

MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, MAY 4, 1904

Number 1076

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. UNITED

WIDICOMB 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. C. E. McCORNE, Manager.

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

Correspondence Solicited.

**NOBLE, MOSS & COMPANY
BANKERS**

Union Trust Building, Detroit, Mich.

IF YOU HAVE MONEY

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

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

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

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 The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.

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

IMPORTANT FEATURES.

Page.

2. Window Trimming.
3. Nitroglycerin.
4. Around the State.
5. Grand Rapids Gossip.
6. Men of Mark.
8. Editorial.
12. Butter and Eggs.
13. Cottage Cheese.
16. Clothing.
19. The Twin Towns.
20. Shoes.
24. Hardware.
26. Home Ties Severed.
28. Woman's World.
30. Clerks Corner.
32. Trick Turned.
35. New York Market.
36. Jokes in the Mall.
37. Hardware Price Current.
38. Dry Goods.
40. Commercial Travelers.
42. Drugs--Chemicals.
43. Drug Price Current.
44. Grocery Price Current.
46. Special Price Current.

RIGHTS OF THE PEOPLE.

There is nothing new in the complaint made by legal counsel in cases of crimes and other injuries to the public that their clients are injured by publications on the subject of such offenses and offenders in the public press, and they have sought from the earliest times to prevent such publications by some legal proceeding. But the people will never submit to be silenced in the interest of any wrongdoing.

The right of the public press to discuss and denounce the crimes of union labor leaders against the lives of citizens and the peace and safety of the State or of communities, and acts that despoil the people at large of any community of their property and interests, should be undoubted at all times, except when such cause is actually on trial before a court and made the subject of public attention.

If the people can not condemn and cry out against crimes committed in their midst for fear of creating a public prejudice against the criminals or some one interested in or with them, then, indeed, is crime privileged above all that is honest and good. When some flagrant offense occurs against the safety of the community or against the community's money, and the fact of the crime has become known, no power exists in the state to prevent the popular outcry that is sure to follow, and the only business of the courts is to fix the guilt and assess the penalty where it belongs.

Of course, any popular expression against the offense and the offenders is more or less prejudicial to the latter, whether they are merely suspected or found red-handed in the act, but to this they have exposed themselves and they must suffer for it, whether or not they escape judicial punishment. Public opinion is a serious, but not tragic, sort of lynching, and it is the exercise of an undoubted right.

In all cases interested counsel would have, if it were possible, all expression on the subject of crimes and offenses against the public interests suppressed, and the newspapers especially silenced. Doubtless this will be done in this Republic when it shall come under a sufficiently strong government. There are many others besides common criminals and their defenders who bitterly resent the exposures by the press. There are numerous public officials who earnestly desire to see the newspapers muzzled. Then there are not a few hypocrites who denounce the press as the propagators of evil because it exposes the misdoings of others. But if it were not for these exposures crime would be many times more rampant and successful than it is, and the contagion of vice would spread in directions from which the fear of exposure now excludes it.

When a jury in a criminal cause is locked up, as is the rule in serious cases, there is no reason why the press should cease to comment on the flagrant matter in such manner on trial. When, however, the jury has access to the public prints, then all condemnatory expressions should cease. But the people have a right, by public opinion, to discuss and to try all offenses against them and their great interests when the offenders are not actually on trial in the judicial tribunal, and this right can never be taken from any free people.

PITIABLE SPECTACLE.

Notwithstanding the utter failure which has attended the strike of teamsters thus far and the ease with which the team owners have been able to replace the strikers with men of better caliber, both mentally and physically, the poor dupes who belong to the teamsters' union have been inveigled into calling a general strike on the remaining team owners, which went into effect at midnight last night. Of course, there can be but one outcome to all this, and that is the utter defeat of the strikers and the complete annihilation of the union, which has demonstrated that it has no reasonable excuse for existence, because it is dominated by disreputable men whose proper habitat is the prison and who would be there if they had their just deserts. The man Shea, who stopped the funerals of Chicago and who refused to permit the injured at the Iroquois disaster to be conveyed to their homes and hospitals in carriages, has taken a prominent part in the strike, although he is now under arrest for assault in this city and under indictment in St. Louis. Shea, Fitzpatrick and Bullock have demonstrated their utter unfitness for leadership, and the poor dupes who have followed them have evinced a lack of manhood and a lack of consideration for the rights

of others, including their own families, which places them outside the pale of sympathy or respect.

In view of the cowardly assaults which have taken place during the past ten days and the unlawful manner in which the strikers have conducted themselves, from the international president down to the lowest employe, it is, of course, out of the question for the team owners ever to recognize the teamsters' union or to employ any of the men who have previously enjoyed their confidence and shared in their prosperity.

It is announced by the daily papers that the Grand Trunk people now propose to ask for a franchise down to the heart of the city, which franchise is worth a million dollars to any railway corporation. In view of the fact that the Grand Trunk people have been offered trackage facilities via the G. R. & I. and an opportunity to use the Union depot for a nominal consideration, and also in view of the fact that the Grand Trunk people should properly come into the city around the south side of Reed's Lake, thus entering the Union depot via the Pere Marquette—which arrangement has also been tendered the Grand Trunk people by the management of the Pere Marquette—the Tradesman believes it to be wise on the part of the Common Council to refuse to make the Grand Trunk system a present of a million dollars, especially as the Grand Trunk has always worked against Grand Rapids and ignored the city from the beginning and now treats it as a way station instead of an important market. Until the attitude of the Grand Trunk is changed and ample amends are made for the past the Tradesman feels as though the city would stultify itself to extend a welcoming hand to a run-down, out-of-date, back-number railroad, whose rolling stock is a disgrace to any city which it approaches and whose depots are not clean enough and large enough for decent hog pens.

"I can't stand being called 'a scab' and so I joined the union," said one of the unfortunates who yielded to the calling out of the Columbian Transfer Co.'s teamsters and so lost a good job. And what a weak, thoughtless excuse it is. Such a term, when applied by the contemptible, irresponsible and utterly worthless organizers and paid rascals of the labor unions, is an honorable distinction; and, when set up for comparison with such terms as loafer, conspirator, thug and pauper, the one to whom it is applied has a perfect right, as an honorable, industrious, fair minded citizen, to realize and proclaim the fact that he is a king by the side of the calumniator.



Jeweler's Window That Attracted Universal Attention.

The jewelers of Grand Rapids have, as a general thing, in the past, presented to the public gaze windows that were creditable to their owners, but of late the proprietors of same have all seemed to make a special effort along this line, and as a result we have had displays of the art that were worthy of more than a passing notice.

The Bible is full of reference to gold and silver and precious stones. The ancients seem to have possessed an inherent love of jewels for personal adornment, and we of more modern times are not behind them in this regard.

* * *

Mr. W. D. Werner has an especially attractive exhibit this week. On the floor of the window were first placed empty boxes, or oblong blocks of some hard material, and over all was draped white cheese cloth of the finest quality, which Mr. Werner says he finds about as satisfactory as any other goods for display purposes.

"There is another white cloth employed a great deal by dealers in this line of business," observed the gentleman, "and that is cashmere. The cream tint is the most liked.

"The window is a little more crowded than I usually have it, on account of the prominence given the shirt waist sets, which are in such demand just now, at the beginning of this, the shirt waist season."

And he might have added that it is to be observed that the idea is carried through the entire year, so deservedly popular has this garment become. For the office girl or others employed in public places there is nothing else so natty and appropriate for work or so universally becoming. It fills a crying need and has come to stay forever, all the dress-makers in the world to the contrary notwithstanding. And, this being true, manufacturers are not slow to recognize the fact, and govern themselves accordingly, continually bringing out something new in the way of neckwear, fancy sets for the front pleat or devices for stilling the wail that ever ascendeth the cerulean ether for a sure Something (I use the capital advisedly!) that shall keep—not body and soul together but waist and skirt. Numerous contrivances have been from time to time gotten out, but nothing seems to fill the bill any better than the simple old-fashioned hook and eye. Yet not the old-fashioned hook, either, but one of the "See that hump?" description. Six or eight sewed on to the waist at the belt line, on top of a stout stitched-on tape an inch apart, and as many eyes applied on the inside of the narrow skirt band at corresponding distances are infinitely more certain than all the contraptions on the market. It may be stated, in passing, that the top of the

eyes must not be visible from the back, otherwise the space is too wide to be covered trimly by an inch belt.

In Mr. Werner's window were a nice variety of shirt waist sets to select from. For those who admire the new hand-decorated porcelain ones there were exceedingly dainty designs, one being noticeable for the exquisite blending of colors. The design was a little pinkish-heliotrope-colored flower, the background being of the palest shade of heliotrope-pink. The hand of an artist was visible in the work. One sees so many mere daubs in this new disc decoration. Another set was embellished with little rosy cupids that reminded one of miniature work. Some of these china sets were without the belt pin and some with, and one belt pin was shown without the accompanying discs for the pleat.

One set departed from the common round and oval and assumed the square in shape, outlined with gold at the lower half of the edges. One tiny forget-me-not ornamented each small square.

Other sets were exhibited in gold and sterling silver, the latter in flowers and girls' heads, the former taking the shape of buckles. These last were unique little satin-finish round-rim affairs that were decidedly fetching. They came in several sizes and were accompanied by the larger one for the belt. But the prettiest set of all, to my mind, was three little buckles with a fancy raised design on the rim. One looked in vain for the belt buckle to go with these, however.

Last week there was shown in this same window the handsomest silver belt pin I have seen this spring in any of the windows. It was quite large and was a wild rose lying on the outline of a heart. Sentiment was expressed in that design.

Flowers and girls' heads seem to divide popularity as to the belt pins, although I noticed a Turk's head by way of contrast. I didn't fancy him at all. There were four of him, in fact, for there was the complete waist set. The golf girls' heads seem to sell the best just at present.

There was one shirt waist set that deserved more attention from the window-gazer than it was possible for it to receive on account of its being placed too far from the glass. This was a safety-pin set, each pin being a girl's very small head, side view, the hair being a peculiar almost greenish gold and spreading far out at either side the entire length of the pin. The girl's features were so delicate as to make it almost impossible to make out, at the enforced distance of the observer, what the design was. The tint of the gold forming the face was of the Roman.

I must not omit reference to the gold belt pin with the large amethyst set at one side. There was just a small rim of gold, and the stone was set in another gold rim and placed just inside the outer one, high at the left. A spray of gold leaves set with two pearls, for blossoms, trailed down from this, and around the right hand gold rim was twined a gold serpent, which reached its diamond-

decked head across the open space, resting it on the edge of the amethyst. The design was attention-compelling and would be much admired by the lover of bizarre effects.

"Amethysts are not much worn," said the jeweler. "A few people like them, but there is not much call for them."

As Mr. Werner remarked at the beginning of the interview, the shirt waist sets were made conspicuous in the window trim this week. They occupied fully one-third of the space. The rest was taken up by the raised portions, on which were displayed clocks, cut glass, silverware, watches and watch fobs, neck chains and rings.

The two large black clocks were of the ordinary shape, and were made by the Ansonia Clock Co., of New York. There was also a cunning little clock for milady's boudoir, all gilt, with a cupid at one side. This was manufactured by the New Haven Clock Co., of New Haven, Connecticut.

The cut glass was of the Meriden make. There was a group of this, composed of five pieces—berry dish, jelly dish, cream and sugar set and a pretty-shaped carafe.

Across the corner, standing all by itself, thus inviting particular attention, was a tea set of pearl-handled knives and forks. Mother-of-pearl for handles of table knives and forks is not new, by any means, but there is nothing that adds more to the appearance of a well-laid table than these. Silver, no matter how fine the design or satiny the finish, pales by comparison. Nothing can equal the beautiful opalescent play of colors of the best quality of pearl handles. No more appreciable object can be presented to the bride of ordinary means.

Other things suitable for wedding gifts not too extravagant to be used "for everyday" were the round-bladed Rogers' knives and forks, with the "Mystic" handles; the "Gibson" knives and forks, with bouillon spoons to match; the tete a tete cold meat or steak set, the handles of which were heavily elaborate, the manufacturers of this set being R. Wallace & Sons, of Wallingford, Connecticut. Also an acceptable gift would be the good-sized plain pudding dish with ebony knob.

Most men prefer an odd-shaped china tobacco jar for a den, but the lover of silver with ebony top-piece could be satisfied with the neat one in the rear of this jewelry window.

I leave last to speak of the several dozens—there were all of forty—of gentlemen's watches (all hunting-case). These were to be remarked for their comparatively small size, there being no longer any preference for the ponderous watches of the past, that required special effort even to hold a minute in the hand, let alone carrying one around all day long on the person.

The ladies were not forgotten in

this fine show window as to time-pieces, there being many dainty feminine conceits. I have only space to acknowledge their presence and to especially mention one whose case appeared as if made of "watered" gold—a moire effect. Both sides were alike, and on one was a diminutive shining gold shield for a monogram.

And the signet rings! I wish I had a page in which to do full justice to their exceeding great beauty. Those in the window were for gentlemen, but going inside I was courteously shown a careful for digits of smaller hands. The liking of the Fair Sex for these must be due, I think, to their desire to wear the mannish little accessories of their Big Brothers. Made in the dull "Rose finish," with exact reproduction of fourteenth century heads, scrolls, etc., on either side of the oval monogram space, they are a new idea in jewelry that has taken well in the Eastern States and bids fair to obtain equal favor in the West. They certainly deserve it.

Let money go so long as manhood remains.

There is no padlock on the door to heaven.

In a Corn Planter the three most important points are



**Accuracy
Lightness
Durability**

The SEGMENT Corn and Bean Planter possesses all three in an unusual degree. Its accuracy it owes in part to the fact that the dropper is part of the rim of a wheel whose hub is represented by the screws on which the jaws are pivoted. This means no friction and prompt action. The result is a planter that never skips a hill.

No cast parts whatever are used, sheet steel being employed instead. This gives it great lightness and durability.

This planter retails for only \$1.00. Sold by all jobbers.

Greenville Planter Co. GREENVILLE, MICH.

We are distributors for all kinds of FRUIT PACKAGES in large or small quantities.

Also Shippers of Fruits and Vegetables.

JOHN G. DOAN, Grand Rapids, Mich.

Bell Main 2270

Citizens 1881

NITROGLYCERIN.

New Plan to Defeat the Russian Fleet.

Nothing so interesting has come from Tokio since the beginning of the war with Russia as the announcement recently set forth that the Japanese government is buying, or confiscating, every article that enters in any way into the manufacture of nitric and sulphuric acids. At the same time great quantities of grease are being accumulated on the outlying islands of the Japanese Archipelago. These facts, taken together, constitute a menace not so much to the Russian fleets at Port Arthur and Vladivostok as to the Baltic fleet, which, under Admiral Wrenius, made a recent unsuccessful effort to reach the scene of hostilities. Japan feels reasonably certain of her ability to destroy the Port Arthur and the Vladivostok fleets with the means now available to her hands. But the Baltic fleet is an element in the problem which requires consideration, and it is by no means certain how that formidable collection of war vessels is to be eliminated from the great game in the Orient. Obviously, to dispose of it will leave Japan free to prosecute her operations; but so long as it retains the possibility of circumnavigating half the globe and bursting upon the Japanese rear like a death-dealing thunderbolt, just so long must the Mikado devote anxious thought to the question: How is that menacing fleet to be dealt with? It is now generally known that Japan is making preparations to cope with the Baltic fleet, and the hope is entertained that it will meet with the terrible fate of the Spanish armada. The armada was sent by Philip II. of Spain to fight Englishmen; the elements destroyed it. The elements which, it is expected, will annihilate Admiral Wrenius' ships are those discovered in 1847 by the young student Sobrero and afterwards turned by Nobel into the most dangerous of explosives.

Captain Oda is a capable young Japanese officer. He belongs to the Korio Maru, a vessel forming part of the Japanese fleet off Port Arthur, and which has been employed in laying mines there. To him are attributed such of the disasters as have already befallen the Russians that can not be directly credited to Admiral Togo's guns. Captain Oda has received orders to establish, at the Islands of Formosa and Luchu, stations where nitroglycerin can be stored and where boats designed to use this deadly material can obtain it quickly and safely. Eventually stations of this sort will be established at appropriate places all over the territory commanding the entrances to the East China Sea and the Pacific. The idea is that fleet-footed "destroyers" shall thus be enabled to operate against the Baltic fleet from the moment it approaches Japan, and that great supplies of a deadly explosive shall be available to be hurled against Wrenius' doomed vessels. All the machinery for these projected stations is on hand, and Captain Oda expects to complete his work within a month, so far as Formosa and the Luchu Islands are concerned; then

he will proceed to the Kurile Islands to repeat his work on the shores of these remote Northern Japanese possessions. The Kuriles form a chain of small mountainous islands extending from the ice-bound extremity of Kamchatka to Yezo. Russia originally owned them, but by the Treaty of 1875 passed them over to Japan. It now looks as if this act had barred her even more effectively out of Japanese waters, via the northward passage, than the ice of the Polar Seas. That may, perhaps, be overcome, weather permitting, although mariners here doubt it, but Captain Oda's nitroglycerin destroyers may not. They will pounce upon the fagged-out Russian fleet the moment it emerges, whether from Behring Straits or from Southern waters.

The new dynamite vessels are to be on the flatboat order, somewhat long and wide so as to rest well near the surface. The craft is light and inexpensive and propelled by twin screws run at high speed and operated by engines of 300-horsepower. They have the piston head operated by alternate explosions instead of steam. Once set in motion they require no further attention than oiling. One barrel of gasoline propels a vessel 150 miles, and there would be no difficulty whatever of attaining a speed of forty miles per hour. There may be a dozen or more of these vessels, for, unlike any other war craft, they are cheap, dirt cheap almost. Including ammunition, 100 barrels of nitroglycerin and all the necessary equipment, they cost no more than \$20,000 apiece.

According to the plans of the Japanese Admiral nitro-destroyers will calmly await, along the line of stations, the approach of the hostile craft. When the fleet is sighted a number of these boats will be started from the nearest stations on diverging lines, as spokes radiate from a hub, thus anticipating any flank movement. These destroyers have no crews. The prophecy Tesla made a few years ago has been realized by the Japs, for the irresistible power of these vessels is exerted at any distance by an agency of so delicate, so impalpable a quality that, incredible as it may seem, a keyboard suffices to direct these agencies of death.

Each of these vessels carries a clock mechanism and in a fixed time is bound to let go the earthquakes, volcanoes, the thundering and lightning in their composition. The ocean itself has no haven to which ships could flee from the swift pursuit of these automatically flying destroyers, each of which bears a force capable of hurling an entire ironclad fleet a thousand feet into the air. And if the wide ocean offers no safety, how much less the narrow seas, on which the Japs intend to launch the nitroglycerin destroyers? The greatest ship is defenseless in sight of this new danger. To strike one of Captain Oda's destroyers by shot would only hasten the catastrophe.

The act of destruction which these vessels are liable to cause is described to your correspondent by a Japanese naval official as follows. "Imagine a pressure, sudden, intense, killing,

the air practically a solid rock and moved as if impelled by lightning, the ocean leaping to the clouds, leaving a yawning abyss; a circular Niagara discharging into the sky, followed by a report as if the earth had rent. Such are the initial revelations while waves, exceeding in altitude the highest tides, churn the sea as the displaced waters seek their equilibrium."

As already stated one of the greatest advantages of the nitroglycerin destroyers is their cheapness. Captain Oda thinks that with a hundred thousand dollars spent for vessels and ammunition, he can send to the bottom of the sea the greatest fleet that Russia or any other power might dispatch to these shores, while the excellent scout service maintained by the Japanese promises to make the experiment entirely safe as far as vessels of friendly nations are concerned.

"But will it not be very dangerous to handle the vast masses of the explosive the destroyers, stationed in two hemispheres, need?" asked your correspondent.

"Not at all," replied the navalman, "the ingredients of the explosive can be kept apart until thirty minutes before the vessels are dispatched on their death run."

In conclusion the expert said: "In all probability this will be the last of wars. Naval war, at least, will cease of itself when the most feeble nation can supply itself immediately with a weapon which will render its coast secure and its ports impregnable to the assaults of the united armadas of the world. Battleships will cease to be built, and the mightiest armorclads and the most tremendous artillery afloat will be of no more use than so much scrap iron."

Henry Graham.

Tokio, Japan, April, 1904.

The Squared Account.

Dodson was chuckling as he and his wife emerged from the restaurant.

"George," said his wife, "what's getting into you? For the last ten minutes you have had something on your mind and now, suddenly, you begin giggling."

"Mary, I don't want to go through life with a secret in my bosom," said Dodson after chuckling some more. "Remember the counterfeit 50-cent piece that I got last winter?"

"Yes. It's the only money you ever succeeded in saving."

"It's gone. I gave it to the cashier in the restaurant."

"By accident?"

"No. I did it in cold blood. I have been thinking about doing it for a long time."

"How did your conscience permit you to do such a thing?"

"That's the worst of it. Every time I think about it it seems to make my conscience feel better. We have been patronizing that restaurant on occasions for a year. The proprietor has given us veal in the chicken salad, codfish in the deviled crabs, chicory in the coffee and water in the cream."

"There has been reason for suspicion."

"We have had evidence that would convince any jury. After I had given him a 50-cent piece with some lead in it I tried to be ashamed of myself, but I couldn't. It may have been contrary to the statutes of the United States, but it was poetic justice."

Absolutely Contented.

Mrs. Jenks—Are you perfectly satisfied with your new dress?

Mrs. Speitz—Yes, indeed. The man I love best thinks it's beautiful, and the woman I love least has pretended to turn up her nose at it.

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.

AROUND THE STATE

Movements of Merchants.

Ypsilanti—C. E. Holly has sold his grocery stock to C. H. Craine.

Glenn—A. A. Schram has purchased the drug stock of Carl B. Ely.

Bay City—Wm. D. Latour has sold his grocery stock to Orla E. Adams.

Morrice—D. Scollen has purchased the grocery stock of Daniel T. Birch.

Metamora—Robert C. Tuttle has purchased the drug stock of Allen A. Mack.

Ewart—Mark Ardis has sold his general merchandise stock to Robert Ardis.

Detroit—The Walker Egg & Produce Co. is succeeded by Spencer & Howes.

Big Rapids—H. J. Prevost has engaged in the paint, oil and wall paper business.

Petoskey—Breese & Porter succeeds C. Z. Pote in the dry goods business.

Riley Center—J. B. Raymond succeeds to the grocery stock of A. J. Raymond.

Detroit—Conrad E. Volkert, grocer and meat dealer, has sold out to O. Z. Adams.

Newaygo—W. Ralph Wagers has purchased the bazaar stock of Geo. Shumaker.

Traverse City—Miss Ida Klaiber will open a millinery store at 215 Front street.

Detroit—The Strand Co. succeeds the Stoddard Co. in the grocery and meat business.

Harbor Springs—D. T. Bower has purchased the drug stock of Atkinson & Abbott.

Saginaw—Alexander Christie succeeds Frederick E. Tallmadge in the harness business.

Flint—E. W. Garner has purchased the grocery stock of J. R. Howe on South Saginaw street.

Jonesville—J. M. Jones & Co. have removed their dry goods stock from Addison to this place.

Cadillac—Wm. Cassler, dealer in ice, coal and wood, has sold out to Huckleberry & Randall.

Pontiac—Ensminger & Miner have opened a New York racket store at 22 South Saginaw street.

Muskegon—A. Westermeyer, who operated a meat market at this place, has sold out to Geo. W. Ellens.

Detroit—Hoban Bros. is the new style which continues the produce business of the Hoban & Walsh Co.

Fenton—C. F. Matthews has taken a partner in his bakery business under the style of Matthews & Cimmer.

Alverno—Mitchell Roberts has engaged in the grocery business, having purchased the stock of Alexander E. Sova.

Bristol—James H. Sutton has purchased the general stock of Hyde & Co. and consolidated it with his own stock.

Sault Ste. Marie—J. Deerwood has opened a drug stock at Algonquin under the management of W. T. Grosse.

Grant—The grocery and notion business of Shumaker & Wyckoff is continued under the style of Mrs. A. Wyckoff.

Eaton Rapids—J. J. Milbourne has purchased the James Rushton drug stock and has removed same to his own store.

Tustin—A. R. Bentley & Co., for many years engaged in general merchandise at this place, are closing out their stock.

Onondaga—M. A. Stewart, of Topeka, Ind., has purchased the furniture and general merchandise stock of D. W. Freeland.

Newaygo—W. Ralph Wagers has purchased the bazaar stock of Geo. Schumacher and will add lines of dry goods and groceries.

Paw Paw—Pugsley & Shepard, hardware dealers, have dissolved partnership. The business is continued by Pugsley & Allen.

Lenox—Mau Bros., dealers in boots and shoes, have dissolved partnership. The business is continued under the style of Albert A. Mau.

Hastings—Wooley & Bronson have sold their boot and shoe stock to C. W. Clarke and A. C. Brown, the new style being C. W. Clarke & Co.

Lansing—Eilenburg & Reynolds have sold their drug stock to Robert S. Kimmich and Alex. Nesper, of Detroit. The new style is Kimmich & Nesper.

Sault Ste. Marie—Henry LaLonde has purchased the bankrupt crockery and glassware stock of W. L. Betts and will continue the business at the same stand.

Saginaw—Alex. Christie, of the Christie Buggy Co., has purchased the harness, turf goods and carriage stock of Fred Talmadge, at 129 North Franklin street.

Vassar—Learn & Buck, druggists, have dissolved partnership. A company has been formed under the style of C. A. Learn & Co. to continue the business.

Saginaw—George Orth has sold his boot and shoe stock, located at 2724 South Washington avenue, to Otto Flathau and will engage in another line of business.

St. Joseph—The store building formerly occupied by H. E. Hendrick as a bakery has been leased by Geo. Michaels, of Albion, and converted into a confectionery store.

Houghton—W. R. Daskam, dealer in hardware, has decided to retire from business at this place and will close out his stock at once and engage in business elsewhere.

Marcellus—Russell & Nash, dealers in hardware and implements, have dissolved partnership. The style of the new firm which continues the business is Russell & Patch.

Jackson—E. C. Greene, clothier at this place, has leased the store building at 118 South Mechanic street and will conduct an up-to-date clothing and furnishing goods business.

Alpena—Robert Machman, formerly of Petoskey, and Morris Alpern, of this place, have formed a co-partnership under the style of the Alpena Wholesale Fruit & Produce Co. and have leased the McRae store building where they will do a wholesale business in seeds, hides, furs, wool and poultry.

Flint—Samuels & Thomas, proprietors of the Flint Cloak, Suit & Fur Co., have dissolved partnership by mutual consent, A. A. Thomas retiring to engage in business in another field.

Traverse City—C. A. Bugbee has purchased the interest of W. T. Roxburgh and Frank B. Gannett in the City Drug Store and will continue the business in his own name hereafter.

Sault Ste. Marie—The new block on Ashmun street to be occupied by D. K. Moses & Co. as a department store is nearly completed. The new block has a street frontage of 50 feet and a depth of 165 feet.

Owosso—Charlie J. Thorne has sold his stock of cigars and tobacco and store fixtures to John T. Walsh. Mr. Thorne will take an extended trip through California and Old Mexico in hopes of regaining his health.

Flint—Otto Sachse has disposed of his interest in the shoe stock of Foote & Sachse to Mrs. Frances E. Foote, who will continue the business. Mr. Sachse will take a well-earned vacation before again engaging in business.

Smith's Creek—A new flour and feed company has been formed at this place under the style of the Ellis Milling Co., with a capital stock of \$14,000, held as follows: Louis A. Peters, Detroit, 814 shares; W. L. Ellis, of this place, 486 shares, and A. W. Davis, Detroit, 100 shares.

Detroit—The Henry A. Newland Co. is succeeded by the Newland Hat Co. The new corporation has a capital stock of \$50,000, which is held by the following persons: J. A. Gleeson, 1,500 shares; Geo. Peck, 1,000 shares; A. I. Lewis, 1,000 shares; C. C. Jenks, 1,000 shares, and J. D. Standish, 500 shares.

Remus—Dell Mansfield has sold his holdings in the Mansfield Mercantile Co. to Herbert Miller, Lou Wendling and Cassius Supernaw, who will continue the business under the same style. Mr. Miller will continue as general manager of the business. Mr. Mansfield will continue the elevator and warehouse business, handling grain and produce.

Elk Rapids—The Antrim Hardware Co., not incorporated, has been merged into a stock company under the same style to continue the general mercantile business. The authorized capital stock is \$15,000. The members of the company and the number of shares held by each are: S. H. Beach, 790; Alexander Steel, 50; A. Landstrom, 15; O. W. Gardner, 1, and F. R. Williams, 1.

East Jordan—W. A. Loveday & Co. have sold their hardware stock to Stroebel Bros., consisting of Carl Stroebel, who was in the same line of business at Central Lake a few years ago, and W. A. Stroebel, formerly from Beaverton. Both are experienced hardware men. This business was established about twenty-one years ago by D. C. Loveday, who retired from active business about three years ago, since which time it has been continued by W. A. and L. E. Loveday under the firm style first mentioned, who kept up the good reputation of the business established by its founder.

Fremont—The Stell & Oosting Implement Co. succeeds Stell & Mallery in the general line of agricultural implements at this place. Dan E. Mallery has retired from the business, Peter and Cornelius Oosting having purchased his interest.

Boyne City—Herron & Son are erecting an addition to their store building, 24x48 feet in dimensions. The basement will be used by the steam heating plant, the ground floor for warehouse purposes and the second floor by the plumbing department.

Manufacturing Matters.

Ithaca—S. E. Parrish has purchased the cheese factory and will convert it into a creamery.

Detroit—The Peerless Heater & Valve Co. has increased its capital stock from \$25,000 to \$40,000.

Kalamazoo—The Model Brass Co. has filed notice of an increase of capital stock from \$5,000 to \$10,000.

Petoskey—L. H. Cheeseman, general manager of the Petoskey Fibre Paper Co., has taken personal charge of the business as well, succeeding M. L. Johnston as superintendent.

Ludington—The basket factory of Harley Bros. is nearing completion. They expect to start the berry box department in about two weeks and will soon begin manufacturing peach baskets.

Stephenson—Alart & McGuire, of Green Bay, Wis., will erect a branch pickle factory at this place this season with a capacity of 20,000 bushels. This company also has branch stations at Grand Rapids, Chiocton and Oconto, Wis.

Kalamazoo—H. L. Innes and A. J. Lewis, of Holland, and W. O. Kutsche, of Erie, Pa., have formed the Kalamazoo Pressed Brick Co. for the purpose of manufacturing lime and pressed brick and selling sand. The new concern has an authorized capital stock of \$40,000.

Detroit—The Sommer Motor Co. has been organized to manufacture automobiles with an authorized capital stock of \$40,000, all of which is held by H. A. Sommer with the exception of three shares, owned respectively by W. J. Sommer, A. Schreiter and A. J. Reno.

Pentwater—The Payson Manufacturing Co., of Chicago, manufacturer of builders' hardware, has decided to remove its plant to this place and will probably begin operations by September 1. The company has under normal conditions employed from 65 to 80 hands, one-fourth of whom are skilled operators. The Pentwater Implement Association and trustees hold \$30,850 of the stock, being 51 per cent. of the total stock issued.

Commercial Credit Co., Ltd.

Waldicomb 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.



M. VanZee, grocer at 38 Maple street, has sold his stock to A. P. Drake.

The Century Fuel Co. has increased its capital stock from \$15,000 to \$40,000.

Jas. Ghysels has sold his grocery stock at 105 Page street to Jacob Van Dyke, of Chicago.

Troy & Brougham have purchased the grocery stock of T. H. Hart & Co. at 254 South Division street.

Max Mills speaks his mother tongue only, but snores in seven different languages and two dialects.

The O. & W. Thum Co., manufacturer of fly paper, has increased its capital stock from \$900,000 to \$1,000,000.

Biesbeck & English succeed Miller & Brackett in the coal and wood business at the corner of Grand avenue and the D. & M. Railroad.

M. A. Michalowski, formerly engaged in the grocery business at Hilliards, has opened a grocery store at 234 West Bridge street. The Worden Grocer Co. furnished the stock.

J. J. Waterman, who conducts a bazaar on Main street, Kalamazoo, has also leased a store building at Hastings which he will soon open with a line of bazaar goods. The stock of crockery and glassware was purchased of David B. DeYoung.

Harry C. Jackson, formerly sales agent for the Michigan Maple Co., but for the past fifteen months engaged in buying Michigan hardwood lumber for a Boston house, has engaged in the hardwood lumber business on his own account under the style of the H. C. Jackson Lumber Co. The office of the new company will be at 103 Michigan Trust building.

The Produce Market.

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

Asparagus—\$2.50 per box of 2 doz.

Bananas — \$1@1.25 for small bunches and \$1.75 for extra jumbos.

Beans—\$1.70@1.75 per bu. for hand picked mediums.

Beets—50c per bu.

Bermuda Onions—\$2.25 per crate.

Butter—Creamery is without change. Local dealers hold choice at 23c and fancy at 24c. Receipts of dairy are liberal, but the quality averages poor, fetching 11@12c for packing grades, 15c for common and 16@17c for choice.

