Through the Grand Rapids Credit Men's Association, a bureau for the prosecution of fraudulent debtors will be opened in Grand Rapids. At the meeting held at the Board of Trade rooms last night the committee to which was referred a resolution for the establishment of such a bureau here reported favorably.

B. S. Hester, of the Fred Macey Company, and Z. B. Cutler, of H. Leonard & Sons, spoke on the "Best Methods of Handling Past Due Accounts."

Lee M. Hutchins and D. H. Brown were elected delegates to the National convention of credit men to be held in New York in June, and L. J. Stevenson, J. J. Rutka, H. C. Cornelius and A. B. Merritt were elected alternates.

Fourteen new members were admitted, making the total membership now seventy-eight. Those admitted last evening were:

Standard Oil Company (C. G. Watkins).

Thompson Lumber Co., Ltd. (G. W. Perkins, Jr.).

State Bank of Michigan (M. H. Sorrick).

Commercial-Savings Bank (H. N. Morrill).

Whittier Broom & Supply Co. (W. H. Whittier).

Heystek & Canfield Co. (Henry J. Heystek).

Klingman Furniture Co. (R. W. Alles).

Walden Shoe Co. (C. H. Walden).

The Woodhouse Co. (P. C. Payette).

Wm. A. Berkey Furniture Co. (L. T. Peck).

Workman & Co. (O. P. Workman).

Grand Rapids Supply Co. (B. B. Luten).

S. P. Bennett Fuel & Ice Co. (A. S. Ainsworth).

Macey Hook & Eye Co. (P. B. Schraivesande).

The Association has accomplished much good in the reform of credit conditions and is now working for what is known as "The Bulk Bill," a law to prevent the sale of stocks in bulk without due notice being given to creditors. They also expect to get laws passed abolishing the days of grace on sight drafts and notes and to compel the filing of chattel mortgages, etc., with the county clerks instead of with the township clerks as heretofore.

### Gossip a Poor Help in Business.

When the head of a big pork packing establishment told his salesmen that, next to learning all about their own business, he wanted them to know as much about their competitors' business as possible, he did not mean to begin trading on the second hand gossip which is frequently carried back and forth by vacant minds or mischief makers.

In every avenue of commercial endeavor there is plenty of this cheap gossip. Some persons, too many in fact, give it more attention than it deserves.

Some traveling salesmen are likely to indulge in too much cheap talk about inconsequential things they hear about their competitors if they do not guard against the habit.

The retail merchant is too frequently ghosted by mischief makers who gossip about his competitors.

Be sure you are right before you act. Carefully weigh reports about your competitors before you give them the stamp of reliability. Many "reliable sources" of information turn out very unreliable. The newspaper man finds that out to his grief every day. The business man, and in fact every person who studies the weak points in all human nature, receives proof of this at every turn.

When the traveling salesman is told by the retailer that he can buy an item cheaper of a competitor the salesman should think twice before he meets a price which may be fictitious.

When the retailer's customer tells him he can get credit at some other store or can get more for the same money than he offers, he should handle that customer with gloves.

Some retailers handle the truth carelessly when they are talking prices.

Some customers of retail stores are guilty of the same shortcomings.

Honesty is the best policy. It always has been. It always will be.

But to be stampeded by a dishonest statement to break a golden business rule without proper investigation is not good business.—Commercial Bulletin.

### His Wholesome Example.

They were two students of a denominational university.

Their names, respectively, were McJenkins and Williamston.

Finding themselves opposite a down-town restaurant they went inside and sat down at one of the tables.

McJenkins ordered beer.

Williamston ordered a milk punch.

Just as they were beginning to absorb the same a university professor happened in and saw what they were doing.

"Mr. McJenkins," he said, with great severity, "I shall certainly report you to the faculty for drinking beer. Mr. Williamston, I commend you for taking nothing stronger than a glass of whipped cream, and am sorry your example has had no effect upon your associate. Good day, gentlemen."

And the professor passed on and sat down at another table.

### Fooled the Teacher.

The teacher in the Sunday school class had been telling her young pupils of the omnipotence of God, and just before the end of the lesson was endeavoring to illustrate how God was everywhere and knew every little action, no matter how trivial. One little boy appeared unusually interested, and when the time came for questions to be asked was the first to secure the "floor."

"Teacher," he said, "is God in my home?"

"Yes, my dear."

"Is God in our parlor?"

"Yes, dear."

"Is God in our kitchen?"

"Yes, He is everywhere."

"And is he in our cellar?"

"He is even there," responded the teacher.

"No, he isn't, smarty!" answered the child, "because we ain't got no cellar."

Mrs. Andrew Miller has engaged in the grocery business at Kalamazoo. The stock was furnished by the Worden Grocer Co.

O. B. Gerrells has opened a grocery store at 569 East Bridge street. He purchased his stock of the Worden Grocer Co.

Cedar posts in car lots for sale. Write W. C. Fuller, Farwell, Mich.

## Business Wants

### TOO LATE TO CLASSIFY.

#### BUSINESS CHANCES.

Hustler—Here's a good store with nearly new stock general merchandise; four lots, good sized barn, large warehouse and woodshed connected, six good living rooms over store; located in lively town of 500, with railroad facilities; good farming community and a fine growing trade; best chance for egg wagon; also 160 acre farm for sale. Poor health forces sale. Enquire 72 South Division St., Grand Rapids. 417

#### HELP WANTED.

Wanted at Once—Experienced man to clerk in a general country store. Must understand groceries, dry goods and clothing and country department store generally. Address Frank B. Watkins, Hopkins Station, Mich. 416

#### MISCELLANEOUS.

Store For Rent—Good location. Martha Brewer, Owosso, Mich. 328