Cabbage—\$2@3.50 per crate for Florida, according to size.

Celery—75c for California.

Cocoanuts—\$3.50 per sack.

Cucumbers—\$1 per doz.

Eggs—Local dealers pay 15½@16c on track. Cold storage operators pay as high as 16½c, but will probably not be in the market long.

Egyptian Onions—\$3.75 per sack.

Game—Live pigeons, 50@75c per doz.

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

Green Onions—15c per dozen bunches.

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 13c per lb.

Maple Sugar—10@11½c per lb.

Maple Syrup—\$1@1.05 per gal.

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

Oranges—California Navels, \$2.55 for extra choice and \$2.75 for extra fancy; California Seedlings, \$2@2.25.

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

Pie Plant—\$1.25 per box of 40 lbs.

Pineapples—Floridas fetch \$3 per crate for assorted.

Potatoes—The market is weaker, in consequence of which the price is about 10c per bu. lower than a week ago. Local dealers hold their stocks at \$1@1.10.

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.

Strawberries—Quarts fetch \$4@4.25 to-day, but will probably go lower before the end of the week.

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

Tomatoes—\$2.25 per 6 basket crate.

Wax Beans—\$2.50 per box.

Lansing Grocers Considering Their Outing.

Lansing, May 2—At the last meeting of the Retail Grocers' Association the question of the annual picnic was brought up and discussed. The location for the picnic has not yet been definitely decided upon, it resting between the cities of Port Huron and Detroit. Pine Lake, which was at one time suggested as a desirable place, is entirely out of the question. It is figured that there will be about 5,000 people who will take occasion to join in the grocers' annual festival. Port Huron affords many pleasant features for the gathering of this kind, but Detroit with its many attractions was also favored.

The date of the picnic has not yet been decided upon but it will probably be held some time in August. Two years ago the grocers took 1,200 people on their excursion, this number being more than doubled last year when something like 3,300 persons enjoyed the outing.

Boyne Falls—The Northern Brick Co. has been organized with a capital stock of \$8,000, of which one-half is paid in, to engage in the manufacture of brick. The stock is equally divided among W. J. Pearson (President), A. B. Nichols (Vice-President), L. A. Moon (Secretary and Treasurer) and Wm. Littlejohn. The yard has been located one mile south of town and from present indications the company will be able to fill orders for brick by June 1.

The Grocery Market.

Sugar (W. H. Edgar & Son)—Since we wrote you on April 26 there has been no material change in the situation. It has transpired that approximately 300,000 bags of Cuban sugar were purchased by our refiners at from 3.67@3.72c, duty paid. Since then we learn of sales at equal to 3¾c, with rumors of additional business at equal to 3.78c—the latter not yet confirmed. Europe also advanced, the present quotation for beets (duty paid) being approximately a parity of 3.94c with 96 deg. test. Refined sugar was advanced 5c per hundred by all refiners on the 27th, but "prompt shipment" orders were accepted until Saturday at old prices. Everything in the nature of new business was precluded, however, by the announcement on Thursday that all outstanding contracts on which the assortment was due would be cancelled on the 30th, unless refiners were given the details to cover same on or before that date. This naturally resulted in very heavy withdrawals, which will keep refiners busy for some time to come. Meantime the undertone of all markets indicates such strength as must lead to higher prices and we are advised, confidentially, that another advance of 5c per hundred is expected during this current week. A continuance of the present seasonable weather will do much to clear the situation.

Coffee—The statistical position is still strong and the receipts are running steadily behind last year. The general impression is that the large roasting interests will do all they can to keep the market down until August. Brazil is constantly offering coffee above our parity. Milds are unchanged and quiet, as are Java and Mocha.

Tea—Contrary to anticipation the opening prices on first pickings of Japan teas are about 10 per cent. lower than a year ago. It is thought that the second and third crops may be no lower and of course there is the possibility—as long as the war lasts—of some event taking place which would cause higher prices. Gunpowder is strong. There is little change in the stock conditions or the volume of trade.

Canned Goods—Peaches are very closely cleaned up and are hard to get except at high prices. Apples, pears and cherries are in short supply. California reports are to the effect that there are more cherries in proportion left than any other fruit. This looks as if it should make them easier as it will be but a very short time until fresh cherries will be shipped from Northern California. Maine corn is offered at a price somewhat above the opening figure, but none of the canners will guarantee delivery. It is evident that the acreage of corn will be large this year, but it is a long time yet until the 1904 crop is in the cans, so there is little use of guessing at the prevailing price or the pro rata of delivery. Opening prices on Columbia River chinook salmon have been made and are 10c higher than a year ago. This was not unexpected in view of the short stocks and the heavy demand for salmon of any kind. French sar-

dines are practically out of the market. All that are obtainable are at almost prohibitive prices. Tomatoes remain unchanged and quite easy. California asparagus packers now say they hope to put up half an average crop. It will probably reach 75 per cent. before the pack is over.

Dried Fruits—Prunes are selling fairly well at unchanged prices. The market, however, is unsettled and quotations are various. There is no actual change on the coast, although the market is possibly a little firmer. Peaches are doing well at unchanged prices. Seeded raisins are dull and unchanged. The trade are waiting for the cut in price, which the Association is expected to make any day. This, however, can hardly help trade in the East, since the price of seeded raisins in Philadelphia is now about 15c lower than the coast parity, and the Association is not expected to decline more than 1½c at the most. Loose raisins are dull, by reason of the same expectation of a decline, but about the same conditions exist, so it is not apparent what the trade hope to get by waiting. The Eastern market on loose raisins is now about a cent below the coast. Apricots are getting well cleaned up and the market is firm. Currants are firmer and the demand is fair.

Rice—There is little change in the rice conditions. There remains about one-third of the crop yet to be marketed and the course of the market is hard to foresee. At present rice is plenty and cheap, but should the combine, engineered by John W. Gates, be successful or should some accident happen to the present crop there is a possibility of higher prices. In case of the protraction of the war quite a demand is likely to spring up from the East also.

Syrup and Molasses—There has been no change in glucose during the past week. Compound syrup is likewise unchanged and in light demand. Sugar syrup is in fair demand at unchanged prices. The market is very steady. Molasses is quiet and unchanged.

Fish—Mackerel is in some enquiry, with sales that seem a little harder than a week ago. There seems to be some reason for expecting a small advance in mackerel during the next few weeks, since the fresh mackerel fleet is doing nothing, and a better demand is expected in May. Cod, hake and haddock are dull in this section, but in some trade elsewhere. New cod is coming on the market at substantially less prices than are asked for the old goods. The receipts of new cod are fairly liberal. Sardines are dull and unchanged. The packing season will probably be late, by reason of the damage done by the severe winter. Salmon is unchanged and a little quiet. The stocks of red Alaska in the East, from offers that were made during the week, may be larger than have been believed. Lake fish is quiet and dull.

Edward Lowe has resigned the directorship and vice-presidency of the State Bank of Michigan, which he has held for the past dozen years.

MEN OF MARK.

Wm. Logie, of Rindge, Kalmbach, Logie & Co., Ltd.

The biographer of large experience who has traced the lives of all sorts of individuals is impressed with the fact that one's career is much determined by inherited traits and early environment. The ancient paradox that the child is father of the man is so nearly true in every instance as to be an axiomatic expression. While this is true of the native character, the trend and eventuality of the individual life are largely governed by environment and circumstances. Whatever these accidental influences may be, however, the man as he was born will show forth from the cradle to the grave. The strong and forceful will exhibit these traits in any encounter with the adversities which always accompany progress from poverty and obscurity to success and wealth or position and fame, while the half-hearted and weak will falter by the way and fall out or fall down entirely. Yet while inborn character has special potency in shaping the destiny of the individual, the locality of birth, conditions of childhood, youth and early manhood or womanhood, and the circumstances environing every step of the forward movement, are the barriers and impingements that determine the direction and results in one's career.

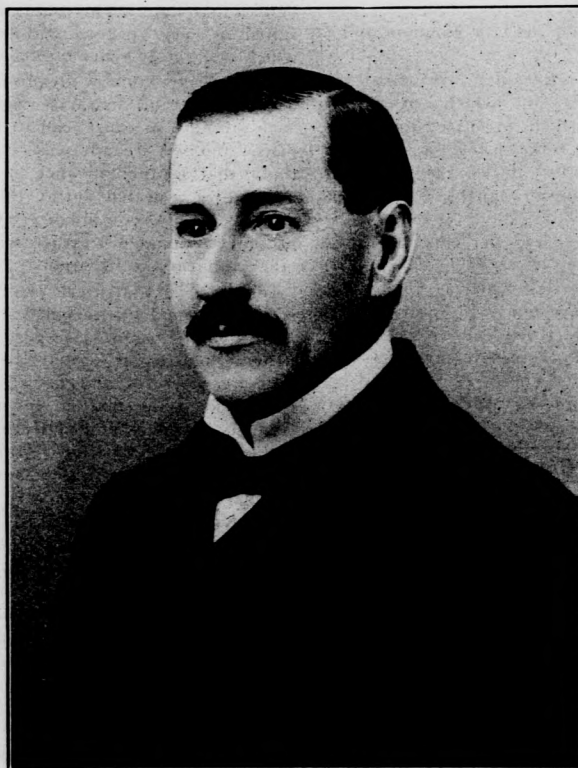
There are personal characteristics and there are racial peculiarities, each transmitted to the child by parentage. These two distinguishing traits are conspicuously evident in the subject of this sketch. His parents were of Scotch descent and were Presbyterians in their religious affiliation. It is needless to say that they were the offspring of a long line of sterling characters, for of all the numerous peoples and races settled in the United States there are none to which the term "sterling" is more applicable. Earnest, energetic, enterprising, intelligent, conscientious, aspiring, orderly, liberty-loving, the Scotch, although perhaps tenacious and to a degree intolerant of opposition in thought and opinion, are, as a rule, steadfast supporters of education, good government and human progress. The course of these people is always onward and upward, never backward or downward. In every community where they have a habitat they are always ranked with the best elements of the community. In following Mr. Logie's career we shall see how his inherited qualities and those of his parents exemplify this characterization of the race. Originating in comparative obscurity, in a section of meager development and few social or educational advantages, he sought a home and a career in the future metropolis of Western Michigan and through dint of character force struggled forward and gradually emerged into ample opportunities that led to success.

Wm. Logie was born at Flamboro West, Ontario, Dec. 5, 1851, his antecedents on both sides being Scotch, his parents having emigrated to America from the Orkney Islands about sixty years ago. When he was a year old the family removed to St.

Mary's, Ont., where they remained ten years. They subsequently removed to Alsie Craig, where they remained two years, thence to Grand Rapids, where they arrived on St. Patrick's Day, 1865. Mr. Logie went to work for the Michigan Barrel Co., being assigned to the measure department. In September, 1865, he entered the employ of Whitley, Rindge & Co.—the predecessor of the present house of Rindge, Kalmbach, Logie & Co., Limited—as salesman, packer and porter. He swept the floor and washed the windows mornings, waited on customers during the daytime and at night assisted Mr. Rindge and Mr. Bertsch in packing the goods they had sold during the day, frequently taking them to the headquarters of the stage lines then centering in Grand Rapids. It was often midnight when Mr. Logie completed the

West Michigan from Grand Junction to Watervliet. He saw his trade every six weeks with the regularity of clockwork, and when he first started out he went to Petoskey four or five years before he ever saw the town by daylight. In those days there was only one train a day on the G. R. & I. and he usually arrived in town about 9 o'clock, borrowed a truck of the baggage master, pushed his trunks over to the store of his customer, opened up after the store was closed for the day, sold his customer, packed his trunks, pushed them back to the depot and went to sleep in the chair car, never awakening until he was aroused by either Captain May or Captain Heath in time to get breakfast in Mancelona the next morning.

Those were strenuous days for the boys on the road and few of those



William Logie

work of packing and marking goods for transportation the next day.

After serving nine years in this capacity he was promoted to the position of traveling salesman, taking the old territory covered by Mr. Bertsch and a portion of the territory covered by Mr. Rindge. This included the available towns from Grand Rapids to Petoskey on the G. R. & I. and to Seney in the Upper Peninsula, including drives to Charlevoix, Sherman, Elk Rapids and Little Traverse; the F. & P. M. from Coleman and Mt. Pleasant to Ludington and Manistee; Trufant and Coral on the D. L. & N.; the D. & M. to Grand Haven and Muskegon and the Pentwater branch; the Michigan Central to Eaton Rapids; the South Haven branch; Bellevue and Olivet on the Grand Trunk and the Lake Shore from White Pigeon to Allegan; Chicago &

who are now calling on the trade can recall the privations and obstacles which the traveling man of thirty years ago endured.

After fifteen years' apprenticeship on the road Mr. Logie was promoted to a position in the house and, on the retirement of Mr. Bertsch from the former firm of Rindge, Bertsch & Co., he took entire charge of the purchasing department, which he still manages, to the entire satisfaction of his house, his customers and himself.

In the logic of events Mr. Logie's fidelity to the house brought its reward, as fidelity and faithfulness invariably do. In 1877 he was given a working interest in the establishment, which he has increased from time to time, until he now owns a quarter interest in the magnificent business established and maintained by his house.

When he was 16 years old his father died, which made him the head of the family on account of his being the oldest of three children. How well he discharged the duty placed on his young shoulders is a matter of common knowledge among those who have resided here forty years. His kindness to his mother and the other members of his family became proverbial and he was frequently pointed to as a model son and brother.

Mr. Logie was married Dec. 10, 1874, to Miss Carrie L. Bertsch and has three children—Charles, who is house salesman for the Rindge, Kalmbach, Logie & Co., Limited; Wm. Logie, who is a clerk in the same establishment, and Grace, who is now attending Dana Hall at Wellesley. The family made a tour of Europe in 1900 and again in 1903. They have traveled all over this country from Maine to California and from the Upper Peninsula to the Gulf. They reside at 31 Julia street and have a handsome summer cottage at Macatawa Park, where they maintain a yacht during the summer season.

Mr. Logie has been a member of the Westminster Presbyterian church thirty years and has been a constant attendant since 1866, there being only two members of the society who have been identified with the organization as long as he has. He has been a member of the Board of Trustees for many years and President of the Board for several years and Treasurer of the Sunday School for thirty consecutive years. He is a member of the Peninsular Club, the Military Club and the Macatawa Bay Yacht Club. He is a member of the Board of Trade and also a director, having served as chairman of the Wholesale Dealers' Committee last year and being a member this year of the same Committee and of the Industrial Committee. He is a director of the Peoples Savings Bank and the Grand Rapids Leather Co. and is financially interested in the Grand Rapids Street Railway and several other public utilities. He is Vice-President of the Western Shoe Wholesalers' Association and a member of the Executive Committee of the National Association of Shoe Wholesalers.

Mr. Logie is proud of the fact that, never to his knowledge, has he offended a customer. He is also proud of the record he has achieved as a traveling salesman—of never being out but two days that he did not book orders for goods. He is also proud of the fact that he has been with one house thirty-nine consecutive years, beginning as clerk and gradually working up to buyer, with the duties of which are combined the management of the selling and packing forces, the marking of samples and the general direction of the selling department.

Mr. Logie is a man without a hobby, unless traveling, money-making and church-going come under that head. He has not been fishing for thirty years, when he says he got wet, got lost and got everything else but fish. He has never attended a horse race or a ball game; never told a lie; never spoken ill of his neighbors

or competitors. In all the years he was on the road he was never known to decry a competitor or run down his goods, and whether the customer gave him an order or not, he always carried the same smile and conducted himself as becoming a gentleman. The influence of the life of such a man as Mr. Logie can hardly be computed. Embarking on a business career, as he did, nearly forty years ago, when roughness of speech and uncouthness of manner were apparently at a premium, he formed habits of sobriety, fidelity and personal purity which have marked his entire career from the start. His life demonstrates that a man can be a salesman and yet rise above his condition; that he can be a traveling man and still maintain his dignity and serenity; that he can be a buyer for a large house and not resort to browbeating tactics and overbearing conduct, bringing into play the same courteous demeanor and gentlemanly attributes which have crowned him with success from the beginning.

Mistakes in Life.

One of the most unprofitable ways of spending time is the practice, to which many persons are addicted, of brooding over the mistakes one has made in life, and thinking what he might have been or achieved if he had not done, at certain times, just what he did do. Almost every unsuccessful man, in looking over his past career, is inclined to think that it would have been wholly different but for certain slips and blunders—certain hasty, ill considered acts into which he was betrayed almost unconsciously and without a suspicion of their consequences.

As he thinks of all the good things of this world—honor, position, power and influence—of which he has been deprived in some mysterious, inexplicable way, he has no patience with himself, and, as it is painful and humiliating to dwell long upon one's own follies, it is fortunate if he does not implicate others—friends and relatives—in his disappointments. Perhaps as education has never been free from mistakes—mistakes, indeed, of every kind—he imputes the blame to his early training, in which habits of thoroughness and accuracy, or, again, of self-reliance and independence of thought, may not have been implanted. Perhaps a calling was chosen for him by his parents, without regard to his peculiar talents or tastes and preferences; or, if he was allowed to choose for himself, it was when his judgment was immature and unfit for the responsibility. The result was that the square man got into the round hole, or the triangular man got into the square hole, or the round man squeezed himself into the triangular hole.

The Seedless Apple a Reality.

The seedless orange is a product of comparatively recent date and is decidedly popular. Now we are promised a seedless apple. It has, in fact, become a reality. A device has been discovered which, while almost miraculous in the light of existing knowledge, hardly creates a ripple in the thoughts of mankind.

It has only been in the last year or

two, however, that the scope of the principle in application to the seedless orange has been appreciated. A veteran nurseryman of Colorado heralds the fact that after years of patient experiment in grafting and budding he has secured a seedless apple. Modestly, Mr. Spencer has withheld information of his success until he has secured forty trees of this new variety. Expert pomologists have examined the new apple and declare it to be very handsome in appearance. Details of the methods by which this achievement was attained have not been divulged, but when it is remembered that the million-box crop of navel oranges came from a single shipment of six slips the start that has already been attained with forty productive trees presages an early appearance of the seedless apple in commerce.

The Department of Agriculture as well as many grape growers have been working for years on the problem of a seedless grape, and, while rumors of success have appeared, the sultana and Thompson seedless varieties have during the last year established their reputation among the viticulturists. The Japanese plum, without a stone, is also reported a reality, although the seeds have not been obviated. Cherries without stones are promised in the immediate future. Seedless tomatoes are alleged to have been perfected by an Indiana woman, being grown from the stock of the tomato, which is replanted when it is at its full height. Watermelons of the same freak nature are also rumored from Georgia, but not much credence is placed in this report, although if tomatoes have been perfected there is no essential reason why similar success should not be attained with the watermelon.

The Dangers in Dust.

Whether the bacilli that cause tuberculosis in the human being are the same as those which cause it in other warm blooded animals, and even fish, or whether they merely change their appearance with their environment, is a question for the bacteriological expert. That we may become infected from other animals has not the vital interest that the undoubted fact has that we can, and do, become infected by the germs that other men carry about, and that the home, the place where we take refuge from the ills of life, is precisely where this dread disease attacks us. Inside the four walls of our houses is where these deadly germs are implanted, are nurtured and bring forth their harvest. It is at home we must begin to defend ourselves. It is the part of wisdom to do away with dust catching draperies and carpets. Have the rugs shaken and beaten out of doors. If you must have carpets, sweep them with wet tea leaves sprinkled on them. Wipe the furniture with a moist cloth, not flirt the dust about with a bunch of feathers on a stick. Dust is dangerous. Remember that. Better to have some critic write "Sloven" in the dust upon the mantelpiece than cloud the air with it and poison your whole family.

There is no wisdom save in truth.



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 - MAY 4, 1904

A WONDROUS REVELATION.

To the average American citizen whose world's fair standard has been, very properly, the "White City" at Chicago, it is hard to realize the possibility of anything superior in that line of human effort. And yet, knowledge of a few natural facts may explain why it is that the Louisiana Purchase Exposition which was opened at St. Louis last Saturday is the acme of expositional effort. The natural equipment at St. Louis included hills and dales, babbling brooks and forest trees, great effects in rocks and exquisite bits of meadow. With such resources at hand it has been possible for the landscape architects, the sculptors, gardeners, hydraulic engineers, electrical engineers and decorators to create a tout ensemble that is richer in its picturesque values than any similar production since the world began. Developed according to a grand plan, set in the midst of a magnificent natural park, there are dozens of individual pictures that are strong, complete and beautiful in harmonious relation, each to the other; and yet, clearly complete as apart from the others. It is this individuality that gives to the Louisiana Purchase Exposition a variety in decorative results scarcely approached by any previous exposition; and it is this completeness that renders the establishment unique as a whole.

In the natural evolution of things mechanical, industrial, commercial and artistic, it goes without saying that in these characteristics the exposition must, necessarily, be superior to anything of the kind yet seen. A week before the date of opening, so far as could be judged by the transient, uninformed observer, all was chaos in the condition at the exposition grounds and the papers were filled with disappointing, discouraging reports as to the preparedness of things for the opening. But 5,000 men, working day and night and under leaders broadly experienced in the handling of such conditions, achieved wonders within seven days, so that, when President Roosevelt touched the golden key that set the wheels in motion last Saturday, the transformation was a veritable demonstration from the Arabian Nights. Scaffoldings had disappeared, the box and package congestions at the several departments had vanished, roadways and promenades were as though they

had served the multitudes for months, the exhibits—with very few exceptions—wore their holiday aspect and all details of the administrative feature were operating harmoniously and well.

The entire condition was a pronounced triumph for the energy, sure judgment and patriotism of the people of St. Louis and Missouri, as well as a most grateful surprise to the peoples of all the world. With such a record, such an auspicious beginning, it is rational to assume that the Louisiana Purchase Exposition will also win the greater and unique distinction of "winning out" in the matter of making receipts exceed the expenditures.

GENERAL TRADE REVIEW.

There are enough of transient demoralizing factors to prevent any steady advance in trading activity, but these are not strong enough to prevent a steady tone being given by the general strength of the industrial situation. The most severe adverse factor no doubt is the demoralization of spring trade by the late season. The coming of good weather has greatly improved the situation in the cities, but it is so favorable to farm operations in most localities that rural trade is very quiet.

Stock speculation is dominated by the usual influence of election year, when attention can not be given to different matters without diminishing results, and many minor matters such as the payment of the Panama loan, the unusual export of gold, etc. There is not enough to account for the adverse influence in these, for the effect on the money market is infinitesimal. What does it amount to that we are to pay \$40,000,000 or that \$12,000,000 of gold goes out on account of the war demands when the Treasury has the enormous balance of the precious metal of over \$706,000,000 in its vaults?

Manufacturing returns are less encouraging (particularly from the various branches of the textile industry. Cotton mills are curtailing production and the lack of demand at first hands has produced lower quotations in several lines. More attractive terms have not stimulated purchases, and it is evident that buyers are waiting not only for the influence of cheaper raw material but for evidence that their customers will take the goods when delivered. The percentage of idle machinery constantly increases at both cotton and woolen mills and the spring season has proved a disappointment. Footwear jobbers tell much the same story, asserting that, aside from the first week, April business was the smallest in many years.

Railway earnings show a small decline as compared with the same week a year ago, but it is to be remembered that the comparison is with the height of the boom. Iron and steel industries are active, especially along lines dependent on building and improvement trades, which tends to show that confidence is unabated as to what conditions will be after the distractions of politics, the World's Fair and similar temporary disturbing influences.

THE ST. LOUIS EXPOSITION.

Three highly-important events in the history of the New World have been commemorated by the great commercial and industrial expositions, or world's fairs.

These were the Discovery of America by the Spaniards in 1492, celebrated in its four hundredth anniversary at Chicago in 1892-3. The second in importance, but the first in point of commemoration was the centennial of the Declaration of American Independence in 1776, celebrated at Philadelphia in 1876. The third in rank was the one hundredth anniversary of the Purchase from France of the vast territory of Louisiana by the United States in 1803, and celebrated by a great industrial exposition at St. Louis, preparations for which were not finished in 1903, but were only sufficiently completed to enable the occasion to be formally inaugurated last Saturday.

The American Republic, which is one of the newest nations on the globe, having attained only the age of 128 years, is now one of the most powerful, and, in the way of population, is among the greatest, while in the matter of material wealth and resources it stands at the head. In the early part of the year 1803 the Republic of the United States occupied a territory which extended from the Atlantic Ocean westward to the Mississippi River, and from the great Northern Lakes southward to a little below the 31st parallel of north latitude. The United States did not touch the Gulf of Mexico, the country to the south which shut them off from the Gulf being owned and occupied by Spain. Nor did the American Republic have any control of the Mississippi River, for although it reached its eastern shore, the great continental artery passed out to the sea through French territory.

It is thus plain that the American nation, although it owned a large expanse of the northern half of the hemisphere, was most seriously envied by foreign nations. On the entire extent of its northern boundary was a British dominion. On the west the country belonged to France, and on the south was a Spanish province, embracing what is now the whole of Florida, parts of Alabama and Mississippi, and the portion of Louisiana from Pearl River to Bayou Manchac and the lakes.

The most urgent necessity was that the people of the United States should have a free outlet to the sea through the mouth of the Mississippi River, and it was first proposed to buy from France that portion of Louisiana known as the Isle of Orleans, including the city of New Orleans. The negotiations extended until they embraced the whole of the French territory west of the Mississippi River, covering a million square miles of area, and now occupied by the States of Minnesota, Iowa, Missouri, Arkansas, Louisiana, bordering on the great river, and the two Dakotas, the greatest part of Kansas, Indian Territory, Oklahoma, Montana, the greater part of Wyoming, Nebraska and a part of Colorado.

In 1819 the Spanish Province of

Florida was acquired from Spain; in 1845 Texas, by voluntary annexation on her part, came into the Union; in 1848 California, New Mexico, Nevada and the greater part of Arizona were ceded by Mexico, and in 1853, by a further treaty with that nation, some further additions to Arizona and New Mexico were made. The States of Washington, Oregon and Idaho, north of California and west of the Rocky Mountains were acquired, by right of exploration and settlement, soon after the Louisiana Purchase was made, and thus in a period from 1803 to 1853 the United States became possessed of all the territory from the Mississippi River to the Pacific Ocean, and from latitude 49 north, southward to the Gulf of Mexico, and to the northern boundary of Mexico.

No more contiguous territory in North America has been annexed since 1853, but the half century that has elapsed has been spent in the populating and industrial development of that vast region west of the Mississippi, containing, as it does, one-third the population of the Republic, and two-thirds of its area. Through this acquisition of territory the great Republic of the New World is enabled to command the Atlantic and Pacific Oceans, the Gulf of Mexico and the great Northern Lakes, upon all of which it abuts, with aggregate coast line of sixty thousand miles.

The rise of the great free Republic which occupies so vast a part of continent of North America was of no less importance to the whole world, to its commerce, its industries and its civilization, than was the discovery of this Western Hemisphere itself, and it is pleasing to know that all the nations of the earth except Russia have joined in a world's congress of amity to take part in the celebration which was opened in St. Louis with such imposing and appropriate ceremonies.

The Giant Clothing Co. having been placed on the unfair list by the local cohorts of anarchy and unrest, because it persists in handling Rochester-made clothing, the Tradesman calls upon all men who believe in fair play and common decency—who hold their heads up like men and glory in the attributes of American manhood—to see that any loss in trade which ensues as the result of the action of union conspirators is more than made good by the added patronage of those who appreciate the high grade goods manufactured at Rochester. Every Grand Rapids merchant who has been boycotted by the trades unions—not excepting George Morse—has thrived and grown rich under the interdict, and the Tradesman predicts that the profit account of A. May & Son will show a handsome gain during the time they are under the displeasure of the venal and unscrupulous elements of trades unionism.

Every merchant should consider that in employing a union man in any capacity he is furnishing sustenance to those who are enemies to the country, enemies to society, enemies to business and enemies to themselves and their own best interests.

BATTLESHIPS ON TRIAL.

The mere supposition without a scintilla of confirmatory proof that a submarine boat might have had something to do with the destruction of the Russian battleship Petropavlovsk has led to a good deal of wild talk in Congress as to the further usefulness of the battleship. Senator Hale a few days ago stated that had not the Naval appropriation bill already passed he would be in favor of not including an appropriation for a new battleship, and he now hoped that the President would use the discretion which the law allowed to delay for a year the signing of a contract for the construction of the ship, as the experience of the war now in progress in the Far East might prove that battleships were entirely useless luxuries.

Mr. Hale bases his idea on the development of the submarine and the disastrous effect upon battleships of torpedoes and mines. Evidently the learned Senator has based his conclusions on one-sided testimony. He forgets that the only ships injured by mines and torpedoes in the present war have been Russian ships, the Japanese having suffered no losses whatever. That the Russians have lost ships through mines and torpedoes is not in the least extraordinary. They have conclusively shown that they are not skillful navalmen. Had they kept a sharp lookout from the beginning the Japanese torpedo boats would never have been able to torpedo their ships, nor would a Japanese torpedo depot ship have been able to place contact mines right in the channel of the Port Arthur roadstead. So unskillful have the Russians been that they have actually lost several ships by running upon their own mines. Certainly nothing that has happened during the present war has proven the uselessness of great battleships, even though admitting that the value of the torpedo has been amply demonstrated.

The uses to which battleships are put make it impossible that torpedo boats and submarines should supersede them. A torpedo boat is only of value when it can creep upon an enemy in the night, and only then where there has been a lack of vigilance. Against shore batteries and against formidable floating batteries torpedo vessels are of no value whatever. A torpedo boat discovered before she has reached the distance within which a Whitehead torpedo is effective can be promptly riddled by quick-firing guns. Even when a torpedo boat succeeds in reaching within proper distance of a battleship the chances of hitting the mark are very small if the battleship is in motion.

As far as submarine boats are concerned it never was intended to use them except for coast defense. They are not capable of traveling at sea any distance, and even if they were, the chance of attacking a battleship in motion would be infinitesimal as the battleship moves much faster than the best submarine. The radius of action of a submarine when beneath the surface is very small. It is true that an instrument enables the submarine officer to note in some measure what is going on on the surface,

but the scope of the instrument is very limited, and it is utterly valueless in even a moderate sea.

The true value of the submarine is to be sought in attacks upon vessels anchored in a roadstead or vessels blockading a port and moving about slowly and over well-defined tracks. A submarine could probably approach such vessels with a fair chance of escaping detection, and might occasionally succeed in launching a torpedo that would prove effective, although in such case the chances are that the submarine would be destroyed as well as her victim.

While admitting that there are great possibilities ahead of the submarine, nothing has transpired that would tend to show that the battleships will be superseded. The danger from submarines is not much greater than from torpedo boats operating in a regular way, whereas the tasks assigned to the battleship could not be performed by any other class of vessel. It is true that something should be done to improve the stability of the great ironclads. Lack of sufficient stability is, however, a defect that can be cured without the necessity of consigning all existing battleships to the junk heap.

It would be exceedingly unwise to base unalterable opinions upon the results achieved to date in the present war, as the Russians have not shown that they are able to cope with the Japanese at sea in any respect. It is certainly singular that the Japanese have been able to escape all mines and torpedoes, although operating freely among them, whereas Russia has inevitably run foul of them on every occasion. The war proves not the uselessness of the battleships and the paramount value of the torpedo so much as the utter inferiority at sea of the Russians compared with the Japanese.

That tuberculosis is a dangerous disease is evident from the fact that many of the doctors at Bellevue Hospital, New York City, have become infected by contact with the patients under treatment there. Several of them are in a precarious condition. Something is due to the overcrowding of the hospitals during the winter and to the character of the building, which is old and poorly adapted to modern requirements.

Hundreds of boys from the Denver Juvenile Court will be sent into the sugar beet fields near Longmont, Colo., to work this summer. The boys will be sent out in parties of twenty-five each, in charge of a probation officer, and will be equipped with tents and camping outfits. They can earn from \$1.20 to \$2 a day each.

When Queen Alexandria heard how the moles were destroying the crops in Wales she ordered a moleskin muff. This set the pace for other women, with the result that the demand for moleskin muffs is rapidly exterminating the pests.

There are many local labor organizations in China, but they are more like mutual life, sickness, and accident insurance companies than trade unions. There are few unions devoted to regulating hours and wages.

GREAT BRITAIN IN EGYPT.

Not the least of the satisfactory features of the recently-concluded treaty between Great Britain and France is the agreement as to Egypt. For the past twenty-five years Egypt has been the main source of friction between the two countries, and on several occasions the dissatisfaction of the French with the practical British control of the land of the Pharaohs has almost led to a rupture.

The Fashoda incident is still fresh in everybody's memory since it happened—little more than five years ago—subsequent to the successful termination of Lord Kitchener's campaign in the Soudan. Acting under the instructions of his Government, Major Marchand appeared at Fashoda, in the Southern Soudan, and claimed that portion of Africa for France. If the claim had been admitted it would have cut off the British Soudan and Egypt from communication with the British possession in South Africa, making impossible the dream of Cecil Rhodes of a Cape to Cairo railway through British territory. For a time the presence of the French expeditionary force in the Soudan threatened war between England and France, and it was only by the prudent decision of France to withdraw Major Marchand and accept a rearrangement of her sphere of action in Africa, which did not cut off Great Britain from the South, that hostilities were averted.

This Fashoda affair only served to accentuate the danger of the Egyptian question and the feeling that existed because of it in both England and France. It was mainly on account of irritation over Egypt that French sympathies in the Boer war were so ostentatiously in favor of the fighting burghers. It is safe to say that had the Fashoda incident happened while England was preoccupied in South Africa, the final termination would have been very different.

That France has come to feel satisfied with the permanent control of Egypt by Great Britain represents a radical change in the relations between the two countries. The recent treaty gives England a free hand in the control of the Egyptian finances, which she has not heretofore exerted, notwithstanding her absolute political control. Of course, the interests of the foreign bondholders had to be guaranteed, but that was a matter which involved no sacrifices, whereas the removal of the French financial obstruction is a most important matter.

If the Balfour Ministry accomplished nothing other than the settlement of the Egyptian question it would have conferred an inestimable boon on the British Empire. The possession of Egypt with the vast Soudanese provinces attached to it, promising eventually to afford an unbroken line of communication through the entire length of the dark continent and rapid transit overland from the shores of the Mediterranean at Alexandria to the Cape of Good Hope, is a consummation infinitely greater, made necessary by the conquest of the Boer republics.

In withdrawing her objection to British rule in Egypt, France has recognized the magnificent results which that rule has accomplished. In the brief quarter of a century since the Arabi Pasha rebellion Egypt has become prosperous. Her people have been elevated from the position of the most abject poverty and servitude to prosperity and contentment. The productive area has been greatly extended, and the revenues have been increased, with lighter burdens of taxation, so that not only have all proper expenditures been met, but enough has been left over to prosecute invaluable public works and pay the cost of the reconquest of the Soudan. The construction of the dams across the Nile, which cost 3,500,000 Egyptian pounds, has conferred a greater and more lasting benefit on Egypt than the 100,000,000 Egyptian pounds spent by Ismail Pasha in the projects inaugurated during his reign. It is therefore a great thing for Egypt, as well as conducive to the lasting peace of the world, that France has recognized the British occupation of that country.

The origin of a "red letter day" has been traced back to the third century. Gregory, bishop of Caesarea, zealous for the conversion of pagans, found them unwilling to give up their customary recreations at the festivals of their gods, so, taking a leaf out of their book, he instituted festivals in honor of saints and martyrs. This example soon led to the institution of holy days, now corrupted into holidays. In old almanacs all such holy days were set forth in red ink, the rest being in black; hence the term "red letter day" for any notable occasion.

Americans abroad are not always representative Americans. Unfortunately, however, foreigners frequently judge the nation by the conduct of individuals who make themselves obnoxious. The London Mail, for instance, relates this incident: "King Edward recently left some cherry stones on his plate at a public function. The moment he left the table a crowd of American ladies scrambled for them, with the object, it is said, of handing them down to their descendants as family heirlooms."

The rise of the Easter lily is one of the most sensational features of greenhouse floriculture in America during the last quarter of a century. American florists raise about 5,000,000 Easter lilies a year. Assuming that only half of these plants are sold; that each bears only two flowers—a good plant should have six or eight—and that the public pays 5c cents a bud, it would seem that the American people spend at least \$2,500,000 for Easter lilies every year.

The Chamber of Commerce at Denver, Colo., is considering a proposition to bore one and an eighth miles into the earth at a point fourteen miles east of the city, in search of natural gas, oil and coal. The cost is estimated at \$30,000, but the plan is considered feasible by experts who have investigated the geological formations.

"Unpersuaded Though One Rose From the Dead."

Written for the Tradesman.

"What's the matter with him?"

"Punk."

"Then we've 'punked' him! I know the boy and I know his forbears and I know the good blood that's in him on both sides never was intended to be punk. Just turned twenty-two, hasn't he? He came in right from the high school, a graduate at seventeen. 'Punk!' Well, I don't know about that. Is he all punk? Run him over and let's hear exactly what he is, so to decide the more easily what's to be done—something's going to be done, I can tell you that. Dick Vanstone is not to come in here the best of the best and become punk in five years and then be burned into the alley while I'm alive. What's the matter with him, anyway?"

"Same old story with same old result. 'Youth of great promise. Last of noble family.' He's run out, I guess that's all there is to it. What's the legend? 'First generation works up from penury to opulence. Second flourishes on the top round the summum bonum of his day and generation. Third sees and shows signs of decay and a gradual fraying out of the trousers. Fourth, punk and back alley.' Dick's ready for the alley. He's punk all right and the quicker he's lighted and burned the better. We don't want him any longer."

"You don't answer my question. What's the particular matter with him? Punk isn't always rot, although everybody seems to think it is. Now, then, what's the matter with Dick Vanstone?"

"You know the vices. It begins with the cigarette and works its way up to punk."

"Go on. First, nicotine; second, alcohol; third, billiards; fourth, poker; fifth, wantonness. Has that hit him? Has it?"

"No, I can't say it has."

"Does he lie? Does he borrow and forget to pay?"

"I don't think so."

"Is he honest?"

"Yes."

"Is he a grafter?"

"Well, n-o, not exactly; but there are times when it does seem as if it were a choice between that and having his leg broken there would be no broken leg on him."

"Is he lazy?"

"Oh, my gracious, no! There isn't a lazy bone in him, mentally or physically. The fact is, he has been—and is—running down hill. It looks as if he were mighty near the bottom and going so swiftly he can't stop. If the breaks should be put on there isn't a power on earth to keep him from hitting the punk pile. There isn't any use in worrying over it. The fellows all like him and have done their best with him, but nothing seems to restrain him. It's another case of the man in torment. 'He would not be persuaded though one rose from the dead.' That's all there is to it. He's punk, and we'd better prevent infection by burning."

Mr. Ward took off his eye-glasses and tapped his chin with them as he looked out of the window. Then,

after a brief period of thoughtfulness, he put them on with considerable vigor, turned his chair until he faced the man at the other desk and said, "There isn't going to be any punk-burning in our back alley because we haven't any punk to burn. Richard Ward Vanstone isn't punk. That's all."

Then Joseph Ward went on with the examination of some papers which the above conversation had interrupted with lips pressed tightly together and a look on his face which it always wore when that particular man had particular work to be done.

When the papers were finished he looked out of the window a while, then he broke off the brimstone end of a match and chewing the rest of it went out upon the street. "So far as I can see," he thought, "the boy is in that mental condition the body is when it is badly in need of a bath. He's honest and he isn't lazy and he's morally decent. He won't lie and he will play cards. Call an honest, work-loving, truthful boy 'punk' and burn him? Not any. There's something under and behind all this and I don't know but I'm a good deal to blame for it. Anyhow, to say of a boy twenty-two years old because he's up-to-date in the common sins of the day and gambles a little—he isn't old enough to be confirmed in anything—that he wouldn't be persuaded though one rose from the dead is a bit of tommy rot that I don't have any confidence in. A twenty-two-year-old poker player isn't such a tremendously bad lot to encounter. I'm going to tackle it, anyway; and here's dimes to dollars that right there I'm going to hit the whole thing. Five years and still on the lower rounds of the ladder. I don't believe that's what I told Jim Vanstone I'd do when he said he'd named his boy after me. He's been dead a dozen years or more and the boy's been with us five, and I have given him—well, I haven't even noticed him since the morning I gave him his chance here at three dollars a week. 'Unpersuaded though one rose from the dead.' That may be all right enough; but how would it be about persuading him if one rose from the living? There's about the place for me to come in and here goes for the persuading."

He went at once to his office and called in his general manager.

"Mr. Rounds, my attention has been recently called to young Vanstone. Is he filling his place full?"

"Yes, sir."

"Is he a clock-watcher?"

"No, sir."

"Any fault to find with him as a clerk?"

"No, sir."

"What are his wages?"

"Fifteen dollars a week."

"Any signs of an opening ahead that he can fill?"

"Ridgeway leaves within a fortnight and Vanstone, if he would brace up, could step into the place and more than fill it. There is considerable ability in Vanstone and with half a chance he'd let it come out. I've been having my eye on him for a good while. He's ambitious, and

proud as Lucifer, a fellow that has his head up in the air and wants to keep it there; but his salary isn't large enough to help him and I'm inclined to believe that he's trying to rush the poker deck for all it's worth. Too bad. He's a good fellow at heart and I guess he's a little discouraged. I'd like to try him higher up and, if you say so, I'll shape things that way."

"It's my idea exactly. Send the young man in here now.—'Though one rose from the living.' I like that," Joseph Ward went on after his manager had left him, "and if a friend of the five brothers the parable tells about had taken it upon himself to do the work the dead rich man wanted to live again to do there would have been no need of any coming back. Here he comes."

"Ah! Dick. How are you. Take this chair here. I want to talk a little with you. I'm told you are playing poker too much. Are you?"

There was a suddenly red face instantly followed by a suddenly white one.

"Yes, sir." The head was up and the earnest, handsome eyes looked straight and level into the eyes of his questioner.

"Why do you do it?"

"I'll tell you. Our affairs at home are not prosperous. Mother has always been used to a certain way of living and she can't change and I don't want her to change. I find, though, that I can't keep things where they were with what money I get and I'm lucky at cards and so far I have been able to make up in that

way what my wages lack. That's all there is to it, Mr. Ward."

"Would you stop gambling if you had a larger salary?"

"Instantly."

"And stay stopped?"

"And stay stopped."

"Will you sign a statement to that effect?"

"Now and here."

Joseph Ward turned to his desk and wrote a few lines. "There. Read that and sign it, if you are in earnest."

This was the statement:

"I promise Joseph Ward this day, May 16, 1898, to play no more cards for money if my salary is made a living one."

Dick Vanstone read the paper attentively, looked at Joseph Ward earnestly for a moment and then signed the paper without a question, although his face swarmed with questions. Pleased with the implied confidence the employer said after looking at the signature, "Dick, it will be twenty-five dollars a week beginning with last Monday."

"And, Mr. Ward, I've played my last game of poker."

There was a young beaming face that soon after left the office, leaving another just as beaming behind it. Then after the door closed the man said, as if he was sure of a sympathizing listener, "It's the work of the living and always has been. No wonder Abraham said, 'Neither will they be persuaded though one rose from the dead.'"

Be that as it may, Dick Vanstone stopped gambling and when his

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 smooth, covers more surface, brightens and preserves colors, is used on wood, iron, tin, brick, stone or tile, and never cracks, peels, blisters or chinks; 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 Southern; C. & E. I. R. Co.; Kenwood Club, Chicago; Cincinnati Southern; C. & E. I. R. Co.; Henry & Rio Grande R. R.; Wellington Hotel, Chicago.

WORDEN GROCER COMPANY

DISTRIBUTORS

GRAND RAPIDS, MICH.

partner praised extravagantly some fine stroke of business that Dick had been guilty of. Joseph Ward said with considerable earnestness, "Aren't you glad, Elby, that we didn't burn him for punk?"

Richard Malcolm Strong.

Suggestions Which Originated With Retail Clerks.

The following extracts were forwarded to the Dry Goods Economist by an Illinois merchant, who offers a prize of \$1 for the best suggestion submitted by his clerks each week:

Clerks in giving samples should be very careful as to the way they cut them, so as not to waste goods.

I suggest that we all be more genial toward one another and not be afraid of helping one another in putting away goods before closing time.

Would it not be a good plan for each of us to learn just how to bias velvets, silks or any materials that must be cut in that way, as great loss results from doing it in any way but the correct one?

I would suggest that we pay more attention to the way we place goods before a customer. If we practice showing or draping goods so as to attract the eye it often influences the customer and has a good deal to do with making the sale.

I suggest that we pay more attention to pattern customers, not sending them into the back part of the store to wait upon themselves. Customers like to be shown attention in small things, as well as large.

I suggest that every clerk be more careful about keeping the price upon

every article in his or her department, so that when we get busy we will not have to stop and hunt up the stock-keeper to find out the price.

I suggest that after any one of us clerks fails to sell a customer, or fails to find what pleases her, we should turn her over to another clerk, who may be able to suggest something that will fill the bill and result in a sale.

I suggest that we be more careful in our measurements; for instance, in measuring materials such as wide laces (or even narrow) do not begin measuring them when they are badly twisted, as they are bound to over-measure when in that condition.

I think it would be a good thing if clerks would be more careful about remnants. Very often we can, by having a special price made, avoid leaving a yard or a yard and a half, which has to be sold at a total loss.

I suggest that when new wool dress goods come in the name of the material be put on one side of the ticket, so that the clerk will not have to ask another the name, as the customer loses confidence in the clerk who can not give the name of a material when asked.

I suggest that we be less jealous of each other's success in gaining customers. Some of us are apt to feel sore when a customer comes in and buys of another clerk the piece of goods we have shown her. Our first object should be the good of the house, and if we can not make the sale we should call some one who may be able to influence the prospective buyer.

I suggest that each and every one of us be more careful about talking over store matters at home, or to our friends, for in so doing we are apt to make some little remark which may reach our customer's ears; for instance, a clerk may say "So-and-So" is hard to wait on. This remark may come to the customer's ears and not only result in the loss of her trade, but she may influence others to give the store the go-by.

I suggest that each clerk make it a rule to put in stock every morning a full line of different articles in his or her department, so that it won't be necessary to get goods out of reserve stock during the day; also that we try as nearly as possible to keep things in their proper places; for instance, the sample books of the white goods, if shown at the dress goods counter and not taken away, may be entirely covered up, with the result that the next one who has a call for them may be unable to find the books.

I suggest that we all use more care and persistency in showing notions and small articles of any kind. Too frequently, if the customer is a little hard to please and the proposed purchase a small one, we feel it is not worth while to put forth any special effort to effect it. But let us remember that although the amount of the sale is small the percentage of profit on these notions is much greater, according to the investment, than the profit on many of the larger sales, and therefore we should be as careful and persistent in making a 5-cent sale as we should be if it were a dress goods pattern. Furthermore,

failure to please a customer in notions and other small articles often creates a strong prejudice against a store.

Suggestions such as the above turned in by the store force can be typewritten and distributed or they can be read and discussed at a meeting. The latter is the preferable mode, as a weekly reunion of the management and employees helps to stimulate interest and conduces to the doing of one's best for the common cause.

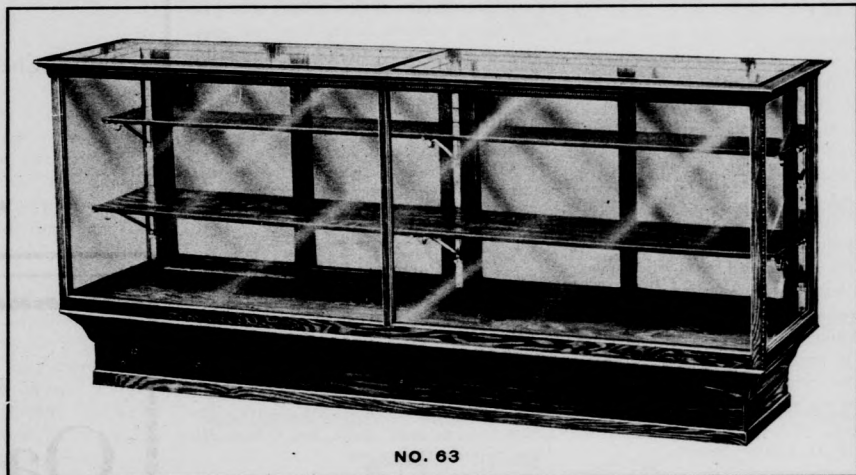
The importation of flour into Japan was much greater in 1903 than in the preceding years, and, although this increase has been ascribed to war preparations, there is reason to expect a continued expansion of the market for this commodity in this country. In 1901 the importation of flour amounted to 81,000,000 pounds; in 1902 it was a little more, but in 1903 it increased to over 269,000,000 pounds, or more than three times as much as in 1901. Wheat flour has largely displaced rice flour in the preparation of many Japanese sweets and cakes, and a great deal of the former is now used for this purpose and for paste for the manufacture of fans, screens, etc. Among the Japanese wheat flour is not yet generally used for making bread, but a few are beginning to vary their diet by its introduction.

A brand new idea for the collection of accounts. Write for particulars. The Crescent Printing Co., St. Johns, Mich.

Our Catalogue Is Worth Writing For



It is Chock Full of Information About Our Show Cases



And Our Show Cases Are Worth Reading About

A Competitor's Opinion: We give below an extract from a letter from one of the leading show case manufacturers of the United States who had received our catalogue.

"We wish to compliment you on the neat appearance of your Catalogue, and think that it is the finest thing that we have run across in a long time."

It is The Catalogue You Ought to Have Before You Buy Show Cases

GRAND RAPIDS FIXTURES CO. Corner Bartlett and South Ionia Streets
GRAND RAPIDS, MICH.

New York Office, 724 Broadway

Boston Office, 125 Summer Street



Observations of a Gotham Egg Man.

We approach the end of the April storage season with no let up in the speculative support which has sustained egg values throughout the month at figures beyond all precedent. As was previously anticipated many of the dealers who held off early in the month have not maintained the courage of their earlier convictions, and, seeing the favorite storage month slipping by with hardening instead of weakening prices, they have, one by one, caught the fever and "taken just a few" because they "had to have them." And so the month of April is winding up with extreme prices for storage packings, and nobody seems to have had time yet to figure out what it all means.

Accounts of storage holdings at the end of this period (April 23) are incomplete, but as nearly as I can estimate the matter from the information and reports at hand it may be said that against an increase at Chicago, compared with same date last year, of about 50,000 cases we must offset a decrease at New York, Boston and Philadelphia combined of about 200,000 cases; but it is altogether probable that other Western points, besides Chicago, have a material increase.

In considering these comparisons of receipts and storage accumulations with those of last year it must be remembered that last year's April receipts and accumulations were phenomenal; that for the four markets above mentioned the receipts in April, 1903, were about 279,000 cases greater than in April, 1902, and that the April storage accumulations were unprecedentedly large.

We may also remind ourselves that even with the much smaller receipts so far this April than last, they will undoubtedly run considerably ahead of April, 1902, and that the storage operations begun at that time on an average seaboard cost of less than 17c, when the Eastern storage was little, if any, more than now, left us with the height of storage accumulations in the fall and a heavy overstock to carry into the following year to be sold at heavy losses.

It seems altogether probable that, just as last year the May and June storage fell off materially compared with the previous year, and just as the Western storage increased during these months, so we shall see a marked reversal of these conditions this year—a relative decrease in the Western storage (in May and June) and a big increase at Eastern points.

Unless the production of eggs proves considerably less than last year, which is altogether improbable, it may be safely calculated that the total amount stored by July 1 will exceed that of last year by reason of the higher prices being paid and the consequent reduction in consumptive demand.

There is no question whatever that

the output of eggs in consumptive channels in this city has been less in April this year than last; the statistics show it and the reports of distributors confirm it. This unfortunate effect of the high prices will doubtless increase as the season advances and warm weather dulls the natural appetite for eggs.

Last year exceptional weather conditions gave us a great scarcity of fresh vegetables and summer fruits and berries, with consequent high prices; this incentive to egg consumption can not be expected to recur this season, which is an additional reason to expect a change in late spring and summer conditions in the egg market.

In conversation with a prominent egg man of this city a few days ago he expressed a policy of action which coincides so closely with sound reasoning that I shall attempt to set down what he said:

I asked whether he was storing eggs at the prices ruling and how he regarded the situation? He replied that this house had put away a few eggs because there were times in the early fall when he felt that he could work off a moderate quantity in his own trade, but that he should not think of storing eggs at present prices as a speculation, with a dependence upon open market for an outlet. "If the present prices hold through the season," he said, "I feel certain that consumption will be so greatly curtailed, especially during the summer season, as to make it impossible to unload during the fall and early winter the quantity that will be accumulated; and if they do not hold, then as soon as the price falls the surplus will go in upon terms which will give the later storers control of the early fall markets and make it impossible for the early packings to come out until so late that the chance of a profitable clearance will be very slim."

All of which is respectfully submitted as reasonably good sense.—N. Y. Produce Review.

The Parting of the Ways.

Why won't women gear themselves together a little more carefully?

Now that shirt waist time is here, the old ten years' war between waist and skirt has broken out afresh. The waist line may well be called the parting of the ways.

No matter how swell a woman's garments may be, she is undone when they are. There are hundreds of not-a-hook, not-a-button, not-a-pin devices on the market for keeping plackets closed and waist and skirt together, but nothing yet invented does the work like a good, strong, old-fashioned hook and eye. The proper plan for her who would be firmly reefed together is to sew two strong eyes on every skirt band in the back; step number two—sew two strong hooks on a very narrow and stout webbing with a buckle on one end.

Sew this firmly on the outside of the shirt waist, fit the hooks to the eyes, and there you are, firm and taut and neat.

Butter

Send me more barrels of ordinary fresh butter; I am not getting enough. It is going to be cheap this summer. Our country is producing more than we can consume and no export outlet.

E. F. Dudley
Owosso, Mich.

We Want 20,000 Cases Fresh Eggs This Week

Phone or wire at our expense.

Get our price before selling.

We have the money and nerve to pay extreme prices.

Grand Rapids Cold Storage Co., Grand Rapids

Cold and ordinary storage for

Butter, Cheese, Eggs, Poultry, Dried and Green Fruits, Etc.

Ship everything to us.

We will sell it for you.

We Buy and Sell All Kinds of Produce

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

COTTAGE CHEESE.**Ways of Making It at the Geneva Experiment Station.**

The Geneva, N. Y., Experiment Station has taken up the plain common cottage cheese and turned the scientific searchlight on this simple food. The interesting fact is developed that cottage cheese is more digestible than new cheddar cheese, and if a satisfactory commercial marketable product can be made without the too common use of alkalies, there should be a boom in the trade. Meanwhile we reprint the methods used according to the bulletin, as follows:

Material to Use. Skim milk should be used. While whole milk can be used, so much fat is lost that there is serious waste of this valuable constituent.

Preparation of Starter. In manufacturing cottage cheese on a large scale, saving of time is usually effected by using a starter to hasten the souring of the milk. The character of the starter used is of much importance. Ferments other than acid forming may be present in a starter and cause the formation of a slimy curd from which the whey can not be separated. It is essential, therefore, when one uses a starter, to give some attention to its preparation. The following is suggested as a method that will give good results, if properly carried out: Separator skim milk, prepared from clean, fresh milk, is put into a carefully cleaned receptacle, well covered and brought to a temperature of 90 deg. Fahrenheit (32 deg. C.), after which it is placed where it will remain at a temperature of 65 to 70 deg. Fahrenheit (18 to 21 deg. C.). In 20 to 24 hours the skim milk will be found properly ripened. In using this prepared starter the upper portion to the depth of 1 to 2 inches is removed and thrown away; the rest is strained through a fine strained or hair sieve into the milk and thoroughly mixed. Some of this prepared starter may be used in preparing a starter for the day following, putting a little into some skim milk that has been heated to 180 deg. Fahrenheit (82 deg. C.) for 30 minutes and then cooled to 70 deg. Fahrenheit (21 deg. C.) and allowed to stand 24 hours. The starter may thus be propagated from day to day. As soon as any unfavorable effect is noticed in curdling, a new starter should be prepared.

There are on the market several different preparations for souring or ripening milk and cream, consisting of special cultures. Full directions for methods of use always accompany these special starters and we do not need to consider them here.

Manufacture of Cottage Cheese by Ordinary Souring of Milk. The milk is kept at a temperature of 70 to 75 deg. Fahrenheit (21 to 24 deg. C.) until it is well curdled, which will usually require 24 to 48 hours. The curdled mass is then broken up by hand or cut by a curd knife and is heated gradually to 90 deg. Fahrenheit (32 deg. C.) and is kept at this temperature until the whey appears clear. When the heat is so applied as to require 30 or 40 minutes to reach 90 deg. Fahrenheit (32 deg. C.),

then the whey will separate clear in 15 or 20 minutes under normal conditions. The whey is then run from the curd and the curd is put into muslin bags or placed on racks and allowed to drain until whey ceases to come from the curd. The curd is then salted at the rate of about 1 lb. of salt for 100 lbs. of curd or to taste, shaped into balls and finally wrapped in oiled paper that may be obtained from any dairy supply house. For the finest quality of cheese the curd should be mixed with thick cream, preferably ripened cream, at the rate of 1 ounce of cream for 1 lb. of cheese, before being made into balls.

Manufacture of Cottage Cheese When a Starter is Used. The starter, prepared as described above or by some equally good methods, is added to the milk at the rate of 2 to 3 lbs. to 100 lbs. of milk and thoroughly mixed through the mass of milk. The rest of the operation is completed as described above.

Manufacture of Cottage Cheese When Rennet is Used Together With Starter. The starter is added to the milk as described above and about eight hours later rennet extract is added at the rate of about 1 ounce for 1,000 lbs. of milk. The rest of the operation is completed as described above.

Manufacture of Cottage Cheese by Direct Addition of Hydrochloric Acid. The milk should be at a temperature between 70 and 80 deg. Fahrenheit (21 and 27 deg. C.). Measure out hydrochloric acid, of specific gravity 1.20, at the rate of 10 ounces for 100 lbs. of milk, dilute this with 10 times its bulk of water and add to the milk gradually, stirring the milk constantly while the acid is being added. The stirring is continued until the curd separates fully, leaving a clear whey entirely free from milkiness. As soon as this is accomplished, the whey is run from the curd and the rest of the operation completed as described above. Some care should be exercised in regard to the quality of the hydrochloric acid used. The kind usually kept at drug stores is not pure enough. The right kind of hydrochloric acid can be obtained from the Baker & Adamson Chemical Company, Easton, Pa., by ordering "hydrochloric acid, c. p., sp. gr. 1.20," and the cost in 5-pine bottles is 7½¢ net a lb., or in carboys at 7¢ net a lb.

The qualities that determine in the greatest degree the value of cottage cheese as an article of commerce are flavor and texture. The flavor should be that of mildly soured milk or well-ripened cream. There should be an entire absence of all objectionable flavors, such as bitter taste, flavor of stable, etc. If the cheese tastes too sour, it is probably due to the retention of too much whey. The use of a good starter will usually insure the right kind of flavor. The texture of cottage cheese, as we have already pointed out, is largely dependent on the amount of moisture retained in the cheese, and this in turn is dependent largely upon the temperature at which the curdled mass of milk is heated and the length of time the heat is applied. Heating the coagu-

Fresh Eggs Wanted

Will pay highest price F. O. B. your station. 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.

R. HIRT, JR.

WHOLESALE AND COMMISSION

Butter, Eggs, Fruits and Produce

34 AND 36 MARKET STREET, DETROIT, MICH.

If you ship goods to Detroit keep us in mind, as we are reliable and pay the highest market price.

Storage Eggs Wanted

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

William Andre, Grand Ledge, Michigan

Fresh Eggs Wanted

Will pay 16c 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.

Bell Phone, Main 1885.

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.

E G G S

**Got to Have 500 Cases
More Per Day**

**Our new proposition to Egg Shippers takes like hot
cakes—won't you join us?**

Money in it

Wire at our expense for stencil.

Harrison Bros. Co.

9 So. Market St., BOSTON

Reference—Michigan Tradesman.

later mass above 100 deg. Fahrenheit (38 deg. C.) for a very short time will make the cheese too dry and the texture crumbly. Heating below 90 deg. Fahrenheit (32 deg. C.) for too short a time will make it impossible for the whey to drain from the curd satisfactorily, and the cheese will be soft and mushy. For the soft, smooth texture that is to be desired a moisture content of 70 to 75 per cent. is required. When the percentage of moisture drops much below 70, the cheese is harsh, dry and saw-dust like. The addition of cream to such cheese may improve it, but can not entirely overcome the effect of expelling too much moisture from the curd.

Incident in the Life of the Sausage King.

In Sanders' sausage establishment all was activity and restless motion. The tempting, appetizing odor of sausages filled the air. Huge piles of sausage casings covered the tables and littered the floors. There seemed to be enough casings here to turn out sausages to supplement all the cold mutton that ever saddened the heart of man. Large pots and vats of ground meat stood ready for the stuffing machine. Underneath the machinery rattled. Up above the gas jets flickered. In this industrial song the prelude was sausages, the subject matter was sausages, the accompaniment was spices, and the different variations were numerous, ingenious and quaint.

In his private office sat James Sanders himself—Sanders, the Sausage King. He was a de luxe edition of a man. His cheeks were fat and rosy. His head was smooth and shiny. For thirty odd years he had sold his sausages to a grateful trade. For thirty odd years he had spread his "franks" over a constantly increasing area. He had been successively known as a sausage peddler, a sausage seller, a sausage merchant, a sausage prince, until now he finally stood before his admiring fellow men as the absolute Sausage King.

His scepter was a casing! His orb was a garlic. His crown was a large smoked frankfurter!

His sovereignty was supreme.

But suddenly a bolt disrupted from the smiling blue. Sanders' head salesman ran into his chief's office with a countenance full of news.

"Jim Johnson, the Main street sausage man, is going around trying to get stock subscriptions for a \$100,000 sausage company," he breathlessly announced.

"What's he doing that for?" asked Sanders, irritably.

"To knock us out," replied the salesman.

"Has he got any subscribers yet?" asked Sanders.

"He's only just started."

"And what argument does he use to interest investors?" asked Sanders. He seemed to be thirsting for information with all the intensity of a woman who hasn't had a drop of news for a week.

"He says that we are making money hand over fist and that there's lots of room for two," responded the salesman.

Sanders imperially blew out his rosy cheeks. Sanders majestically rubbed his knowing old head. He graciously dismissed the salesman from his presence and walked to the window. Sanders looked out reflectively, thoughtfully, with the appearance of a man of infinite wisdom. Occasionally he raised himself on his toes and swayed as he came down again on his heels. Finally he walked quietly over to his desk and brought his fist down with a resolute bang.

"By gum, I'll give Jim Johnson such a lesson he'll never forget it," roared Sanders, the Sausage King, with sudden and startling intensity.

Bates, Sanders' foreman, walked into the private office with the air of a man who had an overpowering load on his mind. His manner was taciturn. His expression was saturnine.

"Bates," remarked Sanders, "Jim Johnson is trying to organize a company to compete against us."

"So I've heard," responded the unimpressible Bates.

"Now, if there should be a hard fight in the sausage business it would discourage competition, wouldn't it?" pursued Sanders.

Bates nodded gloomily.

"And especially if one of the fighting companies went to smash," insisted Sanders.

Bates nodded more gloomily than before.

"And so," continued Sanders—"and so, Bates—and so"—he seemed to be unwilling to give up the secret that trembled on his lips—"and so I've decided to start up competition against myself!" He paused dramatically and lighted a gold banded cigar with scrupulous care. In the dim light of the waning day his bald head took on a strangely portentous and phosphorescent glow.

"Bates," he continued, "you must pretend to have a falling out with me here. Then you will go and start up a place on your own hook. I will privately furnish the funds, but to the outside world we are to appear as the bitterest enemies. You will make cheap sausages and at first you will get more or less trade and make a profit, but as soon as the profits stop I will begin pushing you in the market and you will go to smash and say you lost a lot of money."

"Sure enough," replied Bates. He began to sit up and show interest in the thing.

"And then," concluded Sanders, with the proud air of a man who unexpectedly introduces a friend to his wife—"and then investors will fight shy of backing another company and Jim Johnson can go hang."

"Good enough," responded Bates.

"Then that's all right," remarked Sanders. "Now, if you'll just go back into the factory I'll come out and discharge you. We'll have a few words to make it seem real and you can come to my house to-night and we'll go into details."

So Bates returned to the factory, with a curious little smile on his strongly intelligent face. In a few minutes he was followed by Sanders.

"Bates," cried Sanders, "is that salami ready yet?"

"No, it's not!" replied Bates truculently. The fat sausage makers

pricked up their ears at Bates' tone.

"Why not?" demanded Sanders with heat. "Why not?"

"None of your business, you leather headed old donkey," retorted Bates with admirable spirit, "you old pie face, you water drinker, you image of pain, you!"

Sanders frowned heavily. He had not counted on anything quite so realistic as this.

"What do you mean by such language?" he asked indignantly.

"Don't you ask me what I mean!" howled back Bates. He drew a full breath and then artistically shook his fist under Sanders' astonished nose. The fat sausage makers looked at each other with the most perfect enjoyment.

"Aw!" gasped Sanders incoherently.

Buyers and Shippers of

POTATOES

in carlots. Write or telephone us.

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

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

ELLIOT O. GROSVENOR

Late State Food Commissioner

Advisory Counsel to manufacturers and jobbers whose interests are affected by the Food Laws of any state. Correspondence invited.

1232 Majestic Building, Detroit, Mich.

EGG CASES FOR SALE CHEAP

We have on hand and offer for sale cheap while they last several hundred new 30 dozen size No. 2 cases. They are bulky and we need the room. Write or call us up by Citizens phone 62.

CUMMER MANUFACTURING CO., Cadillac, Michigan
Manufacturers of the Humpty-Dumpty Folding Egg Carriers

For Hay and Straw

Write, wire or telephone

Smith Young & Co.

Lansing, Mich.

All grades at the right price. We will be pleased to supply you.

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

SEEDS

We handle full line Farm, Garden and Flower Seeds. Ask for wholesale price list for dealers only. Regular quotations, issued weekly or oftener, mailed for the asking.

ALFRED J. BROWN SEED CO.

GRAND RAPIDS, MICH.

FLOUR

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

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

ly. "Bates, you get out of my sight before I hurt you. And you just keep away from me after this," he shouted volubly as he caught his breath, "for if ever I see your face again I'll push it in, by gum!"

Whereupon Sanders stalked back to his office with a kingly tread, and Bates, making a hurried exit from the building, steered a straight course for the corner saloon.

Up in his private office Sanders scowled heavily to himself.

"Bates needn't have been so blamed realistic," he muttered from time to time.

With an angry gesture he opened the window to lower his heated temperature. From the corner saloon a long, loud peal of uncontrollable laughter ascended through the clear April air.

* * *

The Great Sausage War was a merry one. Each side opened operations by shouting aloud that all other sausages were inferior imitations.

Sanders had the happy aid of alliteration on his side, thus:

Sanders' Sausage
Always in Season.

Bates, on the other hand, covered his sausages with a tantalizing air of mystery, so:

The New Idea in Sausages
Bear the Trademark of
The New Idea Sausage Co.

The New Idea Sausage Co., it will be understood, was the business name and style of the wily Bates, and the public naturally rushed to buy these sausages just to find out what this new idea was.

And as soon as the fight became evident, Jim Johnson folded up his subscription blanks with quick decision.

"No use trying to get investors interested in a sausage company when there's a sausage fight on," he ruminated sadly.

Meanwhile the two contending factors still further stimulated the public's interest in the fight by issuing pamphlets. Sanders brought out a serio-humorous booklet entitled, "The Sausage Flirtation." Bates countered heavily by publishing a wonderfully tender little brochure called "The Language of Sausages."

"By Gum!" murmured Sanders to himself one day. "By this fight I will make money scare competition and increase trade. Talk about killing two birds with one stone! Here I'm bringing down a whole flock!"

But the New Idea in sausages did not seem to take. At first there was money in it, but trade soon dropped off again.

"Now," said Sanders, "we will have one last try to make a bit of money out of this, and then you will go smash, Bates, and we will quit."

And a few days later Hohokus awoke one morning to find itself confronted with:

A Startling Sensation in
Sausage.

The New Idea Sausage Co.

A Startling Sensation! In Sausages! Whatever could it be? There was hardly a family in Hohokus that didn't invest 15 cents to solve this alluring riddle.

"And that's the last time," swore

each purchaser as he washed the taste of the sensation out of his startled mouth. "That's the last time I go trifling with new sausages. The old-fashioned sausages are good enough for me."

Here Sanders was ready for them again. He now arose above mere artful alliteration and greeted them with the following:

Sanders' Sausage
Tried and True.
Best For Others,
Best For You.

Aye, even thus he wagged his kindly head above the roseate clouds of rhyme!

That is why the New Idea Sausage Company went out of business, noisily lamenting that there is no money in sausages any more.

That is why Jim Johnson couldn't get any capital to go into the sausage business on a large scale. The New Idea was too fresh in the financial mind.

And Sanders still holds sway as the Sausage King, with Bates acting as prime Minister Extraordinary.—Butchers' Advocate.

The Summer Supply of Hogs.

The summer season in the pork packing industry is recognized as representing the eight months from March to October inclusive. The question of available supplies of hogs for a period of several months is always one surrounded with much uncertainty, and can not be based on information other than general judgment, which varies with individual observers in the same field of observation. Nevertheless it has been shown that the gathering together of such opinions has been serviceable in securing worthy results as to indicated resources of supply.

Each year for a long time we have made extended enquiries in the early part of the summer packing season in regard to probable supplies of hogs for the period ending November 1. A year ago the details presented were attended with the following expression: "The reasonable conclusion from these evidences in regard to market supplies of hogs for the summer season is that some deficiency may be shown for the first half of the season, which is likely to be balanced by an increase subsequently, and that, all things considered, the season may show an enlargement in numbers, possibly to a considerable extent. There is quite a general expectation of heavier average weight of hogs."

The outcome of the season, as reflected in the packing records, was a good confirmation of these conclusions. There was a gain of \$730,000 in numbers of hogs packed in the West during the eight months, representing nearly 6 per cent., and an increase of nearly eight pounds in average weight of hogs—the gain in numbers being mostly in the latter part of the period. Prices have been remunerative to producers of hogs, and the animals have been free from an unusual depletion in numbers from maladies. The breeding basis has been reduced, so that immediate revival of hog raising could not be appropriately expected.

Reviewing the information received from the larger markets, with reference to expected supplies, the result is as follows, as compared with 100 for last year: Chicago, 100 to 110; Kansas City, 110 to 115; Omaha, 105 to 110; St. Louis, 105 to 110; St. Joseph, 100 to 105; Indianapolis, 90 to 95; Milwaukee, 100 to 110; for the various other packing points of importance, 100 to 110. From interior correspondents the information points to about the following: For Ohio, 95 per cent.; Indiana, 100; Illinois, 95; Iowa, 90; Missouri, 105; Kansas, 100; Nebraska, 105. These averages point to about 98 as the general average for these States, which represent the greater part of the commercial supplies of hogs.

The proportion of the Western summer packing in recent years represented by operations from July 1 to November 1, the last half of the period, has been as follows: 1903, 47 per cent.; 1902, 44 per cent.; 1901, 47 per cent.; 1900, 46 per cent.; 1899, 43 per cent.; 1898, 47 per cent.; 1897, 47 per cent. This implies that the four months in 1903 were not unusual in such relations.

The reasonable deduction from the evidences now available is that a moderate gain in numbers may be expected, compared with last year, and that the period prior to July 1 will likely reflect as much relative increase as the later period, and possibly more, while the average weight will probably not be increased, and may fall somewhat short.

Discovery of Beefsteak.

Beefsteak, like most other good things, was discovered entirely by accident. It appears that Lucius Plautus, a Roman of rank, was ordered by the Emperor Trajan for some offense to act as one of the menial sacrificers to Jupiter; he resisted, but was at length dragged to the altar. There the fragments of the victim were laid upon the fire and the unfortunate sen-

ator was forcibly compelled to turn them. In the process of roasting one of the slices fell off the coals and was caught by Plautus in its fall. It burned his fingers and he instinctively thrust them into his mouth. In that moment he had made the grand discovery that the taste of a slice, thus carbonated, was infinitely beyond all the sodden cookery of Rome. A new expedient to save his dignity was suggested at the same time, and he at once evinced his obedience to the emperor by seeming to go through the sacrifices with due regularity and his scorn of the employment of turning the whole ceremony into a matter of appetite. He swallowed every piece, deluded Trajan, defrauded Jupiter, and invented the beefsteak! A discovery of this magnitude could not long be concealed; the sacrifice began to disappear with a rapidity and satisfaction to the parties too extraordinary to be unnoticed. The priests of Jupiter adopted the practice with delight, and the king of Olympus must have been soon starved if he depended on any share of the good things of Rome.

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



They Save Time

Trouble

Cash

Get our Latest Prices

PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

—We Carry—

FULL LINE CLOVER, TIMOTHY AND ALL KINDS FIELD SEEDS

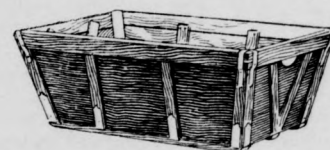
Orders filled promptly

MOSELEY BROS. GRAND RAPIDS, MICH.

Office and Warehouse 2nd Avenue and Hilton Street,

Telephones, Citizens or Bell, 1217

Flat Delivery or Display Baskets



These baskets are the handiest, best and most durable on the market for grocers, butchers and bakers. They contain all the advantages of common baskets, together with the compactness and lightness of boxes. Square corners. Fit nicely in your delivery wagon. For sale by jobbers everywhere. Manufactured by

WILCOX BROTHERS, Cadillac, Michigan



What Athleticism Is Doing For Men's Dress.

Spring has demurred and wavered and challenged and tantalized much after the manner of a maid of sweet-and-twenty, and the clothes question, although uppermost in everybody's thoughts, has not crystallized as rapidly as usual. The forms and fabrics of the new season are, of course, established and will change little from now until Autumn. It is to the fads, then, that we must look to give a soupçon of spice to the fashions, to relieve the soberness of dark cloths and quiet patterns, and to mitigate the funereal air that is prone to creep into men's dress after a period of riot in color. Smart people are already turning their backs upon town and either crossing the water or retreating to cottage, camp, bungalow, however one may choose to designate one's country place. As Americans grow in wealth and leisure, so do they grow in appreciation of the graces and refinements of living and in a love of outdoor life. The untutored person, whose conception of the fashionable type of man is a drawing room hero "uttering platitudes in stained glass-attitudes," is pathetically wide of the mark. No other race save the English has done as much as we have to foster the manly sports and wholesome activity in the open. And this spirit, as I have said again and again, is mirrored in the dress of Americans, which shows no trace of effeminacy, but is simple, comfortable, sensible and suited to climate and environment. The statement, often triumphantly put forth, that there is no such thing as "Fashion," and that what is called fashion is merely the expression of the individual's taste and judgment, is quite without point. Unquestionably a gentleman does not dress by rote, and unquestionably he consults his own notions as to what is becoming to him. But there are certain fundamental principles of dress, just as there is a fundamental standard of good breeding, that are acknowledged wherever gentlemen meet the world over, and these constitute an unwritten dress code that stands as firm as a granite shaft. Everybody who has done his bit of globe-trotting has noticed a marked likeness between the dress of gentlemen of social position in every country. Customs and radical characteristics may be as far apart as the poles, but at bottom you will find that the attributes which contribute to form a gentleman in the social sense are the same. The prig is not the man who follows the fashion, but the quixotic person who affects to hold himself superior to it, and who, if the truth be told, is often an abject, although stealthy, worshipper of caste. The one is decently observant of the manners and usages that govern his fellows; the other is addicted to a form of cadishness all the more odious because it is masked under pretended scorn

of the proprieties. But I am getting prosy.

The pleated soft shirt is approved by the best dressed men for Spring and there is a noticeable leaning toward fewer and broader tucks in custom garments. This may be construed simply as a desire to depart from ready-made models, although, to be sure, the fewer the pleats, the less danger of crumpling and raveling of edges in the laundry. Fold cuffs are unsuited to any but the most expensive shirts, and it is quite improbable that they will be taken up by the generality of men. They are distinctively the mark of the upper class garment. Among colors the marble greys and light tans, fawns and buffs are prominent. Plain front negligé shirts are receiving little attention in the best trade, and it would not surprise me to see the pleated bosom in complete favor throughout Spring and Summer. The monogram fad is not spreading; indeed, there seems to be a reaction against it. No objection can be urged to an inconspicuous monogram above the cuff, but when a monogram stands out on the shirt like a church steeple against the sky, it is too akin to cattle branding to be relished by gentlemen. Handkerchiefs, always of linen, no longer run to violent colors and mixtures, but have solid white centers and spotted or delicately colored borders. The silk and linen handkerchief has been dropped by high-class shops and on its tombstone may be inscribed: "Killed by popularity." In cravats purple is one of the dominant colors of the season. The broad, folded-in four-in-hand is the best form to accompany the wing collar, though ties are also beginning to be worn. These are full and wide and have nothing in common with the snippy butterfly shape. I touched on the budding vogue of Windsor ties for men last month and shall have more to say presently. The wing collar is being favored by every man who can lay any claim to following the fashion. The fold is not to be thought of until we discard waistcoats and derbies and put on belts, straw hats, soft shirts and the like.

And now we come to the sempiternal subject of the evening jacket. I never fancied this interloping garment for it is neither more nor less than a glorified smoking jacket. The swallowtail is the only coat fit to wear into the drawingroom after sundown at any function tinged with formality and honored by the presence of women. But preserving the dress proprieties during the blistering days and sultry nights of mid-Summer is like trying to stem a mighty tide; the very man who holds out inflexibly against the evening jacket in Winter is among the first to slip it on in Summer and moistly waves you away when you undertake to reason with him. So what is there to do but remain dumb? Let us face the problem and candidly admit that the comfort of the evening jacket is too genuine to be questioned, and that, in the absence of a garment to fill its place, it is here to stay. For my own part, I will have none of it and invariably wear the tail coat.—Beaunash in Haberdasher.

Now Ready

the great fall line of union made,
medium priced

Pan-American Guaranteed Clothing

Prices, \$5 to \$14. If our representative doesn't call on you within the next few days write us and we will either hurry him or send you samples, express prepaid. The line is better than ever.

Wile Bros. & Weill
Buffalo, N. Y.



A Portion of Machine Room No. 2 Factory No. 3

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

Spring Trade in Shirts Retarded by Cool Weather.

Cool weather has retarded to some degree the sales of spring goods, although the business in pleated shirts has been very good. In fact, the fine trade has run to pleated bosoms, somewhat neglecting the plain. We would not be surprised to see the pleated shirt the leader this season notwithstanding the early favor shown to plain bosoms, and the very general belief that the latter would command the largest following. Among the custom makers there is a pronounced leaning toward wider pleats and less violent colorings and designs. Box pleats, clusters and narrow pleats, though, figure in all lines. Damasks and cambrics find increased favor. The progress of the coat shirt in negliges has been very satisfactory and this style will undoubtedly be a leader in selling. One of the largest manufacturers who has the coat shirt in every line that he makes, soft and stiff, will extend his representation of this style in his autumn showing. The responses to argument on the part of both maker and retailer have been immediate, all of which goes to show that the consumer can be educated by his dealer if the thing be undertaken tactfully. Prejudice may die hard, but it can not survive a fusillade skillfully directed against it.

Autumn lines are tolerably complete and they bring many old favorites and some new ones. The dark grounds shown for spring were not welcomed in some sections and the light were demanded. The new lines contain both dark and some light, and run the whole gamut of color. We believe that public taste will revert to quieter effects, although there are many adherents to pronounced patterns, weaves and colors. Stripes, dots, spots, groups, clusters and hair lines all appear in the designs. A prominent house is considering for autumn the abandonment of the \$13.50 line and starting at \$14.50, which would require the retailer to sell the shirt formerly marketed at \$1.50 for \$1.75. This is due to the rise in the cost of material which, if long maintained, will force prices upward.

Although the cross stripe bosom is mentioned as among the autumn possibilities, it is not at the present time viewed with marked favor. The fact that it has been put into a few custom lines for spring does not make it any the less an oddity. Horizontal stripes restrict patterns and do not allow of such a wide range of designs and treatments. Stripes will still be up and down. Combination shirts, that is, shirts with plain bodies and fancy bosoms and cuffs, and also with bodies of one design and bosoms and cuffs of another, have a place in the lines. They are striking and showy.

Stiff bosoms for autumn are in about the same position as a year ago. The soft shirt has encroached to such an extent on the domain of the stiff garment that it has been virtually elbowing out of the way, and what used to be a profitable business in stiff shirts has dwindled to next to nothing. The pleated front will replace the stiff bosom to a

great extent as last year. Comfort is the feature most sought after for purely business and lounging shirts and this accounts for the gradual wane of the stiff bosom in favor of the soft shirt.

Between ready-to-wear and custom-made shirts the difference each season grows less pronounced. Indeed, if we consider patterns and weaves, the shirt manufacturer is, in some respects, a bit ahead in newness of style and range of assortment. The special label and special order business, too, are gaining and more and more manufacturers are devoting themselves to it.

Just to what degree the higher cost of fabrics will affect shirt prices is problematical. Advance buying by manufacturers has largely offset the increased cost, but the situation will have to be met soon. Shirting makers have introduced some new lines for autumn and strengthened the old ones, and the fine goods differ so materially from the cheap that there can be no danger of confusion among buyers. The pick of weaves and colors will go to those who see the new lines early and are not afraid to order. Hanging back in the hope that the situation will change appreciably is not good policy. Favorable spring and summer weather are all that are needed now to spur trade and decrease stocks. The bulk of the custom shirt business has been done principally in flannels, oxfords and silk and linens.

Of pajamas the pongee silks are enjoying a bit of a vogue just now. These fabrics are also made up into night-robes and are much favored by a certain class of trade. The costliest and most luxurious cloths enter into sleeping garments to-day, the military cut being most approved. Of course, stripes and checks in multi-colored fabrics rule popular price trade. Printed madras, cellular cloth and kindred materials are also prominent. They close with silk frogs and are made with the conventional pearl buttons. The cheaper night shirts are made of muslin, sometimes trimmed in colors.—Haberddasher.

The Ways of Farmers.

Although the modern farmer is not like the old-time one, it is still a fact that in the phrase, "the ways of farmers," there lies an implied reproach. The old-time farmer, you will recall, neglected his horses, left his tools exposed to the weather, failed to gather his crops on time.

Possibly, you have used this very phrase and that being the case, it is well to ask if, then, the pot was not calling the kettle black. When you neglect to keep yourself in good condition, are you following better ways than the farmer who neglects his horses? When you allow your stock to remain tumbled and mused and pulled about, are you doing better than the farmer when he leaves his tools out in the rain and sun? When you miss sales because you have little or no system and can not properly handle the trade that comes or would come under better conditions, are you following better methods than the farmer who fails to gather his crops on time?

The modern farmer has bettered methods, simply by solving, to an extent, the problem of how to avoid waste. In merchandising as in farming, in the waste of carelessness more than in the waste of extravagance lies the harm—although carelessness, it would seem, is the greatest extravagance of all. Look closely for the wastes in your business—not always in actual dollars and cents, possibly, but in things that must and do represent dollars and cents. Without system or responsibility in the work of your store, without a system in the handling of stocks and customers so that time may be saved and made the most of, without some one to call to task any one connected with the business, responsible for upsetting that which you and your employees are trying to build up from another direction, without these, there is bound to be waste.

Your main idea in conducting business should be to make your capital go farther and bring back more, month after month, season after season, year after year. You want to accomplish this, not by squeezing and stinginess, but simply because that is what capital is for and what it should be made to do, continuously. Think over these facts, not merely for the trade of any one season but for the trade of the year through, even in the dulllest day you will ever experience.—Butler Bros.' Circular.

Be friendly with your neighbors; you do not know when you might need them.

Made to Fit and Fit to Wear

Buy Direct from the Maker



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

Ellsworth & Thayer Mfg. Co.

MILWAUKEE, WIS.

B. B. DOWNARD, General Salesman

Those New Brown Overalls and Coats are Sun and Perspiration Proof

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



Clapp Clothing Company

Manufacturers of Gladiator Clothing
Grand Rapids, Mich.

M. I. SCHLOSS

MANUFACTURER OF

MEN'S AND BOYS' CLOTHING

143 JEFFERSON AVE.
DETROIT, MICHIGAN

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

Market Conditions in the Neckwear Line.

Fall lines of neckwear include a variety of new treatments in cravat-tings which will appeal to the best tastes of particular buyers. The designs run to figures, varying from pin-head effects to large scroll and floral or leaf patterns, and include geometrical, nondescript and art designs. The color treatments are monotonous, and three and four tone combinations. Grays are again very prominent; also black and white cravat-tings. There is a new series of grays, however, in which red, blue, green and, in fact, all the colors of the season are blended in equal proportions, making combinations which are exquisitely rich. In these the grays form the grounds, the patterns being in colors, and with gray and colors equally mixed in the grounds.

In the holiday collections part nouveau weaves show relief figures on recess grounds which accentuate the "standing-out" of the designs. The fabrics are unusually heavy, and the astonishing part of them is that, notwithstanding their apparent high grade, they will enter into neckwear lines selling from \$4.50 to \$9 and carry all the appearance of the richest and heaviest foreign cravat-tings usually imported in squares for custom trade. The secret of their manufacture lies in the looming of the silks.

If some of the cravat-tings brought out for fall and holiday trade seem to smack a bit of "things that are seldom what they seem to be," it is because the fabricators, the manufacturers and retailers are simply meeting the exigencies of the times with that which will give them a profit.

All concerned would be only too glad to eliminate the present "fake" features of the business, and could readily do it if trade were only in a healthy enough condition to warrant it. But business men, be they manufacturers or sellers, like ordinary mortals, have to live. To survive they must obtain a profit out of their business, which has not been possible at all times during the last several seasons. Hence the necessity for substituting cotton for silk, and so concealing the substitute that only the practiced eye of the expert can detect the cleverness of the fabricators.

So long as cranky, particular buyers are insistent upon quantity, somebody is sure to be clever enough to take the difference out of the quality. Consumers, however, will undoubtedly appreciate the seeming indifference, believing they are getting more for their money. In French seams the cravats carry the appearance of fine goods, and in square careful hemming conceals the presence of the mercerizer to the uninitiated.

Foreign manufacturers of cravat-tings were the first to introduce cotton warps to this country. They were such an instantaneous success that the domestic people immediately took them up, and their best efforts are seen in fall collections. It is now predicted that these cravat-tings have come to stay. They are money-makers in popular-line goods.

Retailers have also obtained a good profit from them, realizing when they got the goods "in the house" that

they "looked extra values," and were sold for better prices than were intended by the wholesale prices. These are the kind of "values" retailers like. When they get them they see bigger profits in sight. The merchandise gives excellent service in wear. What more can be desired when a fifty-cent cravat brings double, and looks like a dollar grade?

Favorable spring weather was needed to stimulate interest in neckwear, and since top coats have been substituted for heavyweight overcoats retailers have done more business. Improvement will undoubtedly continue to be the order of the day with the advancing season. As men don less weighty apparel they take more interest in neckwear, and retailers should continue doing better business from week to week.

The displays of bright-hued scarfs, which are like harbingers of the good old summer time to the men who have been monotonously clinging to funeral blacks and grays, should inspire desire to be in keeping with the month of blossoms. Dame Fashion has done her utmost to make colors la vogue, and if men would only divorce themselves from staples and woo the rich color blooms in spring neckwear, the neckwear business would take a new lease of life. —Apparel Gazette.

Great Lake of Siberia.

Lake Baikal, in Siberia, is from twenty to sixty miles wide and 500 to 600 miles long. It lies between 100 and 110 degrees east longitude and 50 and 56 degrees north latitude. Its area equals that of Lake Erie and Lake Ontario combined. Its depth is a mile in places. Lake Superior, the deepest of American lakes, is 1,030 feet deep.

There is a convict route around the lower portion of the lake, but the grades are so stupendous that the cost of a road over this route has been estimated to be \$250,000 a mile. Roads in the United States average about \$40,000 a mile under difficulties. The route is 150 miles long. It is evident why the Russian depends upon his boats in summer, which make three round trips weekly, and builds his railroad upon the ice in winter, when it freezes to a depth of twelve feet.

In summer the storms strike Lake Baikal out of a clear sky. The wind rushes down from the north like a hurricane, without warning. When it strikes the surrounding hills, which nose out into the lake in rugged, precipitous promontories, the hurricane changes to a cyclone and the surface of the deep sea is twisted into the most appalling shapes. Russian boatmen never attempt to weather Baikal storms if there is any hope of reaching the nearest shore. If the shore be astern sailors turn about and flee. If it be ahead they flee. Baikal terrifies the Russian not only in summer but in winter.

In winter it is equally as dangerous. When the air holes close in the ice, as is frequently done, there is an explosion that can be heard for miles. The surface of the ice becomes a volcano and huge mountains of ice shoot upward, fall and disap-

pear in the water, to reappear at another place, crashing through the frozen surface. The closing of an air hole in the ice of Lake Baikal might wreck the Czar's ice railroad, sink his cars and rails and possibly his soldiers, and completely cut off communication until another route across the lake could be laid out, to meet, perhaps, a similar fate.

The directors of the road have contemplated building around the lower end of the lake, and possibly work already has begun. But it will be two or three years before it is finished, and surely not in time to assist in the transporting of troops to meet the advance of the Japanese on the Yalu.

One end of the lake traffic is Listvenichnaia. The other is Missovaia. The distance between them is fifty-three miles.

It is remarked that there are very few political leaders of the present day who are addicted to habits of dissipation. Many of them neither smoke nor drink. They have found it wise to keep their heads clear and never to allow themselves to get into a condition in which they might commit indiscretions of speech or action. A word out of season often ruins the most carefully laid plans. Gamblers and sports, too, are becoming noted for their abstemious habits. They thus more easily fleece the individuals who tarry over the wine cup.

You can not improve your own reputation by belittling others.

\$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 belted, 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.



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"
PETOSKE WUQUONSONG 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

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.

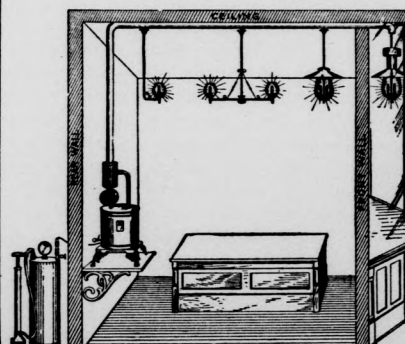
Remember, good terms, one price to all.

Mail orders solicited.

Phones, Bell, 1282; Cit., 1957

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.

THE TWIN TOWNS.

Bright Prospects Ahead for the Two Soos.

Written for the Tradesman.

Thousands of people in the Upper Peninsula and Northern Ontario have had their eyes turned in the direction of Toronto for weeks, watching and waiting for the passage of the Soo loan bill, which has for its purpose the bringing about of the reorganization of the Consolidated Lake Superior Co. When the story of the passage came over the wires these thousands of people were filled with optimism, because it will result in the giving of work at good wages to thousands of men.

The Consolidated Lake Superior Co., in its re-organized state, will be in a position to operate its large plants, complete the Algoma Central Railroad to a point where it will connect with the Canadian Pacific, and it is planned to inaugurate a campaign, through a special department, for the securing of industries for the American Soo. President Cornelius Shields says many factories will be located on the American side of the river.

The rehabilitation of this great organization will be of interest to the public in all parts of the Middle West, from the fact that from the inception of the schemes of Francis H. Clergue, the man who harnessed the St. Mary's River and brought capital to the North country until the collapse that was heard in all parts of the world came to darken the hopes of the people, magazine writers and newspapers everywhere discussed the work of this man. The story is familiar. As the work progressed Clergue was lauded to the skies. He was likened to J. Pierpont Morgan, held up to the youth of the country as a character one could do well to study. And then—when the crash came—he was damned as an adventurer, a financial grafter who worked the monied interests for all they were worth. The organization was pictured as a bubble. Wise men—men who gained their knowledge of the world while holding down seats in editorial sanctums—denounced him as a type of being to be shunned.

But away up North, in the vicinity of the two Soos, and farther from the settled country in the Ontario mining district, Clergue stands greater to-day than ever before. He is near to the hearts of the people, and to him, more than any other one man, do they give the credit of saving the great corporation he built up. These people swear by Clergue and would like to see him once more at the head of the allied industries.

This re-organization is going to result in some changes in the industrial world. The steel trust will feel the result more than anybody else, without doubt, for when the Algoma steel plant starts operations its market for steel rails in Canada will have become a thing of history only. Canada is going to build miles and miles of railroads in the coming few years. Were it not for the existence of this mill these rails would have to come from the United States. With the mill running, they will patronize home industry.

A good many people who are at a distance from the scene of operations have come to believe that it will be impossible for any concern to compete with the trust, because it is such a gigantic corporation. They evidently have not studied the Canadian situation as have the mining people of Northern Michigan and Canada. Ontario will now have a double interest in the success of the plants of the big company. Ontario will desire to protect herself on this two million dollar loan and will exert her influence to have Canadian rails used in all improvements on that side of the border. Canada is interested in the building of a railroad that shall run from ocean to ocean. The government will build half of this line. It is natural that the only Canadian steel mill in the country will secure the contract for the material. This is not all. A prohibitive tariff will confront the trust, so about the only means of gaining this business will be to buy the plant. It is not likely that the Ontario government would countenance such a proposition.

The starting of the steel plant will be a big thing to both Soos. Not far from 1,500 men will be employed—all at the highest wages. This class of people spend money freely and merchants prosper on both sides of the river as a result. President Shields says the plant will be ready to start as soon as navigation opens. Other plants will be operated in the near future.

A feature of the re-organized company, according to President Shields, will be a department organized for the sole purpose of inducing industries to locate on the American side of the river. The people in this department will devote all their time to educating manufacturing concerns with a view to bringing them to the Upper Peninsula, where they can secure power at a fraction of what it would cost were they to use steam.

It is estimated that about five months' work will have to be done on the big power house yet, but nothing in this line will be started until a corp of expert engineers have made an examination of the building and reported as to their findings. Several hundred thousands of dollars will be expended in this work, which will insure a large pay roll on this side of the river.

Another thing that will influence business conditions in this part of the State will be the paying off of all claims against the company, including the wage claims of some of the men who worked on the canal before the water was turned in last summer. Thousands of dollars will be paid out to settle judgments, all of which will go into the pockets of the people of the east end of the Upper Peninsula.

They say it never rains but it pours. The American Soo seems to be the recipient of a shower of good things just at the present time. The United States Government is about to start the work on the Neebish channel, which will take four years at least and call for the expenditure of as many millions of dollars. But this is not all. The Government is

buying up some valuable property along the river front for use in the operation of the ship canal. The first deal was made a few days ago, the consideration being \$148,000 for 34-10 acres. Other deals will come to a head in a very short time. The land that has been purchased was occupied by the Union dock, the passenger and freight dock of the city. After the coming year all business will have to be done farther down the river. It will cost considerable money to make this move and laboring men will be benefited by the work entailed.

Business men in the Upper Peninsula are confident that conditions will be settled from now on, as it looks as if there can be no more disturbance in financial circles. Plans that have been held in waiting by the uncertainty as to what was to happen can now be carried out. There will be no boom. Both Soos have had their fill of such prosperity. It will be the aim of all to build on a permanent basis. The outlook, thanks to both Uncle Sam and the Ontario government, is all that could be desired. It seems as if both governments see in the twin towns something that in years to come will more than repay them for what they are doing.

Raymond H. Merrill.

Do your own collecting by our system. Something new. Write for samples. Crescent Printing Co., St. Johns, Mich.

Thrift enjoys prosperity, while sloth is a pauper.

Safeguard

Your Office and Business!

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

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

The Michigan Trust Co.

Grand Rapids, Mich.
(Established 1889)

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'g. & Carpet Co. Ltd.
Petoskey, Mich.

Sixty Thousand Hocking Bottomless Measures Sold Last Year



The word passed on from one grocer to another is the big factor that is selling our measures. We appreciate the many expressions of satisfaction that are said to us daily. These are the coming measures because they are clean. You SEE THE HOOK? And when not in use they can be hung on the barrel or bin out of the way, not standing on the floor in the way.

A set of three, peck, 1/2 peck, 1/4 peck, costs \$2. If not for sale by your jobber or paper house a postal brings them from us, no matter what your rating is. Grocers always pay when they use them.

W. C. Hocking & Co.,

11-13 Dearborn St., Chicago, Ill.



Forest City Paint



gives the dealer more profit with less trouble than any other brand of Paint.

Dealers not carrying Paint at the present time or who think of changing should write us.

Our PAINT PROPOSITION should be in the hands of every dealer.

It's an Eye-opener.

Forest City Paint & Varnish Co., Cleveland, Ohio.



How the Selling of Cheap Shoes Precipitated Failure.

It behooves a merchant in a country town to cater to all classes of trade, but more of them make the mistake of going after the cheaper than after the better class. It is possible to overdo the matter in either case, but it is better to make the mistake of pushing the better grades.

A country merchant can not very well be a Marshall Field, but he should avoid having his goods called "cheap." His merchandise should be of good quality, with some cheap goods, for those who can not be urged to buy better, but every time you sell a cheap article give the customer to understand that it would have been to his interest to buy something better.

This should apply in the shoe department more forcibly than in any other, because shoes are an actual necessity and the best of them will wear out soon enough. Without considering appearances it is more important to have a well made shoe than any other thing you wear. A coat with several unsightly rents in it is probably as warm as a new one and will protect the wearer from exposure as well, but let a rip come in a shoe or a hole wear through the sole, and the wearer's health is jeopardized, especially in bad weather.

When a mother buys a 98c shoe for a strong, lusty, 13-year-old boy, she thinks she is getting a bargain, when the truth is she is "skinning" herself, as it were, for a shoe of that size (a No. 3 or 4) can not possibly be bought to sell at that price and have any meat in it. It will probably last that boy about four or five weeks and then she will come in and swear it was no good. Of course, it was no account and she should not expect it to be.

In his zeal to make a sale a clerk will frequently make strong assertions about a cheap shoe that he knows he can not substantiate. After he sees a woman does not want to pay \$1.50 or \$2 for her boy's shoes, he will fall back on the \$1 kind and tell her that "it's just as good as the higher price one, only it isn't finished quite as well, but will wear with the best of them, etc.," and the woman will take him at his word and when the shoe does not wear satisfactorily she will bring it back and remind him of the extravagant claims he made for it.

Tell the truth about a shoe, if you miss a sale. Do not tell a customer the \$1 shoe is as good as the \$1.50 one, for you know better; and if the customer has ordinary intelligence she will either know it is not the truth or that you are robbing the one who buys the \$1.50 one, and in either case you are giving her a bad impression of your business methods.

When a customer comes in whose appearance indicates that she is not able to pay a big price for a shoe, commence by showing her a medium

grade for her boy, say \$1.50. You can buy a fairly good satin calf or oil grain boy's shoe for \$1.10 or \$1.15 and sell it for \$1.50, which is a reasonable profit. If she says she is not able to pay that much tell her that, of course, you have cheaper ones in price, but in the end they prove more expensive; that you buy as carefully as any merchant on earth, but you have been unable to buy an all solid shoe that you could retail for less than \$1.50; that a boy the age of hers will wear out more shoes than a man and she should get the strongest ones possible; that a \$1 shoe will wear him four or five weeks and the \$1.50 one should wear at least three months; that you will guarantee it to have a solid counter, sole and inner sole, and that you will repair reasonable rips free of charge, etc.

In telling her this impress her with the fact that it is not for your interest you push the better shoe, but for hers; that your per cent. of profit would be as great or greater on the cheaper one. Of course, it is to both your interests for her to buy the better. You may not make any larger per cent. directly, but you will be saved a great many complaints, besides giving your house the reputation of selling dependable stuff.

If she persists in buying the cheap shoe after what you have told her, you have cleared your skirts and she will not be apt to come back and kick if it does not wear to suit her, but if she takes your advice and buys the better one it is up to you to make your claims good. If it rips, sew it up for her; if the sole comes loose nail it on; in other words, be as truthful with your customer as you are with your preacher or doctor, and you will establish an enviable reputation that will enable you not only to sleep well at night, but "put money in thy purse" as well.

I was employed at one time in a shoe department that catered almost exclusively to the cheaper class of trade. Temporary poles with hooks on them were scattered throughout the department, on which shoes of various prices were displayed, but the cheapest ones were made the most conspicuous. We started out by featuring a woman's 98c shoe, both in displays and advertisements, which, goodness knows, was certainly cheap enough, but the department was new and customers were not coming in carriages, so the manager concluded to stir up a little excitement by springing something still cheaper on the public.

He went to some auction or job house and picked up several dozen pair of women's shoes for \$6 per dozen. When they arrived he made a big display—marked them 59c a pair and put a big advertisement in the paper announcing the arrival "of 1,400 pair of women's fine India kid, Cuban heel, patent-tip boots in button and lace, worth \$2, for 59c," and the next day the store was crowded. Well-to-do women brushed elbows with Dagoes carrying one to two mewling infants in their arms, all pushing and jostling to get to the 59c shoes. Most of the well-to-do women went away disgusted, but most of the Dagoes loaded up generously on

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.

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

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.

VISIT US Look Through Our Factory See Hard Pan Shoes Being Made THEN

You will be prepared to tell your customers all about Hard Pan Shoes and why they will wear longer—keep their shape better—than any other shoe of its kind on the market.

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

the bargains(?), and in a week's time we had more complaints on our hands than ever fell to the lot of shoe clerks before, and the better class not only tabooed us in the future, but even the Dagos gave us the go-by.

We kept on plugging away until we got rid of them and by that time the store was in the hands of a receiver, and just such methods as that contributed to its dissolution. We had nice shoes on the shelf—as nice as any exclusive shoe store in the city, and the clerks were a representative body of the profession, and if the better grades had been exploited more and the cheaper ones less I'm sure we would have worked up a nice business.

If a customer walks past your window and sees it full of men's and women's 98c and \$1.24 shoes and nothing else, she will conclude that the interior corresponds to the display. On the other hand, if she sees the window full of \$4 and \$5 shoes she will pass you up if she wants a medium price shoe.

Put a few nice ones and one or two cheap ones in the window, but have the bulk of the display consist of \$2 to \$3 shoes for men and women and children in proportion. You can buy good solid stuff to sell at that price with a good profit, and it will hold customers more securely than by selling trash that will go to pieces the first time it rains.—Dry-goodsman.

The Housewife and the Moth.

With the spring moving or house cleaning comes the old, vexing question of disposing of winter garments. To the presiding genius of a real house, with well-arranged cellar and attic, the problem is comparatively simple; plenty of moth balls and newspapers from which to evolve shapeless bundles—old boxes, barrels and trunks—and the thing is done.

But for the city housewife, in her apartment or flat, the proceeding is more complicated. When storage space is limited to a couple of steamer trunks under beds or in shallow closets, or in the dusty bin of the apartment-house cellar, every inch must count.

The fundamental principle upon which to work is to discard everything that is not worth saving. This is not a plea for wastefulness; for, if the average woman is frank, she will admit that, year after year, she saves articles of wearing apparel which she knows full well will never be utilized again.

Before sorting out the winter clothing, lay in a plentiful supply of tar bags, clean newspapers, tissue papers for wrapping delicate fabrics, boxes for garments whose shape must be preserved, sweet lavender to scatter among feathers, and some anti-moth preparation. It must be borne in mind that there is no death-on-moths preparation.

Some antimothe preparations keep the little pests from entering a box or a package, but none will kill them if they are already in the garment. If a small moth, or even an egg, is in the article when packed, no amount of so-called preventive will kill it. It

is, therefore, necessary to have the garments thoroughly cleaned and aired, beaten and sunned before packing.

Starting from the underwear, all flannels must be washed with more than ordinary care, as the oil from the skin is particularly attractive to moths. For the same reason the housewife should insist upon having woollens rinsed thoroughly, as moths look with favor upon the oils used in strong soap. Wrap in small, flat bundles and mark legibly.

Men's suits and women's costumes should be well dusted and cleaned. If in very bad condition, send them to the tailor's or scourer's before packing. It will have to be done before the garments are donned in the fall anyway, and dust invites moths. Collect all garments that are outgrown, or which, for some reason, you know will be unavailable next year, and sell them to the first old clothesman who happens along.

Large outer garments, such as jackets, coats and top coats, should be put away in tar bags. These come in three sizes, 30x50 inches, 30x60 and 30x90. The garments, swathed in tar paper and caught on the regulation coat hangers, should be hung close together in the coolest closet the flat or house affords. At intervals during the hot weather they should be taken out, examined thoroughly, beaten and returned to their summer quarters.

Many gowns which would not pay for storage as a whole can be ripped up to advantage. Select the best parts of the cloth, clean and press and roll away for a winter blouse.

Lace should be cleaned and laid away; aired and wrapped the furs are sent direct to a cold-storage plant. The explanation is simple. Moths generate in a hot atmosphere, but they can not move or increase in extreme cold.

The woman who values her furs, yet can not afford cold storage, should air and clean them thoroughly, and examine them with extreme care. Tails seem the favorite nesting place for moths, so the tails of the muff, boa or stole should have special attention.

The more valuable the fur, the more danger from moths. For instance, Russian sables can not be mended, and in four weeks a single moth can ruin, by the help of rapidly-increasing generations, an entire sable garment.

Dyed skins are comparatively safe from moth inroads, because the acids employed in dyeing are poisonous. For example, in sealskin, the moth eats only in spots, that is, where there is least acid; in natural furs it eats straight through the garment.

Moths hatch in March and their work goes on merrily during the warm weather. A moth may lie dormant in cold storage for six months, and then when the infected garment is exposed to warm air once more it promptly begins to burrow its obnoxious way.

Willing to Repeat.

The office boy to a large firm of publishers was a smart lad, and when recently he was sent to one of the operative departments with a mes-

sage he noticed at once that something was wrong with the machinery. He returned, gave the alarm, and thus prevented much damage. The circumstance was reported to the head of the firm, before whom John was summoned.

"You have done me a great service, my lad," he said. "In future your wages will be increased \$1 weekly."

"Thank you, sir," said the bright little fellow. "I will do my best to be worth it, and to be a good servant to you."

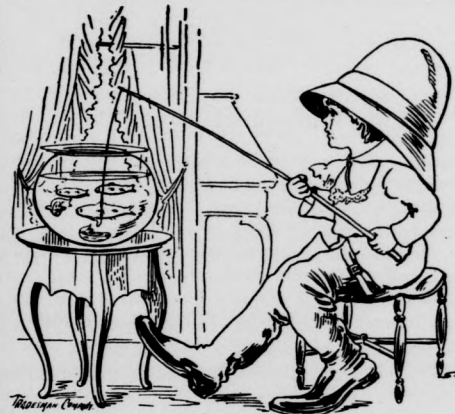
The reply struck the chief almost as much as the lad's previous service had done.

"That's the right spirit, my lad," he said. "In all the years I have been in business no one has ever thanked me in that way. I will make the increase \$2. Now, what do you say to that?"

"Well, sir," said the boy, after a moment's hesitation, "would you mind if I said it again?"

If there is a man anywhere whose heart does not leap upward in songs of praise and thanksgiving when the first warm days of spring come, we are sorry for him. He is yet a great way off from the sweet kingdom that is to come. He would not enjoy it if he were really there.

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

OUR SPECIALTY



Is the making of Reliable and Trustworthy shoes that are long lived under extremely hard usage.

One of the many kinds we make is our Oregon Calf long tapped bal. It is an ideal shoe for farmers, laborers and mechanics who desire a light upper combined with a heavy sole.

Always glad to call with samples.

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

Curious Condition Confronting the Woman Shoe Buyer.

Written for the Tradesman.

"I have often wondered," said a lady to me the other day, a lady who is a thrifty householder, a conscientious and capable buyer of every description of domestic necessity, "I have wondered," said she, "a good many times, at the queer experiences that befall one at the hands of the genus clerk in the average city shoe store. I have talked with a number of other women on the subject and I find that I am not the only one who encounters the same difficulty.

"I refer to that indefinable, that intangible something one recognizes in the atmosphere the moment one crosses the threshold of the store devoted to the sale of the products of the shoemaker's art. I begin to feel on the defensive the instant I close the door behind me, as if I said to myself, 'Now comes the tug of war!'

"Many times have I endeavored to analyze the emotion that comes over me, the feeling of antagonism that is engendered toward each and every attache of the establishment, from the proprietor down through the different graduations to the shine boy who polishes my shoes gratis—if I've bought them in that particular place.

"I am of the opinion that the antipathy is due, in a measure, to the fact that the moment a clerk has accomplished—either openly and above board or with adroit finesse—the getting of my shoe off, that moment I am at his mercy, and I either have to await his pleasure in putting it back on my foot, or, if he dilly-dallies too long, possibly with a degree of awkwardness I am obliged to replace it myself.

"The buying of a shoe is naturally a very different matter from the purchase of any other article of wearing apparel. We will say the customer investing in the shoes is a lady. If she is of the petite variety of femininity, her foot is generally one to be proud of as to contour; and she is not averse to displaying it under all the circumstances that may present themselves. But, if her figure is built on the plan of generous proportions, she is likely to be the more or less unhappy possessor of a foot that was intended by Nature for use, and not to be looked at from the viewpoint of mere beauty. Possibly—nay, probably—there are certain excrescences belonging to it that were not there when she was born and whose protruding prominence is a matter to occasion her much embarrassment—not to say annoyance—when she is obliged to expose their awkward presence of the keen optics of the critical, oftentimes unfeeling clerk.

"This, of itself, is calculated to be decidedly unpleasant, and when to this are added the importunities of a salesman to purchase what isn't wanted as to style and other shoe requirements in her particular case, the lady of sensitive temperament is subjected to an ordeal which is anything but agreeable for her to go through."

* * *

As the lady said, this feeling, amounting almost to positive animosity, is quite general in its character—

indulged in toward the whole body politic devoted to the dissemination of Saint Crispin's wearables.

* * *

Since listening to the remarks of the lady, I have again had a personal demonstration of the mental state she attempted to describe, and since talking with her on the subject in question I have asked several ladies—old, young, rich, poor, fussy ones and some just the opposite, pretty girls and homely old maids—if they perceived this sentiment in their dealings with the people who waited on them when they went on a shoe-purchasing expedition.

Without an exception they said in substance:

"Yes, there is a feeling I can't explain, about the apparently simple transaction of getting a pair of shoes, Oxfords or slippers, although it is to be remarked that this idea seems to be lacking somewhat when rubbers are the object sought."

One charming young girl voiced the opinion of all when she stated:

"Yes, I know exactly the feeling to which you refer, although I can hardly describe it in words. It is as if the clerks felt injured—I might say were actually angry—if you walked out without buying their goods, or if you didn't take the first pair of shoes they brought you. That is just it—they seem to object to trying on more than one shoe, or, at the most, two; and if you are not pleased with the third or even the fourth one they put on your foot, they show very plainly that they wish you had not entered their place of business. I notice they act alike about this in every shoe store I enter, whether it is the owner that waits on you or only one he hires.

"It's different with everything else you buy. You go to a milliner, whether an exclusive store or as a department in a general one, and you don't get that kind of treatment—why, you often try on twenty hats before you are suited, and even then you can walk out unmolested by cross looks and sullen manners. Yes, that's just it—a shoe man acts sullen if you refuse to have foisted on you the shoe you abominate."

* * *

Yes, since I began this noting down of my observations of the very peculiar phase of public feeling on this subject, I entered a Monroe street store to investigate the matter of styles in the soon-coming spring wearables in walking shoes. I like to anticipate the seasons in my purchases, although I am never to be found "the first by whom the new is tried." But I always want my purchases a little ahead of time, so that I am not rushed when the new season is actually upon us. So I am looking thus early at low shoes.

In this particular store it ever seems my lot to fall to the tender(?) mercies of the proprietor himself. And, although I have bought a number of pairs of shoes of him, I dislike his manner exceedingly. 'Tis such an offish, I-wish-you'd-staid-away sort of attitude he assumes.

The very first thing I told the man, on this occasion, exactly the sort of walking shoe I was looking for. He said he hadn't it. I suggested, point-

Banigans



If you want the BEST be sure and get the BOOT with the Lion on the Sole.

Geo. S. Miller, Selling Agent

131-133 Market Street, Chicago, Ill.

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.....

ing to a pair that came the nearest to what I wanted, that "I might try on that." Mind you, he never offered such a thing! But he tried it on. I didn't admire the toe at all. It looked like a duck's toe—so flat. I said, very pleasantly, that I didn't fancy the shoe—that it had the same appearance as some I already had home and had worn but twice—I hated them so. He looked mad and noncommittal. He allowed me one more trying on and I was not pleased with the fit of the second pair. I told the man they hurt my heel.

He then put on my own shoe, with sour downcast looks, jabbing the shoe-string tags viciously through the eye-lets and pulling up the slackness with a long button hook with quite unnecessary tightness, tied the strings, leaving them untucked in, and I left the establishment with a humiliated feeling as if I had been caught stealing a sheep.

Before departing I stood a moment trying to placate the man by the laughing remark that I was the one that had to wear the shoes and not he, and then I thanked him with a cordiality I was far from feeling, and got away from the store with the uncomfortable consciousness that I had given irrevocable offense.

* * *

If some shoe dealer will kindly explain, through the columns of the Tradesman as a medium, this general attitude of his class toward the public that brings him his bread and butter—not to mention his jam—I, in common with scores of similar sufferers, would be under great obligations.

T. T.

Interior Decoration Quite as Important as Window Trims.

When a retail merchant, no matter where located, decides to give proper attention to the matter of store decorating and practical window dressing, he is sometimes prone to devote his sole attention and efforts to the windows; often neglecting the important feature of interior decorating.

Good window display is a big step towards retail success; but when this is accomplished it is well to consider ways and means of improving the methods of interior display. In some of the larger department stores in Chicago and New York great attention has been paid to this question.

One of the former's largest furniture houses built a complete cottage on one floor of its establishment a number of years ago. It is safe to say that its fame has brought hundreds of thousands to see it, and has contributed largely to the enormous amount of business enjoyed by this house.

Marshall Field & Co. has made two special interior displays recently, one of furniture for summer homes, including a suite of model rooms as they should be furnished in an ideal way.

The other display included everything appertaining to a man's wardrobe. This attracted wide attention. On one floor in the clothing section were collected not only every modish style of made-up garments for men's wear, but also every article of furniture and bric-a-brac which goes

to make up a bachelor's apartments.

Another department store used a large section on one floor to make an imitation of a park containing trees, walks, grass plots, miniature lakes, benches, swings and everything for the amusement of the children, for which it was intended as a playground where tired mothers could come and rest from shopping exertions while their off-spring amused themselves under the watchful eyes of attendants.

Still another store which depends largely upon local trade, displayed a barn yard scene with sheep, cattle and horses. It is needless to say that this appealed to the class of trade to which this firm catered as well as to the lovers of nature who have not the means to enjoy it, except in such a measure as may be had in the city parks.

These instances mentioned here are of course dissimilar but illustrate the point that interior decorating of the store may be featured to attract in even a greater measure than can windows.

She Wants to Know.

It has lately become the fashion to publish the letters of people who are or have been famous, infamous and otherwise. We, therefore, take pleasure in laying before the public the following epistle, written by a woman who resides in Beagh, Kan., to a lady who receives her mail at Animosa, Iowa.

I thought being I am a reader of the Missouri Valley Farmer and being I am acquainted with a man that used to live there, Mr. —, but now lives in Beagh and intended to be my future husband in May 22, 1904. He told me to write you a few lines and enquire of you if he knows you and if he was a member of the M. E. Church there. And besides that the janitor of it too. And if he aint all O. K. And I want you to tell me how many children he has. I don't care how many if they want to come and see I and him when we are married they can and will you please find out when kind of a wife his son John a going to get he told his father he intended to get married in June 24 and he don't know her very well. Now kind friend, I intended to come and see some of my new neighbors in Iowa and I want them all to think I am all O. K. a fortune teller told me I intended to marry in the royal family and if you say it is so it will be all right because I have got his Photo Square and fair and his Father and Mother is well thought of and so am I now don't think that I am bold because I write you these few lines. I want to find out all about him. Of course I am his promised wife and I intend to be as long as I live so now please ans soon and Oblige a sister in Christ.

He Told Her the Worst.

"Doctor," said the beautiful young woman who had become the wife of a rich old man, "tell me the worst. I will be brave and try to bear it."

Leading her gently from her suffering husband's bedside the doctor answered:

"Nerve yourself, then, for a terrible shock. He's going to get well!"

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. . . .

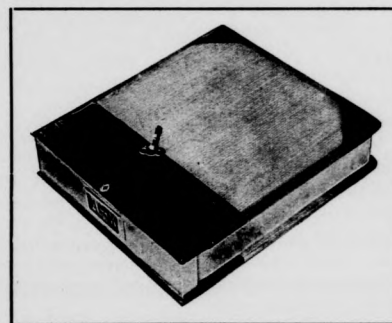
SPECIAL OFFER—We have a plan for advertising and introducing our machine to the trade, which we are extending to responsible merchants for a short time, which will put you in possession of this high-grade, up-to-date 20th Century Cash Register for very little money and on very easy terms. Please write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

THE COLUMBIA SCREW LOCK LEDGER

Its Simplicity Is Its Best Feature



A Few Reasons Why

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

THE Edward Hine Co.

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

8-16 Lyon Street, Grand Rapids, Mich.



Necessity of Good Will Among Hardware Dealers.

I speak especially of good will among hardware men—the hardware men of this State, of the various manufacturers, the jobbers, the retail dealers and the clerks in our employ who will, no doubt, in the course of time enter the ranks as hardware men.

Let us begin with the manufacturer, for he plays, I was about to say, the most important part in the trade, but that is not so, for where would he be without the jobber and the retailer and their good will? The manufacturer has certain products which must be distributed to the consumer, certain new articles just out for which a demand must first be created. To do this, business tact and integrity are required to secure good will of both jobber and retailer. It is the legitimate field of the retailer to introduce the article and help create the demand. It is the province of the jobber to fill all demands of the retailer. It is the privilege of the manufacturer to supply the jobber. Each has his share of the work and proportionate profit, and good feeling abounds.

But let the manufacturer swerve from the straight paths of business, as he sometimes does, and the charm is broken, confidence is destroyed. He can not sell the jobber a large bill of goods and then send out his agents among retailers, catalogue houses and department stores to sell the same goods at a cut price and expect to perpetuate the doctrine of peace and good will at the same time. Good will and co-operation go hand in hand. But you never find co-operation linked with ill will. It is a poor rule that won't work both ways, and what holds true of the manufacturer in his relations with the jobber is applicable also to the jobber in his dealings with the retailer. As far as possible it is his business to protect the retailer. This he can not do by systematic soliciting of trade from the consumer; nor is this method productive of any good will. It is the business of the jobber or his representative to protect the retailer by assuring him of the lowest prices in all present transactions, together with a guarantee for all future shipments. Do not imagine by what I have mentioned that I consider the manufacturer and the jobber the only ones who are responsible for the friendly or unfriendly relations among hardware men. The retailer has obligations as well—great ones—which must not be shirked, and I will just mention one way by which he can secure the everlasting good will of the jobber—and that is by paying bills promptly.

There are some firms doubtless who, by reason of a large capitalization, are enabled to "carry their customers" to an extent quite beyond the ability of others. There are others, however, whose credit de-

pends largely upon the promptness with which they meet their own bills and who feel that they can not afford to ignore any element of risk.

There is no question about it, that if the pernicious system of credits in use by manufacturers, wholesalers and retailers to-day could be eliminated, it would improve every feature of business and make for good, healthy commercial prosperity. Therefore, I say, pay your bills promptly. You may not be able to discount them—that's your loss—but endeavor to meet them as they mature. I remember several years ago a jobber of your city made the remark, "We have two classes of customers. One takes all there is in it by discounting bills; the other class is so long-winded that it leaves nothing in it." But I am glad to say he still lives and is doing a good business at his old stand.

Now, as regards the traveling man—the representative of the hardware business. He is certainly entitled to a share of our good will. Consider how many times a tired knight of the grip enters a place of business, getting the scantiest courtesy from the grouchy retailer. Maybe business has not been the liveliest; maybe the retailer has been out all night; maybe his store is already overstocked. Is that any reason why he should deliberately turn his back upon the traveling man, keeping him waiting all day with no intention of buying? Some men use this snubbing process, thinking it makes it easier to turn the representative down. It is a poor way and productive only of humiliation and hard feeling. And why should the salesman bear the brunt of the dealer's boorishness? He is not responsible for business situation.

The representatives of jobbing houses are entitled to all courtesy from us. They are doing a legitimate business in soliciting our trade. They do not expect to force it. It is to be admitted that some are very tenacious and determined to get an order. But remember that that very persistency is one of the requisites of a good salesman. If the dealer does not care to buy, he ought to say so promptly. He can be firm, courteous and couch his refusal in such a gentlemanly manner that the traveling man will feel no frost, no humiliation and depart with the impression that he has been treated like a prince. Good will will be the result of such treatment, but not the only one. You cast your bread upon the waters and find it again, after many days perhaps, in various little attentions to the particular wants of your trade from the salesman who has become your friend and well-wisher.

And now a word concerning local relations. What will promote good will among the hardware men of our own little burghs?

Nothing can guide a man in friendly deeds like a friendly spirit. A kindly heart is a better guide in the transactions of business or social life than any manual or book of etiquette. Men of high purpose and noble impulses go forward in their business and live without fear, trusting to their own good sense and conscious-

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

Horse Clippers



20th Century, List \$5.00.



1902 Clipper, List \$10.75.

Clip Your Neighbor's Horses and Make Money.

FOSTER STEVENS & CO.

Grand Rapids, Michigan

Four Kinds of Goupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.

integrity and good will to perform the duty of every hour.

Business men everywhere realize that never was there a time when competition along all lines of trade was more fierce than it is to-day. Chances of successful business growth are fewer, profits reduced to smallest margins. It is this fact that makes it necessary for the retailers of any locality to establish a basis of good will.

There is only one way to establish results, and that is by well-directed effort. It is all well enough to preach good will, but something more is necessary. There is need for reform in business—ways to improve it. And it seems to me that the key to the situation is local organization.

Let each retailer of hardware in your city get into line, for concerted action will develop trade. Let him affiliate with his business competitors, treating them as he would customers, co-operating with them on all business matters, exchanging views and opinions, doing nothing underhanded to get away competitors' trade but, by dropping all petty jealousies and bickerings, become friendly allies in the hardware business.

We all know this is the age of "Any way to get there," but I still believe in the old adage of "Live and let live." I believe unity along this line of action would accomplish wonders in building up friendly relations and hearty good will among local dealers. The surest way to protect the interests of the hardware business is for the dealers to protect each other. I am not in favor of ironclad combinations on prices, but a mutual understanding on staple prices would not be amiss. Unity is strength. In strength and influence there is enthusiasm, and as I said before, good will and co-operation work hand in hand and make for success.

Give the Store a General Cleaning Up.

Written for the Tradesman.

The time of year is now at hand when the poet tunes his lyre afresh and proceeds to court the muse in the hope of getting out something original in the way of spring poems.

It is also the time of year when the progressive merchant shakes off the tired feeling which lays hold of every one more or less in the early spring and begins to lay plans for the capture of the elusive Almighty Dollar.

It is also the time of year when the customer sniffs the air, redolent of the woods, and begins to figure on new clothes for his family and seasonable eatables with which to tickle the palate after a long winter of buckwheat cakes.

It now is the accepted time for the merchant to get a new grasp on life. The stock has, no doubt, not been kept up to a proper standard during the winter, although it should have been, and now is the time to freshen it up. The human animal, after a winter of animal foods, is looking for green fodder. It is still too early for green stuff, but the hothouse product is obtainable and a goodly display will net the grocer a tidy sum.

Because it is spring many mer-

chants make the mistake of thinking that it is a good plan to unload on the unsuspecting buyers the refuse of a winter's business at a bargain sale which is a bargain sale in name only. The idea may be all right, but the right prices must be placed on the goods—real bargain prices, not the prices that the goods usually bring but a good cut that will sell the goods and get them out of the way to make room for the new and attractive goods that mean so much in keeping up the general atmosphere of freshness about the place.

Now is the time of year, if ever, that a place of business should look fresh. Not that it should ever be the opposite, but a dingy store is all the more noticeable when everything else is bright. When the door is open and the fresh warm air is coming in, filling every nook and corner with the pleasant earthy odor; when the sunshine comes through the windows in golden streams, unmercifully showing up any defect in the general appearance of the interior, then, if ever, should everything be in harmony with the beautiful outside world.

The window display is another item to receive special spring attention. External appearance counts for half in this general spring rejuvenizing. A tempting window display in the springtime, when a person is, without really knowing it, expecting something new, is one of the most important factors in getting new business.

Among the other things which the merchant with the spring business feeling has to consider is advertising. So much has been said upon this subject that it seems impossible to say more; but the field is large and has never yet been entirely covered.

One of the first things to be thought of in connection with this branch of the business is the delivery wagon, or wagons, as the case may be. Yet this branch of advertising, in most instances, receives the least attention. A man will spend \$50 in foolish handbill and dodger advertising when one-fifth of that amount spent upon the delivery wagon would be of ten fold more value. The wagon is an advertisement wherever it is—on the residence streets or in the business section of the place. Whether that advertisement is good or bad depends upon the care that has been expended upon it. Nothing looks more as if the business was going downhill than a wagon needing a fresh coat of paint.

Thus all through the business are little things that must be attended to in the spring. The springtime seems to suggest innovations and alterations. It seems fitting that something should be done in the spring in the way of a change and to make the place more attractive to customers.

Burton Allen.

The best remedy for bee sting is honey, it is said. The bee carries with him the antidote for his own poison. When stung cover the wound immediately with honey, and the wound will prove scarcely more painful than the prick of a pin.

Cedar posts in car lots for sale. Write W. C. Fuller, Farwell, Mich.

Fletcher Bicycles

For Season 1904

We are still in the game with a complete line of popular priced wheels.

Backed by a Guarantee that Insures Protection to Dealer and Rider.

Catalogue and prices mailed to dealers promptly upon application.

Fletcher Hardware Co.

Detroit, Michigan

Largest Jobbers of General Line of Sporting Goods in the Middle West



Our Best Draw Cut Pruning Shears
Write for Catalogue

Manufactured by
VANATOR EDGE TOOL
WORKS, Ltd.
Grand Ledge, Michigan



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."

HOME TIES SEVERED

As a Result of the Trading Stamp Mania.

I have another story to tell about trading stamps this week from another standpoint. I am giving it to you just as it was given to me by the grocer in whose town it happened. If there is any exaggeration about it, he made it, not I.

Some people think the trading stamp scheme is a big thing for the consumer. They think of nothing but the theory that a woman, without lifting a finger or paying a cent more for her goods than she would pay anyway, can collect enough stamps in a little time to get a lot of "useful and beautiful presents," to quote from Sperry & Hutchinson's advertisement.

That is all right, but wait a minute. I have a story to tell that confirms a belief I have had all along—that the trading stamp scheme is the greatest destroyer of economy that the consumer ever had.

For everybody but the trading stamp company it is a bad scheme.

A week or so ago I had occasion to go to a little town down in one corner of Pennsylvania. It has a population of about 1,500 people and is one of those places where Mrs. Simpkins can not have the dressmaker for a day without the whole town rubbing when she goes to church the next Sunday.

The trading stamp serpent has even invaded this place and nearly all the little stores there have trading stamp signs in the window. They are redeemed in a larger town about seven miles away.

"Well, I see trading stamps have struck you, like the rest of us," I said to the grocer after we had finished our business.

"So they have," he said. "I wouldn't have had anything to do with 'em—I don't believe such schemes and business go together—but the rest of the stores put 'em in and people seemed to want me to, too."

"Have they been a good thing for you?" I asked.

"No," he answered, "I can't see where they've done me any good at all."

"It is a scheme that has no good in it for the dealer," I said. "The company and the consumer are the only ones who get anything out of it."

"The consumer?" he repeated. "I wouldn't want to get what a good many consumers get out of it! Why, there are people in this town who have been completely upset by these darned stamps. There was Charlie Ambler's wife up here—they lived as nice and happy as could be before this business came around, and now Charlie is living with his folks and she's gone to live with her sister in Harrisburg."

This was a new one.

"You don't mean that trading stamps broke up this man's home, do you?" I said incredulously.

"I don't know anything else to lay it to," he answered. "That's the common talk around the place."

Then I got him to tell me, and here is the story:

This Charlie Ambler was a young printer. He had the only printing office in the village and he issued a little weekly paper. No man in that business can get rich in a town of 1,500, but he made a few hundred a year and was happy and content.

Just about two years before that he had married this girl from Harrisburg. He had met her while she was on a visit to the place. She was a nice sort of girl, a clever housekeeper, and they buckled down together and made a little home in a two-story house on the outskirts of the village.

Ambler had no money to speak of when he was married and he had had to get his furniture by degrees. He had done the best he could in the two years he had been married and had gotten everything fitted up but the parlor. That had a few chairs in it, but none of the little ornaments and knick-knacks that make all the difference between four bare walls and a palace.

When trading stamps struck this little village Mrs. Ambler went crazy. She was not to be blamed for wanting her home nice, of course, and she thought she saw a way to make it nice without spending a cent.

Well, when practically all the stores in the village put in the stamps she had a delighted fit. Everything she bought she insisted on getting stamps with, and, according to the grocer, every time she went to the near-by town where the stamp store was she would go in there and gloat over the trumpery stuff on exhibition.

It takes a long time for a family of two to accumulate \$99 worth of stamps, which is the smallest quantity these sharks will redeem, I believe. And even when you've got your \$99 worth, it's disappointing what a meager little foolish thing you can get for them.

With the Amblers the book filled slowly. The grocer told me she only spent about \$3 a week with him, and, of course, the bulk of anybody's spending is done for groceries and rent, which brings no stamps.

Young Mrs. Ambler was a very economical woman. She had always been a close buyer and a very insistent one. In fact, the grocer had been sour on her more than once on that account.

These accursed trading stamps soon changed her disposition completely. In a little while she began to buy two pounds of coffee where she had formerly bought one, and to buy it just as frequently. He said he noticed that all her purchases were larger and her weekly bills began to run 50 per cent. more than they ever had before—simply and solely to get more stamps!

Ambler's bill was sent in every month. When the first bill that showed any substantial increase reached Ambler he brought it back to the store and asked an explanation.

"We haven't been eating any more," he said, "and we haven't had any company. I can't understand how it is that the bill is so much larger."

The grocer showed him his books



A Peep into the Future

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

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

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

We believe this system will do as much for you.

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

Save three Pennies Do it today.

Ask Department "K" for Catalog.

THE COMPUTING SCALE COMPANY

MAKERS

DAYTON, OHIO

THE MONEYWEIGHT SCALE COMPANY

DISTRIBUTORS

CHICAGO, ILL.



Dayton

Moneyweight



and the man paid the bill, although very sullenly.

He must have called his wife down, for her purchases got back to normal again for a little while, but they soon began to grow again, and then the grocer made some surreptitious enquiries among other storekeepers of the place. He found that she was doing the same thing with all of them—buying more than she ever had before.

When the next grocery bill went in, even larger than the one Ambler had kicked over before, the young fellow went to the grocer and told him sharply that he did not want his wife given credit for more than \$3 worth of goods a week.

The grocer refused to be drawn into the wrangle. He said he did not want to be placed in the position of having to refuse Mrs. Ambler goods; advised the man to settle the matter in his own home instead of through the storekeepers.

Ambler went away without making any reply, and all the goods that his wife ordered the next month she got.

The bill was just about as large as it had been the month before.

To make a long story short, the town woke up one morning and found that Charlie Ambler's wife had gone back to her folks in Harrisburg and one of Charlie's married sisters had moved into the little two-story house with her husband.

Of course, the whole thing was soon over town—who has a secret in a country village? The poor girl had had her head completely turned

by the trading stamps. Her laudable desire to make her home pretty had developed into a perfect craze to get stamps. The only way she could get them was by buying goods and, as her ordinary purchases were small, she soon began to buy more, and so it went on. Ambler told the grocer shortly after she had gone, that she had left bills at every store in town so big that it would take him months to pay them off.

The goods she had bought were all stored in the house—they found ten pounds of coffee in the kitchen closet—but every premium she had got she had stuck religiously in her parlor.

Some of these days I hope with all my heart that these people may come together again. It would be an awful thing if these wretched stamps should break up a home for all time.

I have no doubt there are hundreds more cases on this same order. Not as bad as this, perhaps, but bad enough. It is a strong woman whose head can not be turned by this lust for getting something for nothing, and once it is turned, the Lord only knows what she will do.

My wife is collecting the stamps, in an indifferent sort of way—she has not got very far in yet—but I am on the watch, and at the very first sign that she is getting under the influence, I am going to take a barrel stave, remove the nails carefully from the end, and then apply it where it will do the most good.—Stroller in Grocery World.

Art in Window Dressing.

The mingling of some article entirely foreign to your merchandise can be mentioned again with profit. Did it ever occur to you what clever cards can be displayed from such combination? As an example, take the clothing window in early autumn, with a large basket of newly gathered fruit in the center; call it "The Choicest of the First Picking." It applies to the fruit, it applies to the clothing, and you have made a display which will attract many people. Carry this idea into spring and summer—there are abundant articles which can be used.

Do not be afraid to have something odd, so long as you remain within the bounds of good taste. Remember always that good clothing and furnishing goods are perfect only when coupled with cleanliness.

Have flowers in the store at this period of the year—the flowers themselves, not the artificial kind. They "liven up" by reason of their contrast and beauty; they perfume and lend a certain air of gladness to both buyer and seller; in other words, they lend cheerfulness generally.

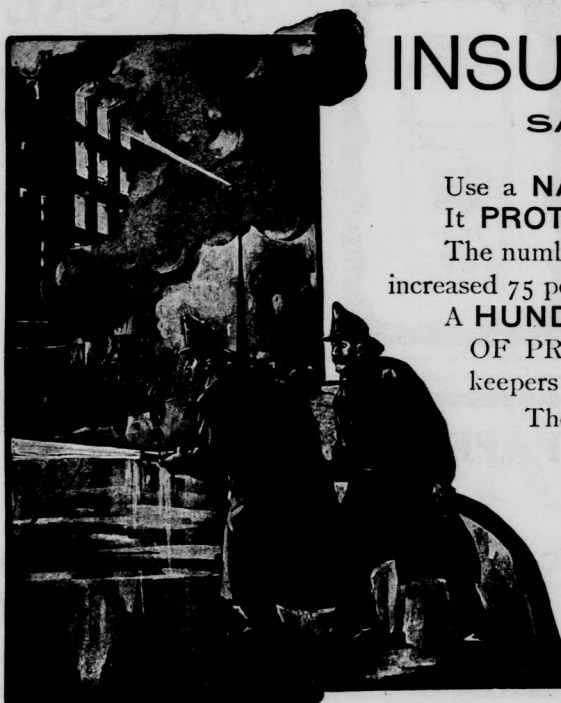
A word as to after-dark displays. Do not let the window go from your mind. If neither gas nor electricity be at hand, see that the lamp is placed above the goods, and draw the shades to conceal the source of light. So, too, with the gas. In using electricity, the operator is presented with an auxiliary which is at once beautiful and easily treated. Presuming your display to be one of bright-colored neckwear, procure some crepe paper

of the same color, cut it into squares and fasten to the bulbs of your lights. The effect is one of intense interest and lends additional attractiveness to the goods displayed. A variety at hand is almost without end.

The old saying, "There are tricks in every trade," is apropos, and while window dressing is more an art than a trade, it has its fine points. As a matter of course, when goods are placed in a window, it is supposed that all who pass will note their character and general arrangement. If not, you say, "Why all this time and trouble?" Do not deceive yourself into believing this. You have not dressed it for that purpose. There are but few people—comparatively—you desire to attract, and they are the probable purchasers of the goods.

No matter how well the articles are arranged, many of these will not see what you have done unless something without awakes them from the reveries in which they appear to pass your window. Nothing does this work half so well as someone already looking; nothing brings that looker half so soon as some article entirely foreign to your merchandise, mingled with them. A trial of the suggestions in the fore part of this article will be well worth the trouble and trivial expense.—Clothier and Furnisher.

Keep up your grit; but let it be the right kind of grit. Grit that makes a man hard and stubborn is a miserable thing to deal with. Such grit makes a lot of trouble in the world.



INSURE YOUR PROFITS SAME AS YOUR BUILDINGS

Use a **NATIONAL** Cash Register.

It **PROTECTS** your daily income.

The number of merchants who insure their stock against fire has increased 75 per cent.

A **HUNDRED** times more **FAILURES** are caused BY LOSS OF PROFITS than by fire. That's the reason 375,000 storekeepers **INSURE** their profits by using **NATIONAL** registers.

The improved "**NATIONAL**" protects

1. Cash sales,
2. Credit sales,
3. Cash received on account,
4. Cash paid out,
5. Money changed

against carelessness, dishonesty, mistakes.

The **COST** of this protection is **LESS** than one-tenth the cost of fire insurance.

THE 1904 MODELS are wonderful machines. It's worth money to know about them. You will find a few minutes talking to an N. C. R. representative a good investment. Send in the coupon. It puts you under no obligation to buy.

NATIONAL CASH REGISTER CO., DAYTON, O., U. S. A.

AGENCIES IN 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 _____



The New Attitude Now Assumed Towards Children.

Written for the Tradesman.

The simultaneous announcement that the public schools are about to return to corporal punishment and that a man in Kalamazoo has invented a patent spanking machine that is guaranteed to carry repentance and reformation in its wake is more than a coincidence. It is a special Providence. Of course, there was never anything the matter with the old-fashioned, hand-made spank, except that there was never enough of it to go around, and so the invention of something that promises to enlarge its cope and usefulness meets a long-felt want, for there is no such other crying need in America as the unspanked children in need of a good paddling.

I am quite aware that these views will not meet the approval of most mothers, and that I shall be considered a rank Philistine by the child culture cult, but to my mind there is no other sin equal to that of letting a child make itself and everybody else about it miserable and uncomfortable when it could be sweetened, reformed, made agreeable and optimistic by a judiciously administered spank. For the spank stands to the child for law and order and respectability, and it is happy just in proportion as it is amenable to it. The child criminal is just as miserable, and unrestful, and guilty as the adult criminal. There is no peace in law breaking.

The most curious evolution of modern civilization is the new attitude we have taken towards children, and its fundamental principle is that a child must not be made to behave. He is no longer forced into the straight and narrow path and made to stay there. He is beguiled into the ways of righteousness and politeness and civility, and if he condescends to walk in that direction, everybody breathes a sigh of relief and is thankful for small favors. But if he behaves it is simply a matter of grace. Nobody is rash enough to try to make him.

In olden times there did not seem to be any particular difficulty, or flurry, about raising children, and when most of us were brought up it was a perfectly plain and simple proposition without any sterilized milk or sterilized philosophizing about it. We were dressed simply, reared plainly, spanked when we were bad, kissed when we reformed, taught obedience to our parents, respect for our elders, and had the fact forcibly impressed on our youthful understanding that children were to be seen and not heard. Now all of that is clean out. As for the seen and not heard theory it has fallen into utter desuetude so far as the modern child is concerned. After the first baby is born into a family, even the most optimistic abandon hope of getting any rational conversation out of

either parent for the next twenty years. It is always what Tommy thinks, or the clever thing Sallie did that is the staple of talk, re-enforced by corrections and emendations from the author, "No, mamma, I didn't say it that way, I said it so and so;" "Papa, tell the lady what I did," and so on. No effort is made to suppress these infant terrors. On the contrary, they are dragged to the front and kept there.

Once upon a time, I was invited to spend an evening with a number of charming people, among whom was a noted traveler, scarcely less famous as a raconteur than he was for his adventures. I am sure that all the other guests, as well as myself, went expecting to sit in absorbed silence, listening to the great man, but alas, for our hopes, early in the evening the young son of the house brought forth a copy of the American Boys' Hand Book of Sports and insisted on reading aloud how to build an ice boat. For one solid hour we writhed in silence while he droned along with all the fascinating elocutionary effects peculiar to inexperienced youth. Nobody dared put their impulse into execution and gag him, and at the end his misguided mother turned on her outraged guests and beamingly asked us if we did not think Charley read remarkably well for a child of that age? I trust that was an extreme case, but do you know a house in which there are children that they are not the eternal subject of all conversation? There, there, beloved, do not ransack your memory any more. You do not. Neither do I.

I do not believe in suppressing children altogether, or even too much, but I do think it is a rank injustice to any child to raise him up to think that he is of supreme and paramount importance and that the world is waiting breathlessly to hear his opinion. It is going to be a bitter day for him when he finds out he is not the only pebble on the beach, and he will get many a hard lick before life knocks the inflated self-esteem out of him and reduces him to the proper size for the little bit of a place he is going to fill in the world.

Another cherished theory is that you must not force a child to do anything. Lead him, entice him. Always present duty with a halo around it, and the right thing in an alluring and attractive light. It is a lovely idea. The only trouble is that life contradicts it at every turn. It is very, very seldom that duty is wreathed with roses. It is part of the temptation and deceitfulness of sin that the wrong thing is always the attractive thing. Any parent who teaches a child that it is pleasant and easy to do right has given him a broken reed to lean on in his hour of need. It is not easy to always do right; duty is not always pleasant. It is bitter hard, and cruel as death at times, and it is always dead easy to do wrong. "I never give my children any duties to do at home," says one woman, triumphantly exploiting her theory, "as duties, because that would be distasteful to them, but I make a game of it, and they never discover that it is anything but play." Yes, but how about

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



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

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.

FOOTE & JENKS

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

Sold only in bottles bearing our address

FOOTE & JENKS'
JAXON
Highest Grade Extracts.

Foote & Jenks
JACKSON, MICH.

COLEMAN'S
HIGH FOOTE & JENKS' CLASS
EXTRACTS

the day when that child—grown into a man or woman—faces the work that is stripped of its tinsel and disguise, and that is nothing but a hard, unromantic, twelve-hour a day job? The chances are that if the child is a boy he will throw it up and go and loaf on his kinsfolk, or if it is a girl that she will marry for a home, and swell the ranks of the dissatisfied, complaining, spiteful women.

There is not any use in trying to sugar-coat the duties of life in the hopes that a child will swallow them and never discover there is a bitter pill inside. The sweet always rubs off at the critical moment. Better cultivate enough backbone to make him strong enough to choose the right, even if it is hard. When anyone has learned to do what they have to do without fuss or complaint, when they have learned to take their pill without making faces—they have conquered fate. Do not buoy any child up with the hope that things are going to be made smooth and pleasant for him in life. They are not, and remember that it is the things we learn in childhood, the prayer we learn at our mother's knee, the old song we heard on our nurse's bosom, the habits we formed then that stick to us through life. They are the thousand gossamer threads that are woven into character, and if they are weak, some day the cable that should bind us fast to goodness and truth breaks and we are blown out to sea.

In the new attitude towards children it is held that obedience is desirable, but that it is tyrannical and

brutal to enforce it. You must never say "must" to a child, but instead, insinuate your desires in a diplomatic way that will leave you a chance to crawl with dignity if he does not see fit to accept your ultimatum.

Could anything be more ridiculous? A parent who never commands and who never enforces obedience with brute strength, if necessary, has no authority. Suppose a general on the eve of battle should say to his troops that he would be gratified if they would advance, and hoped that those who felt like it would charge the enemy. Would anybody be wild enough to predict anything but disaster? It is the sharp, stern command, the habit of obedience that does the work. It may seem a matter of very small moment whether Sally comes in off the sidewalk when you call her or Johnny stays away from the ball game when you forbid him to go, but what about the day when Sally imagines herself in love with some drunken beast whose acquaintance she has picked up somewhere or Johnny takes to running with hoodlums and staying out of nights? You can not control them. You never enforced obedience and you are responsible here and hereafter for a wrecked life.

The greatest misfortune that has befallen the human race since the Eden episode was the discovery that a child was a problem. Up to that time we had not been pestered and confused with theories. If a child was disobedient he was punished for it and refrained from repeating the offense. In the mercy of heaven it

had not occurred to anybody that there was danger of cowing him by making him behave. If he disturbed an entire neighborhood with yells and howls that were nothing but temper, some humane person turned him across their knees and administered a spanking* that created a beaming pacifico in a few minutes. Inspired wisdom had not discovered then that it was likely to break a proud spirit. It is probable that Mrs. Washington, and Mrs. Jefferson, and Mrs. Grant, and a thousand other energetic and determined women who brought up sons who were a credit to themselves and an honor to their nation, never once suspected that in little George, or Thomas, or Ulysses they were confronting a problem. They were just human boys, and they dealt with them on that platform.

Children are just as adorable now as ever. They are still the sunshine and the perfume of life, but for their own sakes we need to get back into a saner attitude towards them. They need to be relegated to the rear for a while and not brought perpetually to the front. They need to be taught obedience, that they may be fitted some day to command. They need to be strengthened to meet the stern requirements of destiny, not taught that they may shirk its responsibilities, for childhood is the school of life, and as we learn its lessons so shall we stand or fall.

Dorothy Dix.

Most of the accidents of this world are not accidents at all; nothing but Simon pure carelessness.

Things Your Grocer Will Do.

He will pay from one to three cents more per pound for your butter if you put it in pound molds and get it to his store in good shape.

He will sell your cottage cheese, home-made jellies and jams, grated horse-radish, and all the little things that count up so rapidly, at a small commission if he does not have to apologize for them.

He will sell, at moderate prices, boxes that make excellent hens' nests if you are a good, steady customer.

He will sell your eggs to his best patrons, if you can assure him they are perfectly fresh, and thereby create a demand for your produce. One thing helps sell another.

He will buy your vegetables, fruits and produce in preference to other people's if he is sure you offer him the first selection.

He will make it profitable to you, and himself as well, if your butter, eggs, fruit and vegetables reach his store early in the morning instead of during the heat of the day.

He will remember it against you forever if you tell him how much cheaper you have bought goods from a city department store. The department store is making it harder every year for the country merchant to exist.

He will do his level best for you if you are willing to reciprocate.

Hilda Richmond.

If when washing windows the water is blue, they will retain brilliancy longer, and polish more easily. Try it.

**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.

CLERKS' CORNER

Where the Clerks Think Themselves Imposed Upon.

When there is a necessity for doing extra work is not the time for a clerk to flunk, get cranky and mulish and refuse to do what he knows he should do to help the work along. A rush of trade, an unlooked-for absence of other clerks, a busy noon hour with few to do the work, an unusually tumbled stock are all contributors to the upsetting of the spirits of the clerk who is inclined to think he may be doing more work than his share.

A few days ago it was necessary for me to go down town in a hurry, and one of my errands called me to the clothing stock in a pretty pretentious store. I wore an old cap and had on an old office coat and will confess that I did not look quite as reputable and prosperous as I should have done or as I might have done by taking a little trouble before starting. I found the stock with but one clerk in charge—it was the noon hour. One customer was ahead of me, but I patiently awaited my turn, being conscious that the young man was sizing me up and also being willing to see what would be the result.

The customer completed his errand at the other end of the stock about the time that two others, better dressed than myself, came in. No attention was paid to me, not even a question being asked as to my errand or wants. The other two people were immediately taken up, and during ten minutes of further patient waiting I watched the progress of "business." At the end of that time I walked out, taking pains to pass very near the clerk in order to allow him to accost me, if he so desired, but he did no more than look at me as I went down the stairs.

What sort of a conclusion did I make? Well, I philosophically figured out that the young man sized me up as a cheap skate, jumped at a conclusion that my trade would not amount to much, and proceeded to handle people he believed would pass more money over to him. I also thought that the average customer, under such circumstances, would have gone out of the store indignant and at least mentally declared themselves through with trading at that store. Personally, I didn't care a continental, for I went to another place and purchased what I wanted, but it will be the most natural thing in the world for me not to go into that clothing department the next time I want something in that line of goods.

Now, had the young man spoken to me and asked my wants, he could have answered me or sold me within three minutes. Instead, he carefully and studiously shunned me to reach out for a customer that was better looking. Perhaps it was a lesson to me not to go about looking quite so shop worn, yet it was not the business of the clerk to pay any atten-

tion whatever to that, but to see at the first opportunity what I wanted. It gave me an excellent thing to think about and something good to talk to you about.

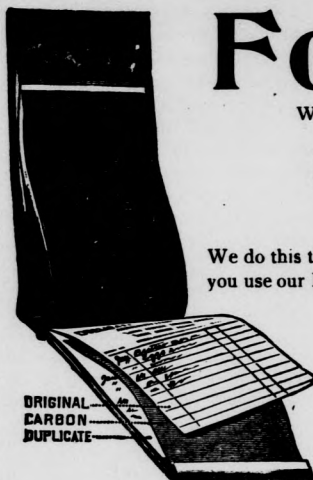
There is no circumstance when a clerk can afford to wittingly allow a customer to stand on the floor unaccommodated longer than is necessary. There is never an occasion when a clerk has the right to size up a customer by means of a carefully scrutinizing glance, for the sensitiveness of all people is not laid out on the same scale. There is never an occasion when a clerk is alone that he is not able to at least speak to customers and ask them their wants, instead of allowing them to stand about and feel foolish while their personal duties are calling them to hurry up.

That young man very evidently does the same thing with many other customers and undoubtedly thinks he does a pretty smart stunt by picking the best customers from the pile of all sorts of people who come into the store. The men in authority above him may not know anything about his tendencies and believe that he is doing all right when left alone to take care of the business. That is why it is a good thing for me to give you a few pointers right here. You would not take them from your boss without firing up and feeling sour and disgruntled, but you can not hit back at me or slam my goods around on the counter after you have read this, so here goes to tell you how foolish and simple you often are when you think you are doing bright stunts or are doing something at which you will never be caught.

This forenoon there was an hour of lull in business and you did not have one customer to wait upon. This noon it happened that you were left alone for half an hour because of the sickness of another clerk. In that half hour there were ten people in the store, and five of them were in a hurry to be waited upon. You don't know about the other five, for they got away. You know you could have held at least a part of those five had you taken pains to speak to them and ask them to wait until you could get to them, but you became cranky because you were alone with so much work to do, which crankiness was aggravated by the questions of a customer who seemed bound not to be pleased with anything. Two of the five you saw go into a store across the street, and you dread to have the other three come into your store again for fear they may say something to the boss about not being waited upon at noon.

Just cut that conduct out from this time henceforth. It not only exasperates customers, but so stirs up your own mind as to make you unfit to properly wait upon the customers you tackle. It makes no difference if fifty people come up before you when you are alone, it is a part of your business to do your best to get a hold on every one of them, and if a few get away you will know that you did your best to serve and satisfy them.

Never believe you are doing more



For \$4.00

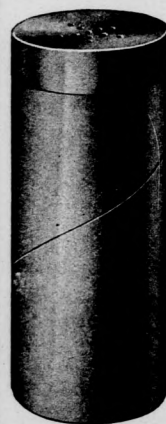
We will send you printed and complete

5,000 Bills
5,000 Duplicates
100 Sheets of Carbon Paper
2 Patent Leather Covers

We do this to have you give them a trial. We know if once you use our Duplicate system you will always use it, as it pays for itself in forgotten charges alone. For descriptive circular and special prices on large quantities address

A. H. Morrill & Co.,

105 Ottawa Street,
Grand Rapids, Michigan



Make Anything That Sifts?

We make you your first profit by saving you money.

Gem Fibre Package Co., Detroit, Mich.

Makers of

Aseptic, Mold-proof, Moist-proof and Air-tight Special Cans for

Butter, Lard, Sausage, Jelly, Jam, Fruit-Butters, Dried and Desiccated Fruits, Confectionery, Honey, Tea, Coffee, Spices, Baking Powder and Soda, Druggists' Sundries, Salt, Chemicals and Paints, Tobacco, Preserves, Yeast, Pure Foods, Etc.

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.

than your share of work and attempt to get even with the boss for it. If you are not satisfied with your place and your work, it is up to you to talk with the boss about it, and if no satisfactory adjustment can be made the time has come when you should try your abilities somewhere else at the first opportunity. It is never a part of your business to try to get even with your employer because you think he is not treating you as you should be treated. You can not do too well the work you are set to do, and even although you are right in your belief of unfair treatment, you will be the gainer by doing the best you can under all circumstances. Two wrongs won't make a right, even although you think you have the proper formula for such work.

Never size a customer up by the clothes he wears. It is not long ago that I gave you a lecture on that point, but it is a pretty good thing to again rub into your mind. The appearance of a man may be a good indication of his inclinations, but the pocketbook is not always of the same roughness as the pocket that holds it. Circumstances of immediate nature often control appearances almost completely, and it is not your business to become the judge of the customer's purchasing inclinations.

You are hired to do a part of the work of the store and there are times when you do more of the tumbling of goods than the other fellows. It is not a square deal that you should refuse to help put up stock, or should growl and pout about it when some other fellow has been doing a larger tumbling business than yourself and it comes your turn to do some of the work. The work of the store is there to be done, and do not fool yourself that the boss is not able to see who does it and how it is done. Honest labor done with cheerfulness is not effort that goes unnoticed.

Never think your present business is so important you can let go of it for a second in order to do something else. I have known clerks to refuse the calls of others to come and wait upon customers because the willful clerks were so occupied with something else they would not give it up. The goods can be placed and re-arranged after the customers are gone. The idle hours are sufficient for that work, and the customer who gets what she wants this morning is willing to wait until some other day to see the goods in a perfectly proper alignment. She needs what she asks for, and is most naturally and rightfully exasperated at being held up while you do something which she fails to understand has any bearing whatever on her case.

Never assort your customers when there are many waiting to be served. The customers usually know their turn as well as they would know their positions in the line before a ticket window, and they are resentful if others are taken up before them. If you occasionally make an error it is not a fault to be laid up against you, but a deliberate assorting and choosing are something not to be thought of for the good of the store-

and much less for the good of yourself as an efficient clerk.

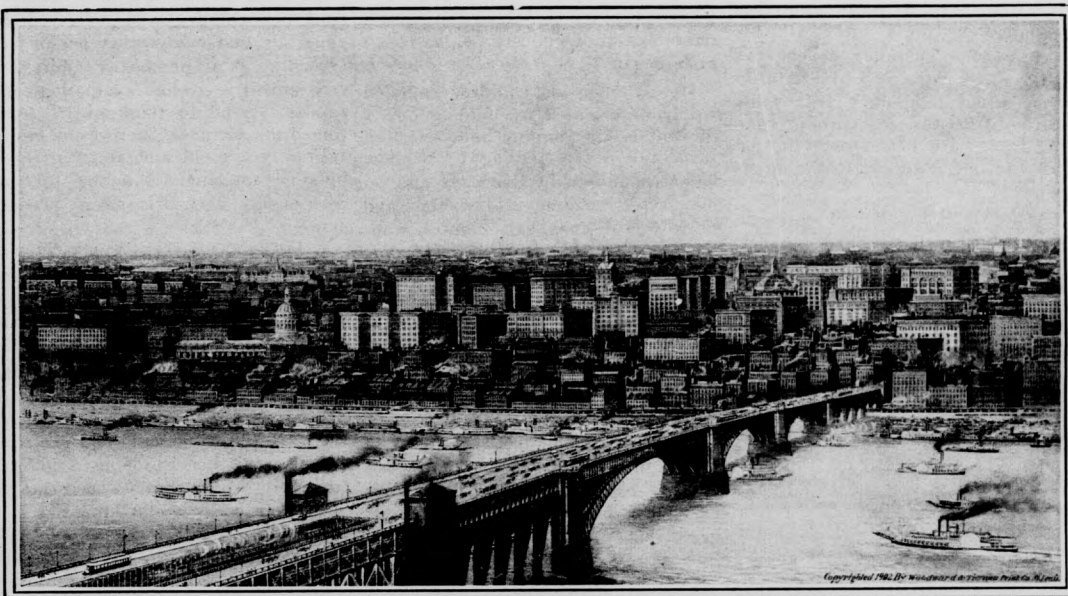
Some people might tell you to always treat your customers as you would like to be treated were you a customer. That is a very good rule so far as it reaches, but you have got to bear in mind that other people are not like you, and their tastes and desires differ very largely. The best thing you can do is to treat each customer as you think that customer wants to be treated. Attempts to do that will quickly lead you into the habit of following the inclinations and thoughts of your customers to the extent of coming close to pleasing them every time. That is the point at which you must aim, and that is the place where you must bank your greatest usefulness as a

clerk. Not only do as you would be done by, but do as the other fellow thinks he wants to be done by. Not always will you agree with him, but that is his business and not yours. You are there to please the customers and not to have the customers please you.—Drygoodsman.

The Taste for Chocolate.

The taste of the people of the United States for cacao and chocolate appears to be developing with rapidity. Figures compiled by the Department of Commerce and Labor show that the importation of cacao has grown from 9,000,000 pounds in 1883 to 24,000,000 pounds in 1893, and 63,000,000 pounds in 1903. Cacao, as is well understood, is the product of

the cacao tree, which grows wild in tropical America, and is also much cultivated there, and to some extent in Asia and Africa. The fruit of this tree, a pear-shaped pod from five to ten inches in length, contains numerous large seeds from which the chocolate of commerce is produced, while the shells are also utilized for the decoction known as cacao or cocoa, used as a substitute for tea or coffee. It is the crude cacao, leaves and shells, which form the large and rapidly-growing importation above referred to, which has increased from 9,000,000 pounds in 1883 to 63,000,000 pounds in 1903. The value of importations of cacao in this crude form has grown from \$1,000,000 in 1883 to \$4,000,000 in 1893, and nearly \$8,000,000 in 1903.



Saint Louis, Missouri, from the opposite side of the river

**YOU ARE ALWAYS SURE of a sale
and a profit if you stock SAPOLIO.
You can increase your trade and the
comfort of your customers by stocking
HAND SAPOLIO
at once. It will sell and satisfy.**

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.

TRICK TURNED.

Circus Day in Wellston—First National Bank Robbed.

It was circus day in Wellston and the accumulated energy and enthusiasm of four weeks of anticipation had populated the little city with thousands of people from all the countryside within thirty miles, every one off for a holiday. The townsfolk, too, were equally alert and on all sides was that inexplicable paradox of people dazed with curiosity and expectation over an event, every detail of which was as familiar to them as the hitching posts along the main streets.

The Metropolitan, the City and the Exchange hotels were adjusted for the usual crush at dinner time; the team sheds, private stables and barn yards were open to people who had driven in from the country; all the stores wore a gala day aspect and thrifty, shifty citizens had established the usual temporary soft drink and candy booths at corners and along front yard fences over the entire way from town out to the circus grounds.

And the small boy, the omnipresent, irrepressible small boy, had completed his fifth or sixth invoice of the circus outfit as it was discharged from the trains at the station, or at "the grounds" during the process of staking out and tent raising, so that everything was in readiness for the grand parade.

"Well, I can't help it, we gave the citizens fair warning a week ago," said the chief of police in answer to an anxious and much disturbed citizen who had confided to him the fact that he had heard from a friend who lived "in the town where this show gave exhibitions last week that the crooks just cut things wide open."

"It is beyond reason," continued the head of the police force, "to expect six men to protect the half a hundred fools who accept circus day as the best time in which to exhibit their weaknesses. They will go up against thimble riggers, the shell game, confidence men or any old skin dodge and there's no use trying to stop 'em."

"That's right," put in Warren G. Bondy, proprietor of the largest department store in the city, "an' for one, I think that other idiot, the one right here in town, who packs off with his entire family to see the show, leaving his back door, his cellar door or two or three windows in his house unlocked, is not only not entitled to sympathy if his house is looted by thieves, but he has no right even to expect police protection."

B.-B.-B.

The Busy Bees—Bondy's Big Bazaar—The Busy Bees.

B.-B.-B.

Thus it was that Warren G. Bondy constructed the initial display in his regular advertisements and so, too, it came about that Bondy's Big Bazaar, the largest and finest retail establishment in the city, was best known, locally, as "The Busy Bee."

The Busy Bee corner was the commercial center of town, the First National Bank occupying the corner offices while, in an L-shape around two

sides of the bank, was Bondy's Bazaar. Mr. Bondy was President of the bank, besides being at the head of the bazaar, and his private office was so arranged that it could be entered from the bank or from the store by passing through the counting room of either establishment. This office, fronting on the main street, had a spacious bay window with a single plate of glass twelve feet wide and six feet high and a broad window seat—an extremely advantageous point from which to view a street display of any kind.

After various false alarms of: "Here they come," and repeated fruitless rushes to the window, the strains of, "The Washington Post March," in the unmistakable tempo of the circus, made the approach of the "Unexampled, Unequalled and Unique Display of Arenic and Equestrian Magnificence" assured, and the rush began.

Men, women and children hurried wildly here and there, finding points of vantage one minute and deserting them the next; clinging to window ledges, standing in stairways and on doorsteps, climbing into wagons, and on to wagon hubs, balancing on wagon tires, fathers held little ones aloft and boys shinned up telegraph poles, electric light poles and sign posts. Every store window was filled with gaping, wondering people and Warren G. Bondy's office and window seat were decorously devoted to Mr. Bondy and several of his lady friends.

Upon the step just outside and below his window, tiptoeing and daintily balancing herself to get occasional glimpses up the street, stood a very pretty young woman, attired modestly in a plain but very tasteful tailor made suit, who, evidently alone, was having great difficulty in retaining her place amid the pushing, jostling, thoughtless crowd. And Mr. Bondy saw her. Mr. Bondy was a man and a gentleman. His instinct was strong and, as a rule, it was reliable, therefore it was that, speaking to the book-keeper, who stood just back of him, he said in a low tone, "Ransom, just step out and ask that

lady if she wouldn't like a place in here with the rest of us."

Ransom obeyed the request only too gladly, being somewhat of a lady's man himself, and the next minute the handsome stranger, carrying herself with most becoming diffidence and yet with exceeding grace and gratitude, was occupying a position between Mr. Bondy and the assistant cashier. To the left of Mr. Bondy were two other ladies who were conversing with the book-keeper, while between the cashier and the assistant cashier were two more ladies. And this group of nine, each one unconsciously courteous and thoughtful to all others, was also a throbbing mass of human expectancy. "Isn't it odd and most fortunate," observed the fair young stranger, "that I should fall into such hands?" And her enquiry was delivered so generally that every other person accepted it as if personally addressed and smiled a cordial, sympathetic response. "And to think of it," continued the stranger, "here I am, twenty-four years old and about to look upon—I am almost ashamed to confess it—my very first circus procession."

A chorus of surprised: "Oh's" and "Ah's" from her astonished companions was cut off abruptly by the delighted young woman, who, with a quick and all inclusive exclamation of joy, directed the attention of those who were with her to the open cage of lions just then passing. "And just see those dear kittens!" she exclaimed, clapping her hands in a perfect frenzy of excitement. "Dear me, I wish that band would stop playing, I want to!"

At this juncture the bespangled but tired-looking man in one of the open cages stood up and permitted the great tiger shut in with him to rear upon his hind legs and rest his fore paws upon his shoulders. "Oh! oh! just look!" cried the stranger guest, "the tiger is taller than that man. Wouldn't it be dreadful if his fierce nature should suddenly assert itself?"

"Whose? The man's?" facetiously

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

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.

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

enquired Mr. Bondy. And the fair one laughed heartily with the rest over the sally. Quickly recovering herself, however, she blushed and seemed to seek less prominence by adding, penitently: "I suppose I am making a ridiculous exhibition of myself, but—oh, ladies! ladies! look at those absurd monkeys. Look! gentlemen, aren't they just too comical!" and here her clear, pleasant voice rang out low and sweet in a burst of unrestrained laughter that was infectious. All of her companions joined in the merry outburst and people in the street before them turned to note the funny pantomime.

"Ah, there! Suorkey!" shouted the bechalked Momus astride a white mule, as he lifted his conical hat and bowed low to the group in the window.

Mr. Bondy waved his hand in cordial good nature to the clown, at which the stranger, in dire surprise, asked, "Do you know him—that man?" And then the laughter was resumed with redoubled fury.

"Know him?" echoed Mr. Bondy, fairly bursting with amusement over the excitement of his ingenuous and most attractive guest, "know him? I have known him for twenty years and I don't think that in all that time a year has passed that I have not seen and greeted him."

"Truly? The same man? You have seen him each year?" queried the young woman with a beautiful girlish interest and confidence that would have annihilated the vows and will of an anchorite. And then, as the little group were brushing laughter-tears from their eyes, she held the attention of the cashier and his assistant, the book-keeper and the ladies by simply turning her great liquid, brown and honest eyes upon them as though amazed and hurt.

"No, no, no, you dear, confiding little thing," put in one of the ladies as she took the stranger's hand, "Mr. Bondy means, simply, that all clowns are alike. You see one and you see all."

"Oh, the elephants! See the elephants!" exclaimed the guest, to almost immediately turn to the lady who had taken pity on her with: "Pardon me, madame, but never before have I seen a real live elephant. I once saw the restored figure of a mastodon at the Virginia University, Charlottesville, but—my! aren't they great, big, good-natured, sleepy-looking things?"

"Fourteen of 'em," observed the book-keeper.

"No, thirteen," contradicted the cashier.

"Let's count 'em all over again," suggested the charming stranger. And so each person in the window began to count half audibly as they craned their necks after the rapidly passing herd lumbering its way along. Then followed a hopeless tangle as to the exact number of elephants, until the blatantly wretched libel on both steam and piano made its criminal passage, marking the end of the parade. Just then, also, the young lady exclaimed: "Oh, there's papa looking for me," pointing to a tall and genteel looking man across the street who, evidently, was engaged

in the difficult task of trying to locate one among the hundreds of people who were squeezing, pushing, crowding, jostling each other about. "And so, Mr. Bondy—pardon me, but one of the ladies mentioned your name to me—I trust you will believe me when I say I thank you very, very much indeed for your courtesy and great kindness to me. And to these ladies and you, too, gentlemen, I give my thanks most sincerely. Truly I have seen a circus parade under most delightful conditions. And—if I may so show my appreciation, permit me to add that my father, Colonel Fitzhugh Fairfax, of Lynchburg, Va., and myself are guests at the Metropolitan for two or three days and I am certain my father, when I tell him of my great good fortune, will do himself the honor to call upon you, Mr. Bondy, to express his—our gratitude."

There was not a man, or a woman either, in that party not in love with the smiling, graceful, girlish young thing as they watched Mr. Bondy escort her to the door and guide her carefully down the steps to the sidewalk. Incidentally, too, the cashier observed that no matter how or where refinement and gentility are placed in a great miscellaneous crowd, their brilliant values shine out to the exclusion of all else.

And the cheery, confident little Miss Fairfax with final thanks and a bewildering smile bowed adieu to Mr. Bondy and gracefully darting through an opening in the crowd, walked swiftly up the street and out of sight.

Mr. Bondy returned to the group in his office with the information that the handsome young Virginian had promised to call at the bank later in the day with her father, at which one of the ladies, quick to scent social distinction, suggested the possibility of a circus party for the evening with Col. and Miss Fairfax as the guests. Mr. Ransom, the book-keeper, seconded the proposition with enthusiasm, at which the cashier remarked: "And we'll let Ransom act as escort to the Colonel."

Mr. Bondy was about to announce that he would assign the honors for the evening—with permission of the ladies, when the general manager of the Bazaar came into the office, his face and manner showing that he was under some unusual strain, and asked to speak to Mr. Bondy. As the two men whispered together briefly, noises of loud talking men with sounds of a tumult of some kind, came through the door from the Bazaar so that, as the manager of the store, together with Mr. Bondy quickly left the office the others followed, beset with curiosity.

"He's a sneak thief!" was heard from the clerk in charge of the boots and shoes department.

"Probably following up the circus," echoed another clerk in the dry goods department.

Mr. Bondy soon reached the little crowd that had gathered near the front door, to find two clerks and the janitor guarding a small, wiry, meanly-dressed man who, to all appearances, was frightened beyond measure and hopeless in his helplessness. "I caught him just at the door of your office, Mr. Bondy," spoke up the janitor, "and found these two pairs of shoes in his possession," at the same time showing two cheap pairs of men's shoes.

"Did you see him steal the shoes?" asked Mr. Bondy.

"No, I didn't see him take 'em," replied the janitor, "but they're our shoes an' he didn't buy them."

"Aw—I copped de shoes all right," sullenly muttered the captive as though anxious to be over with it all. "I've been goin' in my bare feet long enough; I saw de shoes and they wasn't no one looking and so I pinched 'em."

Mr. Bondy directed his employees to turn the man over to the police and bidding his friends adieu returned to his office with the cashier and book-keeper. Barely had they closed the door between the office and the Bazaar when the assistant cashier, white as a ghost and almost speechless, rushed in from the bank with the news: "My God, Mr. Bondy, the bank has been robbed!"

Warren G. Bondy was proud of his lack of nerves. Never had he been known to become "rattled" and in this instance he maintained his reputation. "Sh-h, Mr. Marvin. Not so loud! Step in here, gentlemen; close the office door and, Ransom, you take the cashier's window and stop anyone who comes into the bank. Stop 'em somehow and keep 'em busy while we look into this thing."

Ransom did as he was bidden, while the two cashiers and Mr. Bondy stepped into the book-keeper's



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?

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.

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.



LaVerdo

King

of all Havana Cigars

3 for 25c; 10c straight; 2 for 25c

could not be better if you paid a dollar

Verdon Cigar Co.

Kalamazoo, Mich.

JOHN T. BEADLE WHOLESALE MANUFACTURER



HARNESS

TRAVERSE CITY, MICHIGAN

FULL LINE OF HORSE BLANKETS AT LOWEST PRICES

little cage of an office. Fortunately the Wellston world was too busy outside of the bank so that within five minutes it was clearly demonstrated that some daring and skillful thief had entered the bank through the side street door and, while everybody was busy looking at the circus parade, had sneaked through the counter gateway, in front of the vault, so to the cashier's cage and taken somewhere between twelve hundred and two thousand dollars laid out on the counters for the morning's business.

This much was clear because the side door and the gate were found open and the money was gone. Naturally the inference at first was that the thief had made his escape in the same manner. Upon second thought, however, Mr. Bondy commanded: "Not a word about this to anyone, gentlemen. Let business go on exactly as though nothing of this kind had happened. Fortunately not enough money has been taken to cripple us, so I depend upon you to keep absolutely quiet. Don't exhibit the slightest excitement."

With this he put on his coat and hat and stepped into the street on his way to police headquarters in the city hall. Opposite the Metropolitan, he was reminded of Colonel and Miss Fairfax and mentally he resolved that he would, after interviewing the police, stop at the hotel and enquire for the Colonel. Just what he did do, is best told by the gentleman himself, as he related the history a few months later:

"I found the chief of police trying to 'sweat' the truth out of the chap who was accused of stealing the shoes, with little or no success. After listening, briefly, I asked the chief to give me a few minutes time and the trampish suspect was dismissed to a cell. In the privacy of the chief's office I told my story as completely and accurately as I could and then, as the smiling official was about to reply, I added: 'I have told you this and now I want you to promise me that, no matter what success you have in looking up the case, you will keep it "under your hat" until you have the thieves or give up the chase.'"

"Throughout the talk the chief's face was a blank—a sort of unintelligible mask; but when I finished the asked-for promise was given and then, with a broad smile lighting up his countenance, he picked up his hat with: 'We'll call on Col. Fairfax first.' And we called, to learn that no man and woman of such a name or answering the descriptions I had given, had been guests there. And, to make the story short, we spent a month and quite a bit of money and effort trying to locate Miss Fairfax and her distinguished father, but without success. The sneak thief was convicted and 'went up' for 60 days for stealing the shoes and the First National Bank went right along doing business as usual, with the bank employees as mum as oysters.

"At the end of his term of imprisonment the sneak thief left town and I followed him—the understanding at home being that I had gone up North for a season of hunting and fishing. My friend led me a chase of over 800 miles and caused me to

sojourn in Chicago for nearly a month. But my reward came in the capture of Miss 'Fairfax,' her arrest and trial—but not her conviction. I was unable to connect the two—Miss Fairfax and the sneak thief—while she had no difficulty whatever, in Chicago, in proving a perfect alibi. I wouldn't have felt especially bad over my failure had it not been for the fact that all through the trial I was forced to see that woman—and she was clever and handsome—sitting there in court and wearing a solitaire that I had missed from my shirt bosom while on my way up to the city hall to tell my troubles to our chief of police; a loss I had failed to report to him or to any other person."

"But couldn't the shoe thief's testimony help you out?" enquired the listener.

"It should have done so," continued Mr. Bondy, "he told me how he 'turned de trick while de Moll (Miss Fairfax) was engaging our attention—and admiration.' And how he did laugh as he referred to her excitement and wonder over the circus parade. But, you see, he told me all this privately, while serving the sixty days. When I got him into court with Miss Fairfax—by the way, she is well known to the police all over the country as 'Sheeny Sue,' one of the cleverest thieves living—in front of him on a charge of bank robbery—well, then he talked differently."

Charles S. Hathaway.

Recent Business Changes Among Indiana Merchants.

Bedford—Bush & Garrity, jewelers, have dissolved partnership. The business is continued by Garrity & Bryant.

Decatur—N. A. Loch has taken a partner in his hardware, harness and vehicle business under the style of Loch & Dirksen.

Evansville—Hatfield & Kearney, boot and shoe dealers, have turned their stock over to their creditors.

Frenchlick—Sutton & Haggett is the new style under which the general merchandise business of J. L. Sutton is continued.

Goshen—F. DeLaClaire & Co., manufacturers of perfumery, have merged their business into a corporation under the style of the F. DeLaClaire Co.

Holton—John W. Timmers has purchased the general merchandise stock of L. Mendenhall.

Indianapolis—J. C. Craig has retired from the grocery business.

Indianapolis—Mary Schneider, who conducted a grocery store at this place, is dead.

Indianapolis—Chas. N. Stevenson & Co. have incorporated their business under the style of the Capital Suspender Co.

LaFayette—Robert L. Jacques has merged his book and stationery business into a corporation under the style of the Jacques-Mueller Co.

Liberal—Frank M. Harter has purchased the general merchandise stock of E. Tableman.

North Manchester—M. M. Snorf, of the dry goods and clothing house of Helm, Snorf & Co., is dead.

Russiaville—Leader & Co. have sold their hardware stock to Frank D. Merrill.

South Bend—John Heil, Sr., has taken his son into partnership in his grocery business under the style of Heil & Son.

Syracuse—The Syracuse Boat Manufacturing Co. has incorporated its business with a capital stock of \$10,000 under the same style.

Zionsville—Mills, Cropper & Co., clothiers and boot and shoe dealers, have merged their business into a corporation under the style of the Mills-Cropper Co.

Indianapolis—A receiver has been appointed in the case of the Staple & Tack Co.

Sandborn—A. E. Crane & Son, general merchandise dealers, have filed a petition in bankruptcy.

The Passing of the Pathmaster.

The pathmaster is a pioneer handed down into the days of development. As his name signifies, he was a factor of early days. He blazed the trail and laid the path through forest and over plain from settlement to settlement. He was a leader among the apostles of axe and gun who established the first means of local commerce. And like the log house, the ox team and the "Injuns" he is becoming a thing of the past. With all the good he has been to history, like the ague, sand flies, mosquitoes and leaky butter, before many generations more have passed he will be only a sweet memory. In his flower he assembled the farmers of his road district after corn planting to make about the same temporary fillings in and diggings out that

had been made from year to year. He would each year rebuild the same culverts, repair the same "cross-ways," cut the same overhanging brush and fill in the same washouts. A new piece of road was sometimes cut, but never built except in the most temporary manner. In short, his was much less a road factory than a repair shop.

But a change is coming, in fact, has come. The progressive farmer now realizes that the highway is to him what the railroad is to the city: a poor one is better than none, but it does not meet the demands of progress and competition. With a road over which he can haul his products to market any day in the year he can take advantage of the markets and is not at the mercy of the weather for the prices he may hope to get. He also begins to realize that it is better to raise a moderate money tax and have it effectually applied in building permanent roads, than to pay a larger labor tax and get no permanently good roads. These changes in the farmers' sentiments toward the road question are shown in the number of townships that are adopting the township road system, with an occasional county adopting the county system.

The pathmaster is slowly but surely passing. He was a necessity to his time. But like the rod and gun as means of supporting a family, he is no longer equal to the task. Well tilled fields must have good roads or their market value is much impaired.



Rapid
HEATERS

Hot Water or Steam

"Made to heat
and do it"

Are You Satisfied?

The experience of last winter and the steady increase in the cost of fuel, should be a lesson to every one whose fuel bill was more than necessary, not to repeat the same experience another winter.

A first-class steam or hot water system properly installed, is easily

A 15% Investment

with the ordinary heater, but with a "Rapid" we can go you at least "10 per cent. better." The Rapid Heater is the greatest fuel saver of any we know of, and gives perfect satisfaction. These facts have been proven.

You're a business man—don't wait 'till fall to decide—much cheaper now; prices always advance with the season.

Send for catalogue telling all about it. It's free.

Rapid Heater Co., Limited

Home Office and Factory, Grand Rapids, Mich.



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, April 30—There is a very quiet business in the coffee market and the best that can be said is that values are steady. Buyers take small lots only and seem to be waiting the future. At the close Rio No. 7 is worth 7¼c. In store and afloat there are 2,790,007 bags, against 2,501,225 bags at the same time last year. The better sorts of West India coffees are selling fairly well at quotations, but, aside from the top grades, the market is dull and lifeless. Good Cucuta, 9@9¼c; Bogota of good average sort, 10¼c. Crop receipts at Rio and Santos from July 1, 1903, to April 28, 1904, aggregate 9,724,000 bags, against 11,024,000 bags during the same time last year, and 13,916,000 bags two years ago. East India coffees are steady, with a sale of 500 mats of Kroe at 16½c.

The issuance by the American Sugar Refining Co. of a notice that it would cancel all overdue contracts at noon, April 30, on which shipping directions had not been received caused quite a call for deliveries on the old contracts; but so far as new business goes there was very little to be reported. Quotations remain practically without change and what we want now is some real summer weather. This we seem to be about reaching, too.

Lower grades of Congou teas continue to be taken freely for the London market and, naturally, the supply of these goods is very materially reduced—to everybody's satisfaction. Aside from this business, there is a fair trade in line business and, while there is no boom, quotations are well sustained and the general outlook may be said to be in favor of the seller.

The rice market is quiet, only a hand-to-mouth business being done on about the former basis of quotations. Prime to choice, 4¼@4¾c.

In spices we have a decidedly firmer tone for cloves and advices from London report prices there equal to 18½c here. Aside from this there is little, if any, change to report. The market generally is strong and sellers are not inclined to make concessions at any point.

Molasses has been in pretty good request, the business being chiefly of withdrawals under old contracts. Both domestic and foreign sorts of grocery grades have sold fairly well and prices remain firm. The lower sorts, too, have been in fairly active movement and at well sustained quotations.

Business in future canned goods, which has been very active for some time past, seems to be about over and the market is settling into a sort of between-seasons quietude. The discussion over the merits of the different varieties of salmon goes on apace, but it seems to have little of

interest for retailers. The general market may be summed up as easy. Tomatoes show a little firmer tone than last week, but the supply is great enough to prevent any undue increase.

In dried fruits the new prices on raisins made by the California Growers' Association was the chief topic. It was hoped, after the long delay, that a definite scale of quotations would be made; but now they have the proviso. "Prices not guaranteed, subject to change without notice." This leaves matters "all at sea" and buyers seem to be helpless. Many jobbers have taken offense at the proceedings of the Association. The general trade is quiet and prices, as a rule, are on a low level.

The very best grades of butter are in comparatively short supply and some lots have sold for 24c. This seems pretty well established, although some lots have brought ½c more. Seconds to firsts, 17@23½c; imitation creamery, 14@17c; factory, 13@14c; renovated, 15@17½c—latter for fancy stock; packing, 13@13½c.

There is a very moderate demand for old cheese and the general appearance of the market is lifeless. Neither exporters nor home dealers show any interest and dealers are waiting for a decent supply of new cheese of fair quality. Eleven cents seems to be top for full cream old stock and new grades are working out at a fraction less than 8c.

Fewer eggs have been received and the market has returned to a stronger tone and slight advance in quotations within a day or so. Western, fresh-gathered firsts, 18c; seconds, 17½@17¾c and from this down to 15½@17c.

Future Demand for Wheat.

A strong point made by the flour mill magnates of the West is that when any considerable number of the millions of China shall call for flour the entire wheat-growing area of the world will not be sufficient to supply the demand. "Even if all Japan should become a flour-eating people," he said, "the whole available supply of the Pacific coast would provide this commodity for only 20 per cent. of the population of that kingdom." There is likelihood, too, that a greater portion of the inhabitants of Japan will acquire the habit of using flour. It was represented to the mikado by his ablest advisers that, in modeling the Japanese army on the latest military standard of the modern powers, the important matter of diet had been overlooked. Not only had all modern nations a standing army, but the food of these formidable hosts consisted in great measure of wheat products. Rice-eating regiments, it was feared, might not be able successfully to contend with a foe whose sinews were built of wheat. Japan, to be up to date, must maintain not only a big, well-equipped and well-drilled military force, but its soldiers, like the men of arms of other lands, must eat flour. So an imperial edict went forth recently, and now every soldier in the armies of Japan gets a daily ration of Oregon, Washington or California flour.

This ukase of the emperor will mark the beginning of a very important chapter in the commercial history, for this mandate on the part of the mikado has already greatly stimulated the demand in the kingdom for wheat products, the people being alert to keep abreast of whatever is decided to be progress along modern lines.

Apples as Moral Agents.

Scarcely too much can the apple be extolled since it has been almost entirely the creation of man. Starting with the crab apple of Europe, man has produced a fruit that has no comparison with its original. Nature could only furnish the germinal and is not given to making improvements. When Superintendent Stimson of the pomology department of the world's fair says: "There is no doubt that apples are a cure for the drink habit, the tobacco habit, the 'Indian' habit and many others that may be called objectionable," we appreciate deeply what the apple has done for man and still more deeply what man has done for the apple. Professor Stimson adds: "Apples elevate the morals of persons who eat them and if the United States were a greater apple-eating country we should have less crime and fewer woes. When you want to smoke eat an apple and you will find the desire in a measure satisfied. Do the same if you want a drink."

It will be seen that the apple is the enemy of the saloon and of the vice of smoking. The moral effect of apples has been too much neglected. We have tried to reform entirely with the gospels and moral suasion. Had we gone into the haunts and hotbeds of vice and crime with an apple in one hand and the bible in the other we might have had better success.

Mr. Stimson says that apples are good for the "Indian" habit. This is something that has never been tried in all the efforts to reform St. Louis politics. The "Indians" have not had apples enough. Bar'ls have been opened in plenty, but not apple bar'ls. Clayton conventions would be impossible on a diet of apples. Hereafter the sturdy farmer should go to his convention with a dozen apples in one pocket—and a well-oiled .44 in the other.

Is Yours Unsatisfactory?

If your business is unsatisfactory, if it gives you any uneasiness, or is not what it should be, see if some of the following causes are not at least contributory:

Clinging to the exploded idea that winter trade is over, leaving only a few remnants that are not worth troubling about.

Sticking to the old-fashioned idea of having nothing but closing-out sales of last season's stock.

Allowing staple lines to be broken or sold out, and not having what customers want.

Not having new goods of the irresistible trade-compelling sort.

Imagining that only "cheap stuff" will catch trade.

Grumbling and complaining of hard times and poor business.

Having dirty sidewalks, dirty windows, and a generally untidy, uninviting store exterior.

Having clerks about you who are not sufficiently wideawake to suggest good things in other departments to their customers.

Being too previous in some things, too slow in others.

Allowing more gossip than business behind the counter.

Wealth benefits no one until distributed.

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

The Kent County Savings Bank

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

3½ Per Cent.
Paid on Certificates of Deposit

Banking By Mail
Resources Exceed 2½ Million Dollars



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.

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 Brilliants sold during the last 6 years. Every lamp guaranteed.
Brilliant Gas Lamp Co.
42 State St., Chicago, Ill. 100 Candle Power



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.

JOKES IN THE MAIL.

Remarks of Country Postmasters on Returned Letters.

"Persons who handle a great deal of mail for big firms come upon many little tragedies and comedies to disturb their matter-of-fact occupation," said a young office man the other day. "It falls to my lot to mail 300 or 400 letters every day to persons living outside of Chicago. I receive and open an equally large number each day. Almost every week I find in my mail a little notation by a country postmaster or a rural route carrier. Often this notation is simply 'Deceased,' and following that one word may be the initials of the postmaster or carrier."

"Sometimes the rural servant of the Government attempts to tell the entire story of the death of the person to whom the letter was addressed. One letter was returned to me a few days ago. Across the back of the envelope was written: 'Miss Johnson died last week by being kicked in the head by a horse. Her funeral was held before this letter came. I could not deliver it; and she has no relatives here.'"

"Some postmasters are more matter of fact. A letter came back from an Indiana town the other day. Upon the envelope was written: 'Can't find party. Dead since August.' On our mailing list are the names of many single persons, both young men and young women. Matrimony plays havoc with our mail at times, and I have noticed that in January and June

scores of letters come back which were addressed to parties we never found it difficult to reach before. Some postmasters don't seem to realize that the young woman is the same young woman after she has changed her name."

"I remember one particular instance of this kind. I sent out a letter to a young woman—call her Emily Brown; I don't remember her name now. In about a week I received a letter complaining that Mrs. Bill Jones, nee Miss Emily Brown, had received no reply to a letter she had written our office. I knew the letter had been answered. The mystery was cleared up a few days later, when the letter addressed to Emily Brown came back. On the envelope was written: 'Return to writer. Addressee has married William Jones. Letter addressed to Mrs. William Jones will reach her at this office.'"

"The firm I am with is engaged in a high-class business, and we use the best stationery. The envelopes are plain, bearing no mark, except a daintily engraved name of the head of the firm. Some of the country postmasters, who know all the affairs of the neighborhood and who, no doubt, mean well, often take pains to see that the letters do not fall into the hands of the new husbands of some of the young women to whom the mail is addressed. A few days ago I received a letter from a postmaster, enclosing a letter I had mailed to a young woman out in Iowa."

"His letter was addressed, of

course, to the head of our firm, and it read something like this: 'My dear sir: Maybe you don't know it, but this young woman has just been married to the most jealous cuss in the whole State of Iowa. I don't know who you are, but I know the names of all her kin, and I know you are no relation to her. If I am doing wrong in returning your letter, send it back and I will deliver it, but knowing her husband as I do, I thought you might consider it a good turn if I put you next to him. This is none of my business, but I don't like to see a fellow get in any kind of trouble.'"

"Of course, cases like the last one are very rare, but there is never a week that I do not run across something to relieve the monotony of my job. I remember one letter which came from a dutiful servant of the Government. If all postmasters were like him I believe the registry division of the mail service would jump to the skies. He had delivered our letter all right and then he sat down and wrote to the head of the firm. His letter ran something like this: 'From the way your letter to So-and-So felt, I believe it contained currency. It is very unsafe to send money that way by mail. It only costs eight cents more to register the letter and ensure yourself against loss. If you do much writing and send much money some of your letters may fall into the hands of dishonest postmasters and your money would never reach the right party. I could have destroyed the letter and

no one would have been any wiser, but you would have been poorer. I hope you will take notice of this in the future.'"

"You might think that communities that are famously bucolic would give us the greatest number of these instances, but really the most peculiar things I find in our mails come from what are supposed to be enlightened regions. I do not handle any city mail at all, and I don't know in what shape it might be returned, but I judge it would be little different from that we get from the country."—Chicago Inter-Ocean.

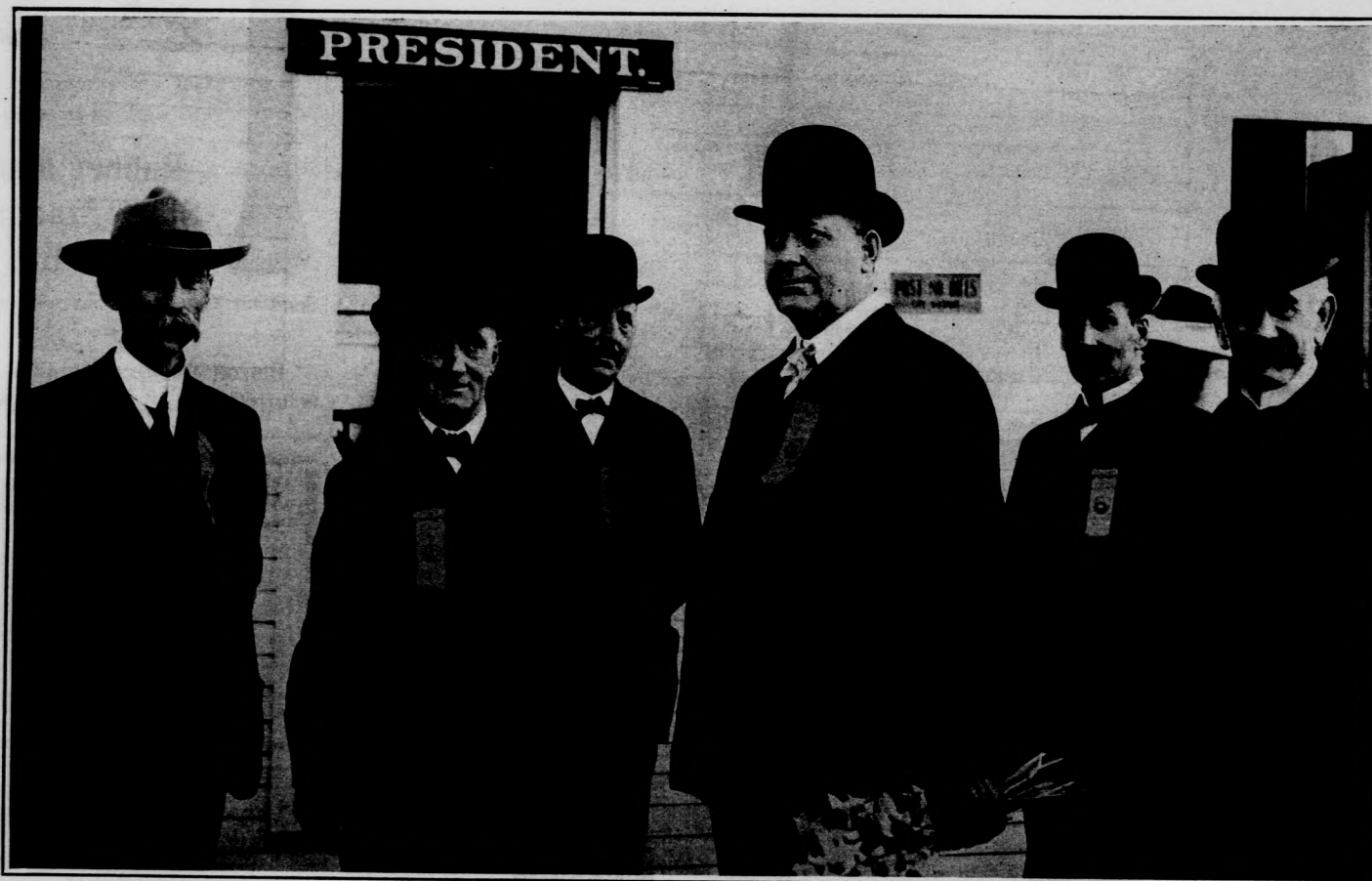
Bright Window Displays.

Keep the window display up to the highest possible standard. It pays. A well-trimmed window is often the retailer's best advertisement. Even if you are located in a small town you cannot afford to keep a dark window at night. A bright display window draws trade to your store while you sleep. It keeps your store in the minds of the people, and when some of the members of their family need footwear, that window will loom up favorably in their recollection, and the selling will be comparatively easy, if your clerks are courteous and your goods all right.—Shoe and Leather Facts.

Try our system for collection of accounts. Write for particular. Crescent Printing Co., St. Johns, Mich.

Success does not come with a jump and hurrah.

Men Prominent in the Management of the West Michigan State Fair



C. A. French

L. J. Rindge

H. D. C. Van Asmus

Wm. H. Anderson

Robert Graham

Sidney F. Stevens

Town Whose Industry Is Development of Goose Liver.

The raising, stuffing and shipping of geese has become quite a large industry in the vicinity of Watertown, Wis., and about 90,000 pounds of stuffed geese and about 325,000 pounds of stall-fed geese are shipped annually from there to all parts of this country. The demand for stuffed geese is increasing all the time, and the shippers of this class of poultry claim it is not possible to fill all their orders unless these are placed early in the fall. The geese have to undergo the stuffing process to produce abnormally large livers.

In stuffing the goose the feeder holds it between his knees and forces the noodles down into his throat, but each noodle must first be dipped into warm water to make it more slippery. During the first week eight noodles are thus given three times a day, and during the second week the same number are given four times every day. From then on the stuffing has to be done every three or four hours, night and day, and each time six or seven noodles are forced down. The geese have by this time accumulated so much fat and the liver has expanded to such proportions that they have to be watched continuously, as some are liable to choke and thus prove a total loss. The entire household is called upon, and every man, woman or child has to take turns and sit up and attend to the geese.

At last, when ready for market, the geese are killed and the feathers on breast and belly must be picked immediately, while the bodies are warm, otherwise the very tender skin would be torn or damaged, and this would allow the thick layer of the precious goose fat to ooze out. The wings and back parts of the fowl can be picked more easily, and are first dipped into hot water to facilitate the process. After they are thoroughly picked the heads, wings and legs are tied together on the back and the birds hung up in a cold place and allowed to freeze solid.

Prepared in this way they are very appetizing looking. Their size is enormous. In weight they range from twenty to twenty-eight pounds each, some extra large ones weighing from thirty-four to thirty-six pounds. The livers are generally very large, covering an ordinary soup plate, and some weigh over three and one-half pounds.

His Idea of Spring.

Here is a Georgia youngster's composition on spring:

"Spring is the most delightful season of the year. It is the time when Maw tells Paw to take down the stovepipe, an' reach for cobwebs, an' beat the carpets, an' whitewash the fence palins, an' move the pianer, an' hang the pictures over again, an' dig in the garden till breakfast is ready, an' then go to his work downtown; an' Paw goes off in a corner an' swears privately, till Maw hears him. Then he whistles!"

It costs less to clean up the cellar than it does to pay the doctor's bill. And right now is the time to do it.

Hardware Price Current

AMMUNITION

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

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

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

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

Loaded Shells	
New Rival—For Shotguns	
Drs. of oz. Shot Size Gauge Per	
120 4 1 1/2 10 10 \$2 90	
129 4 1 1/2 9 10 2 90	
128 4 1 1/2 8 10 2 90	
126 4 1 1/2 6 10 2 90	
135 4 1/4 1 1/2 5 10 2 95	
154 4 1/4 1 1/2 4 10 3 00	
200 3 1 10 12 2 50	
208 3 1 8 12 2 50	
236 3 1/2 1 1/2 6 12 2 65	
265 3 1/2 1 1/2 5 12 2 70	
264 3 1/2 1 1/2 4 12 2 70	

Discount 40 per cent.	
Paper Shells—Not Loaded	
No. 10, pasteboard boxes 100, per 100.	72
No. 12, pasteboard boxes 100, per 100.	64

Gunpowder	
Kegs, 25 lbs., per keg.	4 90
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.	2 90
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.	1 60

Shot	
In sacks containing 25 lbs.	
Drop, all sizes smaller than B.	1 75

Augurs and Bits	
Snell's	60
Jennings' genuine	25
Jennings' imitation	50

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

Barrows	
Railroad	14 00
Garden	33 00

Bolts	
Stove	70
Carriage, new list	70
Plow	50

Buckets	
Well, plain	4 50

Butts, Cast	
Cast Loose Pin, figured	70
Wrought Narrow	60

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

Crowbars	
Cast Steel, per lb.	5

Chisels	
Socket Firmer	65
Socket Framing	65
Socket Corner	65
Socket Slicks	65

Elbows	
Com. 4 piece, 6 in., per doz.	net 75
Corrugated, per doz.	1 25
Adjustable	dis. 40 & 10

Expansive Bits	
Clark's small, 1 1/8; large, 3/8	40
Ives' 1, 1 1/8; 2, 3/4; 3, 3/8	25

Files—New List	
New American	70 & 10
Nicholson's	70
Heller's Horse Rasps	70

Galvanized Iron	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.	28
List 12 13 14 15 16 17	
Discount, 70.	

Gauges	
Stanley Rule and Level Co.'s	60 & 10

Glass	
Single Strength, by box	dis. 90
Double Strength, by box	dis. 90
By the Light	dis. 90

Hammers	
Maydole & Co.'s, new list	dis. 33 1/2
Yerkes & Plumb's	dis. 40 & 10
Mason's Solid Cast Steel	30c list 70

Hinges	
Gate, Clark's 1, 2, 3.	dis. 60 & 10

Hollow Ware	
Pots	50 & 10
Kettles	50 & 10
Spiders	50 & 10

Horse Nails	
Au Sable	dis. 40 & 10

House Furnishing Goods	
Stamped Tinware, new list	70
Japanese 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	7 1/2
Per pound	8

Miscellaneous	
Bird Cages	40
Pumps, Cistern	75
Crews, New List	85
Casters, Bed and Plate	50 & 10 & 10
Dampers, American	50

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

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

Patent Planished Iron	
"A" Wood's pat. plan'd, No. 24-27.	10 80
"B" Wood's pat. plan'd, No. 25-27.	9 80
Broken packages 1/4 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

Base	
10 to 16 advance	
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70

Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85

Rivets	
Iron and Tinned	50
Copper Rivets and Burs	45

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

Ropes	
Sisal, 1/2 inch and larger	10

Sand Paper	
List acct. 19, '86	dis 50

Sash Weights	
Solid Eyes, per ton	30 00

Sheet Iron	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 10
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	

Shovels and Spades	
First Grade, Doz.	6 00
Second Grade, Doz.	5 50

Solder	
1/4 @ 1/2	21

Squares	
Steel and Iron	60-10-5

Tin—Melyn Grade	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, 1.25.	

Tin—Allaway Grade	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, 1.50.	

Boiler Size Tin Plate	
14x56 IX, for No. 8 & 9 boilers, per lb.	13

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

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

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

Wrenches	
Baxter's Adjustable, Nickeled	30
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70 & 10

Crockery and Glassware

STONEWARE

Butters	
1/2 gal. per doz.	48
1 to 6 gal. per doz.	6
8 gal. each	52
10 gal. each	66
12 gal. each	78

Meat tubs, each	1 20
15 gal. meat tubs, each	1 60
20 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70

Churns	
2 to 6 gal. per gal.	6 1/2
Churn Dashers, per doz.	84

Milkpans	
1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6

Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6

Stewpans	
1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 10

Jugs	
1/2 gal. per doz.	60
1 gal. per doz.	45
1 to 5 gal., per gal.	7 1/2

Sealing Wax	
5 lbs. in package, per lb.	2

LAMP BURNERS	
No. 0 Sun	35
No. 1 Sun	36
No. 2 Sun	35
No. 3 Sun	35
Tubular	50
Nutmeg	50

MASON FRUIT JARS	
With Porcelain Lined Caps	
Per Gross.	
Pints	4 25
Quarts	4 50
1/2 Gallon	6 50

Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun	1 60
No. 1 Sun	1 72
No. 2 Sun	2 54

Anchor Carton Chimneys	
Each chimney in corrugated carton	
No. 0 Crimp	1 80
No. 1 Crimp	1 78
No. 2 Crimp	2 78

First Quality	
No. 0 Sun, crimp top, wrapped & lab.	1 91
No. 1 Sun, crimp top, wrapped & lab.	2 00
No. 2 Sun, crimp top, wrapped & lab.	3 00

XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.	3 25
No. 2 Sun, crimp top, wrapped & lab.	4 10
No. 2 Sun, hinge, wrapped & labeled.	4 25

Pearl Top	
No. 1 Sun, wrapped and labeled	4 60
No. 2 Sun, wrapped and labeled	5 30
No. 2 hinge, wrapped and labeled	5 30
No. 2 Sun, "small bulb," globe lamps.	8 00

La Bastie	
No. 1 Sun, plain bulb, per doz.	1 00
No. 2 Sun, plain bulb, per doz.	1 25
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60

Rochester	
No. 1 Lime (65c doz.)	3 50
No. 2 Lime (75c doz.)	4 00
No. 2 Flint (80c doz.)	4 60

Electric	
No. 2 Lime (70c doz.)	4 00
No. 2 Flint (80c doz.)	4 60

OIL CANS	
1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 44
2 gal. galv. iron with spout, per doz.	2 28
3 gal. galv. iron with spout, per doz.	3 15
5 gal. galv. iron with spout, per doz.	4 20
3 gal. galv. iron with faucet, per doz.	3 75
5 gal. galv. iron with faucet, per doz.	4 75
5 gal. tilting cans	7 00
5 gal. galv. iron Naeafes	9 00

LANTERNS	
No. 0 Tubular, side lift	4 65
No. 1 B Tubular	7 25
No. 15 Tubular, dash	6 50
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	13 50
No. 3 Street lamp, each	3 60

No. 2 Flint (80c doz.)	4 00
Electric	
No. 2. Lime (70c doz.)	4 00
No. 2 Flint (80c doz.)	4 60

DRY GOODS

Weekly Market Review of the Principal Staples.

Domestics—Domestics are not active, but in certain lines more has been done, owing largely to the fact that quotations have been shaded, and at lower prices buyers are willing to average up their purchases. More interest has been taken in goods of print cloth yarn construction, and sales of considerable volume have been made. Wide 64s have commanded the most attention and it is estimated that considerably over 150,000 pieces have been sold at 4½ cents. Linens and sheetings are practically nominal. The demand for bleached goods is confined to spots, but buyers are trying to secure information with regard to prices, although not prepared to make purchases of moment.

Dress Goods—There is a very small spot demand in the dress goods market to-day, due entirely to the conditions in the retail market. Naturally where the retailers are not making sales they are not making purchases. There have been reorders to some extent on all lines, confined almost altogether to medium and low-grade goods, but in addition to the reorders there have been some cancellations. The matter of plain and fancy dress goods is still an open question, yet up to the present writing the plain goods have had the biggest call, although it is impossible to state how this matter will develop for the future.

Knit Goods—Manufacturers and mill agents have experienced little or no change for the better during the week. The disposition among jobbers to buy only for their near-by requirements is as pronounced as it was a month or two ago and from all appearances it will be some weeks yet before any change in the present situation can be expected to occur. A number of influences closely allied with manufacturing and selling interests have been brought to bear on the knit goods situation during the week and these influences are likely to give more or less trouble to the manufacturers as the weeks pass by, especially the question as to the stability of values. On the whole, however, the market has stood the setbacks far better than it would be natural to suppose, but it is not expected that the market can show the remarkable firmness in the next few weeks that it has experienced in the past month or two. The market in cotton knit goods has shown more uneasiness the past week than at any time during the present season. Values on the surface have been fairly well maintained, but concessions, nevertheless, have been made in many directions in a quiet way. It seems very reasonable to expect that from now on values will be even less favorable to the seller than they are now, both in hosiery and underwear, and it seems very probable that from the standpoint of the manufacturers,

losses of no small amounts will be obliged to be taken until the time arrives for yarns to be placed on a basis equal to the values placed on the new cotton crop. The jobbing market, to a certain extent, has shown more or less improvement, but as a whole the situation is far from being an active one. In the southern and middle states the store trade are disposing of a good deal of their early spring goods and are interested to a certain degree in duplicates. In the West and East, weather conditions continue unfavorable and the initial business is not likely to commence until about the middle of May. Thus far the duplicate business has been more in the medium-priced goods, both in underwear and hosiery.

Carpets—The carpet trade continues backward owing to the long winter, which has lingered far in the lap of spring. Some of the large department stores have started big sales recently in all lines of floor coverings. These goods have, in some instances, been obtained from surplus goods of large mills. The largest distributors report a very limited demand this past season for Axminster, Wilton and Wilton velvet and other high pile fabrics. As a result, the next season on these lines is likely to be slow, as the average buyer will place his business later than usual.

Rugs—The large carpet sizes continue to command more attention each succeeding season. Nine by twelve feet is the most popular. Modern houses are now built with rooms much smaller than formerly and the new generation of buyers have acquired the rug habit along with their advanced ideas on the subject of physical culture and more practical sanitary ideas, and this is manifested in the fitting up of the modern home. Not only is this idea carried out in rugs, but also in the art square.

Lace Curtains—The demand has been good for the Nottingham lace curtains. The advance this season is 10 per cent. over the one preceding. The lines run up to 14 points. Above that number very few goods are produced in America up to the present time. The finest grades are imported, although the American manufacturers are each year making finer goods and very attractive patterns. Original orders have been placed by the leading department stores.

Rope Portieres—The demand is moderate. Some new chenille rope portieres in several attractive patterns are shown. This new line is made in the form of a round chenille about one inch in diameter with fancy effects in light colors worked in the darker portion of the goods. Some have tinsel effects.

Will Pay \$1,000 for a Boycott.

The Washburn-Crosby Company, flour manufacturer of Minneapolis, asserts that it would give \$1,000 if it were placed upon the unfair list of the American Federation of Labor. The company claims that its business would be benefited instead of injured by such action on the part of the Federation. Trade unionists will make a note of this assertion.



Wrappers

We still offer our line of fancy mercerized Taffeta Wrappers in reds, indigos, light blues and blacks; also full standard Prints and Percales; 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

Goods For Fall

We now have our line of samples for fall business ready for your inspection in the following lines:

Outing, Cotton and Shaker Flannels; Flannelettes, Cotton and Wool Blankets; Comfortables.

Our prices are right.

Ask our agents to show you their line.

P. STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.

MATTINGS



The new patterns we have in this line are neat and prices very low. We show them at 9, 10½, 13½, 15, 17½, 18, 20 and 21 cents per yard. Pieces average 40 yards each.

Grand Rapids Dry Goods Co.

GRAND RAPIDS, MICH.

Exclusively Wholesale

OUTING OUTFITS.

Prepare For the Coming Demand From Campers.

Outing outfits, especially of the camping nature, will soon be in demand, and it is the part of good business to be ready with this stuff before the other fellows get a start. Collect from the different stocks the articles absolutely necessary for camping trips, add to them a few of the handy but really superfluous articles and make a stock, or department, by themselves.

Some stores will include all this in the sporting goods department, but the campers ought to have a space by themselves next to the sporters and arranged in such a way that from the two stocks goods can be bought at the same time without having to run to different parts of the store.

People who are "red hot" to go on a camping trip don't argue long on the cost of the stuff, and the goods can be so arranged and selected as to come within the means of everybody, according to individual tastes. There is good money in such selected stock, if put out in time to catch the early talkers and allow them to help in the advertising of where the stuff can be easily found and selected.

A conversation among women who had just returned from a visit to a big retail district recently developed the fact that all five preferred to wander along the sidewalks and look over the goods displayed in the windows to entering the stores and attempting to see the goods there. Doesn't that contain a suggestion worthy of working upon?

Every store does its best to display in the window goods that will attract people to the departments inside, yet the stores with the richest and best-appointed window displays call forth the statement from good shoppers that there is little opportunity inside to see the goods.

Floor space is valuable, and so is window space, which cuts that much from the store. Why shouldn't certain spaces in the interior of the store be given to displays of goods equally as well put up as those displayed in the windows—many goods that, perhaps, cannot be exposed to the strong exterior light without danger of damage?

A woman wanders about a store more or less bewildered unless she is in pursuit of a particular article, and in almost every instance could be induced to halt and look over goods put up for inspection at points where she can easily approach them.

It is very true that "draping" is done over the counters and fixtures, but in almost every such display the distance from the customer is so great that the goods merely "look pretty" and the customer needs a field glass to see what the stuff is like.

An interior display on the floor, enclosed and protected, if you please, like the windows, which people can look over without being interfered with by a questioning floorwalker or worried by an importuning clerk, with no one in charge excepting some one to answer questions as to prices and where the goods may be seen on the counters, will be an attraction worth

more than the value of the space required.

It will bring to the interior the women who would now rather wander along the street and look into other store windows. And such exhibits should be advertised.

"Do you think this will fade?" "I don't know, ma'am; it is called fast color." You might hear that a hundred times every day at ten thousand wash goods counters all over the country. And the customer buys with that compound uncertainty that makes her feel sore if the goods do fade. It is an old controversy as to whether a customer should be given any information relative to the fastness of colors, but the course that will mean the greatest protection to the store is always the safest, for it protects the customer at the same time.

It is a fact that all dyed and printed goods will fade to a degree. All customers know that, yet they are willing to be allowed to believe in the fastness of a printing, if a clerk can be led to make a statement to that effect. Wouldn't it always be better, even though the sales of goods might be temporarily retarded somewhat thereby, to say that all printing will fade and their care and handling have more to do with the fastness of the colors than the work of the chemists and printers? Wouldn't it always be better to allow a customer to expect the goods will fade than to expect they will retain brilliancy of color and eventually become dull?

A big carpet department in a big store has for years made prominent the sign "All Colors Will Fade," and the results in sales have justified the bold statement. Couldn't that be done in a wash goods department without in the least destroying the business of the department? Everybody prefers lusty truth to weakling uncertainty and equivocation.—Dry Goods Economist.

The Value of Reputation.

A business reputation is not a creature of a day. Some reputations are built faster than others, but every store that enjoys the good will of a buying public can point back to a hard struggle for recognition, and most determined efforts to retain the popularity gained by years of patient struggle and the expenditure of vast sums of money.

Some stores have reputations that they might well be rid of—the kind of reputation that drives knowing ones away from their doors. These reputations, too, are often a matter of gradual development. Slipshod methods, poor management, irresponsible employees—all these are elements that contribute to the undermining of a store's good name.

"Don't buy it here," says one shopper to her companion; "So-and-so are advertising the same thing for 5 cents a yard less."

"But I'd rather buy it here and pay more," replies the other, "for then I know it's right. The other store isn't reliable and I won't give them a chance to fool me again."

Each of these stores has a reputation. Which is preferable?

A reputation for reliability entitles

you to larger profits on your merchandise.

Such a reputation has rights that are recognized and never questioned.

When your name comes to be synonymous with reliability, any price within reason will prevail against competition.

There's a famous haberdasher in New York whose goods are standards for style and quality. His name to the select trade of the metropolis is as significant in men's furnishings as Tiffany's in jewelry. Inside information reveals the fact that his hosiery is purchased from the manufacturers of a famous brand, first-class for value, which retails anywhere at a half dollar. This hosiery he marks with his own name and brand, charges a dollar and gets it without any question.

That's one instance of the real profit there is in reliability. You probably know others just as conspicuous, if you stop to think.

And to reach it and keep it, all you have to do is to deserve it.

The Electrical Age.

The president of a great railroad system has publicly announced that the motive power of the near future on our trunk lines will be electricity, and steam engines will be worth only so much junk. The New York Central Railroad proposes to spend \$20,000,000 in equipping its suburban service with electric locomotives. In the republic of Switzerland a plan for gradually replacing steam locomotives with electric power is proposed, by substituting electric heating in the place of coal until the present locomotives are worn out when they will be replaced by complete electric locomotives.

Pretty soon everything will be done by electricity—cooking, heating, lighting and locomotion. The business man will electrify his stomach by eating a breakfast cooked on an electric stove. He will take his electric automobile to the station and board the train drawn by an electric engine for the city. He will ride to his office by the electric trolley. Here he will sit and work by electric light all winter and have his bald spot cooled by an electric fan all summer. At night he will go home by the electric trolley and the electric engine, getting into his electric automobile, eating an electrically cooked dinner, spending the evening reading by electric light and warming his toes at the open electric heater—in short there will be no point in his whole life where the electrical fluid will not exercise an important influence upon his welfare, comfort and happiness.

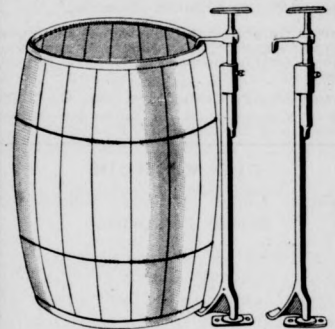
Great is electricity.

Pleasant words and smiles will help the clerks through a hard day a thousand times better than sharp, fretful words. Just try it and see. You will feel better yourself, too.

Saves Oil, Time, Labor, Money
By using a
Bowser Self Measuring Oil Outfit

Full particulars free.
Ask for Catalogue "M"
S. F. Bowser & Co. Ft. Wayne, Ind.

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.

If you have not seen the catalogue of the Michigan Business University, write for it. You are not yet familiar with the best Michigan has to offer in the lines of Business Education, Stenography, and Penmanship.

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts

File and 1,000 printed blank bill heads.....	\$2 75
File and 1,000 specially printed bill heads.....	3 00
Printed blank bill heads, per thousand.....	1 25
Specially printed bill heads, per thousand.....	1 50

Tradesman Company,
Grand Rapids.



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

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

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

OLD METHODS

Which Cause Shaken Confidence Should Be Avoided.

Confidence is the keynote of business. Confidence begets credit. The world's commerce is built upon the credit that confidence in the integrity of mankind establishes. Without confidence a merchant would be unable to do business. The manufacturer has confidence in the jobber; the jobber in the retailer; the retailer in the consumer, who in turn must have confidence in the first three, else he could not sell his labor or the products of it.

Confidence is established through character. A good character means business integrity. To have that integrity, a man must have every incentive to do right. A strong character needs no more. But all persons are not strong. Many are weak. Many stumble and fall and become a part of the flotsam and jetsam of commercial disaster. Some fall through natural heredity; others through circumstances that are unfortunate—cupidity, love of display, gross appetites, loss of confidence in themselves, their employees and their fellowmen, temptation—unjustly placed in their way—and a natural desire to get rich quickly.

It is those weak characters which should be safeguarded.

An employer should see that no act of his puts any of his employees in moral jeopardy. He should cultivate the confidence of his men. He should strive to have them believe in him and his methods. He should so systemize his business as to give everyone confidence in him and in themselves. He should so arrange details that no suspicion of dishonesty, disloyalty or wanton carelessness could be laid at the door of any clerk in his store.

He should adopt all the modern methods of storekeeping, discarding the obsolete ways of the past generation like the old open cash-drawer with its handy temptations to lure on weak employees, immature customers or servants to do wrong. He should instead install modern cash registers to record his daily transactions so that a busy clerk can feel sure that all his transactions are properly taken care of by the mechanical device and thus give him the confidence of his employer. To have confidence in his clerks, a storekeeper must be able to locate accurately and promptly any and all mistakes that are likely to occur in a day's business. With the old and out of date open cash-drawer this is not possible. He is unable to tell what he has taken

in, what he has sold for cash or sold on credit, or what he has paid out, except through a tedious system of book-keeping. And then when mistakes occur he cannot tell who made the errors.

This shatters confidence. With confidence shaken, credit is disturbed, and with disturbed credit and loss of confidence come all the ills of the business world.

All this can be avoided if the old methods which cause shaken confidence are avoided. This is really a subject fit for legislation. A railroad company is required by law to take all precaution to protect the passengers and its employees from physical injury. Why shouldn't a law be passed to safeguard the moral standing of weak customers and employees and children? They should be protected from the dangers of the open cash-drawer—the temptation to take that which is not theirs—as well as the suspicion, often unjust, that they have appropriated that which never was taken in over the counter.

A customer or clerk suspected is a blow to public confidence. This confidence disturbed brings financial turmoil. It is the duty of lawmakers to prevent this turmoil and no doubt the advance thinkers soon will be demanding that such precautionary laws be placed upon the statute books of the states.

There is much food for thought in this subject. Able and forcible sermons can be preached from such a text. Virile and convincing editorials may be written. A new era in the commercial world will begin when these evils, brought into the full light of publicity by press and pulpit, are prevented by legislators who quickly hearken to the voices of these two great molders of public opinion.

Scorning the Union Stamp.

The stamp of the Boot and Shoe Workers' Union has been surrendered by the John W. Russ Shoe Company, of Haverhill, Mass., the eighth firm to take such a step during the past year. The company will maintain an open shop in the future. More than 350 shoe workers are affected by the change and several of them, it is said, will leave the union.

Peace At Last.

Mr. Hoon—Scrappington and his wife have parted.

Mrs. Hoon—Good gracious! What is the trouble?

Mr. Hoon—There isn't any trouble now. They have parted.

The consumption of coffee has increased a little more than two pounds per capita in this country since the price fell in 1898. Before that year the import price of coffee was more than 14 cents per pound, or double the cost price. In 1897, the last year of high prices, we imported 724,000,000 pounds of coffee, but since that time the imports have usually been above 800,000 pounds, and in one year they were more than 1,000,000,000 pounds. It is estimated that the 80,000,000 people of the United States drink yearly 1,566,000,000 gallons of coffee at a cost of about 10 cents per gallon.

LIVINGSTON HOTEL



The steady improvement of the Livingston with its new and unique writing room unequaled in Mich., its large and beautiful lobby, its elegant rooms and excellent table commends it to the traveling public and accounts for its wonderful growth in popularity and patronage.

Cor. Fulton & Division Sts., Grand Rapids, Mich.

Western Travelers Accident Association

Sells Insurance at Cost

Has paid the Traveling Men over \$200,000

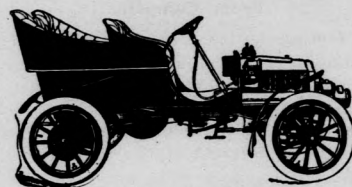
Accidents happen when least expected
Join now; \$1 will carry your insurance to July 1.

Write for application blanks and information to

GEO. F. OWEN, Sec'y

75 Lyon Street, Grand Rapids, Michigan

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 14 W. Bridge St., Grand Rapids, Mich.

When in Detroit, and need a MESSENGER boy send for

The EAGLE Messengers

Office 47 Washington Ave.

F. H. VAUGHN, Proprietor and Manager
Ex-Clerk Griswold House

GOLD IS WHERE YOU FIND IT

The "IDEAL" has it

(In the Rainy River District, Ontario)

It is up to you to investigate this mining proposition. I have personally inspected this property, in company with the president of the company and Captain Williams, mining engineer. I can furnish you his report; that tells the story. This is as safe a mining proposition as has ever been offered the public. For price of stock, prospectus and Mining Engineer's report, address

J. A. ZAHN

1318 MAJESTIC BUILDING
DETROIT, MICH.



Gripsack Brigade.

Todd Haskell, formerly on the road for the Spaulding & Merrick Tobacco Co., succeeds Flint B. Aniba as traveling representative for the G. J. Johnson Cigar Co.

Ionia Sentinel: Frank L. Kelner leaves Monday to commence work as traveling salesman in Illinois for Harry H. Hamilton & Co., wholesale clothiers, of Detroit.

A Central Lake correspondent writes: A. F. Cameron has accepted a position as commercial traveler for the J. G. Flint Co., Jobber of teas and spices at Milwaukee.

Lansing Republican: Capt. H. H. Herrick has gone to Elkhart, Ind., where he will reside, that place being the most convenient center for him during his trips for the National Biscuit Co. His family will follow the latter part of the week.

William H. Hurley, a well-known representative of the firm of Lee & Cady, of Detroit, recently died at his home in Flint. An acute attack of appendicitis was the cause of death. Deceased was 36 years of age and is survived by his widow.

A. W. (Bert) Peck was mixed up in the wreck near Bellaire last week and walked six and one-half miles to the county seat so that he might take the orders coming to him there before the wrecking train could restore his train to its rightful position on the track.

Allegan Press: Irving Franks has taken a position as traveling salesman with the Fox Typewriter Co., Ltd., of Grand Rapids. He spent several days this week at the factory studying the mechanical features of the machine and left for Milwaukee last night, which place will be his headquarters for the present.

W. A. Van Leuven (National Candy Co.) has returned from Chautauqua county, Kansas, where he owns 240 acres of land on which two oil test wells are now being bored. Oil has been obtained in all directions around his farm and Candy Van confidently expects to be wearing diamonds purchased with the royalties he obtains from this source in the course of a few months.

Flint B. Aniba, for the past four years traveling representative for the G. J. Johnson Cigar Co.—a part of the time in the Upper Peninsula and a portion of the time in the Southern territory—has resigned to go to Topeka, Kas., where he has formed a co-partnership under the style of Falkiner, Aniba & Co., to engage in the manufacture of the Elliott patent window scaffold, which will be exploited from that city. The good wishes of a large circle of friends go with Mr. Aniba.

Munising News: John Russell, traveling salesman for this district, returned Monday from Menominee where he was entertained by the Carpenter-Cook Co., the well known wholesale grocers. That firm entertained its employees in right royal style from Friday last until Saturday night. The company has sixteen or seventeen traveling salesmen—with their office force about 30 employees in all. These were all entertained at

one of the finest banquets ever given in the Upper Peninsula.

The Boys Behind the Counter.

Traverse City—James McAllister has taken a clerkship in the drug store of C. A. Bugbee.

Lowell—D. G. Look has a new clerk in his drug store in the person of Harry Shooter, late of Nashville.

Kalamazoo—Glenn Hathaway has entered the employ of J. R. Jones, Sons & Co., taking charge of their cloak and suit department.

Bay Shore—Frank Van Schoick has taken a clerkship in the general store of A. C. Stauffer & Co.

Schoolcraft—Theodore Folz, who at one time conducted a branch clothing store here for his brother, and who has been in the South for several years, has returned to Kalamazoo and taken a position as clerk at the Folz clothing establishment.

Elk Rapids—C. A. Carr, who came to Elk Rapids in 1903 and opened a grocery store in the Mickleson building on the east side of the river, has discontinued business and entered the employ of Gately & Donovan, of Saginaw.

Hides, Tallow, Pelts and Wools.

The hide market shows less firmness; in fact, there has been a decline and sales have been made at less figures. The demand is not good from the East and little interest is shown in the situation. Prices must go lower or they will not be accepted. The light stock holds firm.

Tallow is still lifeless. Trading is light and the small sales show no profit. Soapers take some stock, as it is at a lower value than for some time past and they can use it.

The offerings of pelts are few and far between.

Wools are moving freely, with considerable being piled up. Prices are high. Some of the early wools have gone forward to supply immediate wants. Local buyers are anxious and run wild, while the Eastern buyers do not respond so promptly.

Wm. T. Hess.

The manufacture and sale of tobacco is a State monopoly in Austria, which nets the national Treasury over \$27,000,000 a year. The Government purchases the raw material, manufactures it into cigars, cigarettes, smoking tobacco and snuff, and sells the consumer through licensed agents who receive a fixed commission averaging about 10 per cent. on the proceeds of their sales.

Russia is reported as planning to do numerous things when she gets around to them that will crush the pretentious Japanese. The talk of St. Petersburg much resembles the talk of Madrid during the Spanish-American war. The Spanish until the very last were going to annihilate the Americans. They dreamed of revenge, but never realized it.

"Go ahead and build your roads," says Stuyvesant Fish, President of the Illinois Central Railroad, in an address to good roads advocates. "We will stand our share of the expense. The railroads are the arteries of this country, but the public roads are the veins."

Creed of Modern American Success.

The true creed of most of Paul's friends when reduced to terms was substantially this, that the important thing in life is to be on top, that in America every one has a chance and the best men come to the front, that success means money, that money insures enjoyment, and that no one is supposed to be enjoying himself or herself who does not keep feeding the dynamo of conscious existence with fresh sensations and run the human machine at full pressure. There were necessary corollaries to this, such as "the devil take the hindmost," uttered considerably but firmly; "we shall be a long time dead," murmured jocosely but shrewdly, and "the cranks may prevail and the crash come, but we shall be under the sod," spoken philosophically, with a shake of the head or a sigh—the moral of it all being that the position of the successful—that is, the rich—is delectable and intoxicating, and the rank and file are expected to comport themselves with patriotic and Christian resignation, and not interfere with the free workings of the millionaiium, an ingenious substitute for the millennium.

The stock market, athletic sports and cocktails were the tutelary saints of this section of society. They were habitually long or short of the market from one or two hundred to several thousand shares, according to their means. They followed feverishly the prevailing fads in sport, yachting, tennis, polo, rowing, golf, rackets, hunting, horse shows (as now, a few years later, "bridge," ping pong and the deadly automobile). And after exercise, before luncheon and dinner, and on every other excuse, they imbibed a cocktail or a whisky and soda as a filip to the nervous system. They were dashing, manly looking fellows, these companions of Paul, ingenious and daring in their business enterprises, or, if men of leisure, keen and brilliant

at their games. They set great store by physical courage and unflinching endurance of peril and pain, and they would have responded promptly to a national demand for troops in case of war; but when anything arose on the political or social horizon which threatened to disturb prices on the Stock Exchange, they set their teeth as one man and howled maledictions at it and its author, although it bore the sign manual of true progress. In short, life for them meant a bull market, a galaxy of competitive sports and perpetual novelty.—Robert Grant in Scribner's.

To Cure Sleeplessness.

When we are kept awake from our fatigue, the first thing to do is to say over and over to ourselves that we do not care whether we sleep or not, in order to imbue ourselves with a healthy indifference about it. It will help toward gaining this wholesome indifference to say: "I am too tired to sleep, and therefore the first thing for me to do is to get rested in order to prepare for sleep. When my brain is well rested it will go to sleep; it can not help it. When it is well rested it will sleep just as naturally as my lungs breathe, or as my heart beats." Another thing to remember—and it is very important—is that an overtired brain needs more than the usual nourishment. If you have been awake for an hour, and it is three hours after your last meal, take half a cup or a cup of hot milk. If you are awake for another two hours take half a cup more, and so, at intervals, of about two hours, so long as you are awake throughout the night. Hot milk is nourishing and a sedative. It is not inconvenient to have milk by the side of one's bed, and a little saucepan and a spirit lamp.

For hands that have been stained in any way, try a little buttermilk with a bit of cornmeal added. It will whiten them nicely.

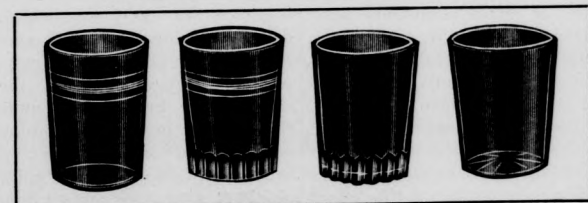
Jellies and Tumblers

Now is the time to order your Tin Top Jelly Glasses and Tumblers. Have them shipped any time you prefer.

Water Tumblers

The styles of 9-ounce Water Tumblers shown represent the best standard grades at the lowest price. I cannot sell these Tumblers and Jellies in less than a barrel.

Price Per Dozen, 15c



One-Third Pint Tin Top Jellies.....per dozen 13c
One-Half Pint Tin Top Jellies.....per dozen 14c

Shipped direct from factory or from Grand Rapids add 1 cent more per dozen.

DAVID B. DE YOUNG, Grand Rapids

Importers' and Manufacturers' Agent
Crockery, Glassware, China, Lamps



Send For New Glassware Catalogue



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.
 Star Island—June 20 and 21.
 Houghton—Aug. 23 and 24.
 Lansing—Nov. 1 and 2.

Mich. State Pharmaceutical Association.
 President—A. L. Walker, Detroit.
 First Vice-President—J. O. Schlotterbeck, Ann Arbor.
 Second Vice-President—J. E. Weeks, Battle Creek.
 Third Vice-President—H. C. Peckham, Freport.
 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. Kirchgeessner, Grand Rapids; Stanley Parkill, Owosso.

Jobbers Regaining the Trade Which Belongs to Them.

Referring to the paper read at a meeting of the Chicago Credit Men's Association and published in full in last week's issue of the Tradesman, a representative of a manufacturing chemical establishment wrote Mr. Nind as follows:

Chicago, April 21—The writer was very much interested in your talk last evening and it occurred to him that you might possibly be interested in a movement which is beginning to show itself in the drug line.

The tendency has been in our line, as well as many others, to more and more ignore the middleman or jobber. There has been a decided tendency during the last ten years to give the retail druggist better than the ordinary trade discounts, particularly when they can buy in fairly large quantities. I am speaking now strictly of the pharmaceutical end of the business. The ordinary discount to the retailer used to be 25 per cent. and to the jobber 40 per cent. The discount to the jobber, however, has gradually been getting larger and there has developed a tendency to give large retailers 40 per cent. on shipments made direct from the manufacturer. It finally resulted in the making of so-called contracts with large retailers, whereby they agreed to buy a certain amount of goods, say, from \$250 up per annum, in order that they might get the benefit of this 40 per cent. discount. This resulted in more or less demoralization and the tendency has been increased right along toward the giving of 40 per cent. to the retail trade—always, of course, on direct shipments only.

Some four years ago one of the manufacturers who is located in Indianapolis decided to turn over a new leaf. He took a very strong position, issued a new catalogue, raising the list price on some of the items which were being sold on too close a margin and issued a circular to the effect that he would sell any retailer in any quantity as per list at 40 per cent. discount, the main point, however, being that all orders absolutely must come through the jobber. He increased his force of salesmen rather than decreased it, covering the trade very closely, and has been building

up a steadily growing trade. Naturally, the jobbers favored his line to a certain extent and put out his goods on unspecified orders.

Meanwhile the other manufacturers have been driving more and more towards the elimination of the middle man. Last fall we made up our minds that "through the jobber only" could be made to win and, with the issuance of our annual catalogue, we went on to practically the same basis. So far we believe that it is a success, for many reasons which I will not stop to go into here. We are sufficiently confident of its permanent success to push the proposition to the limit from every standpoint, both through our salesmen and through other forms of advertising.

This shows that there are some of us thinking along other lines than those referred to by you in your talk last evening and that possibly the pendulum is beginning to swing the other way and the jobber is beginning to regain, to a certain extent, that trade which belongs to him.

You are probably aware that the patent medicine end of the drug business is so arranged that the jobber absolutely controls the situation and none of the large manufacturers make any shipments except through the jobber.

We believe that our having taken the same position as that of the Indianapolis firm will go a long way toward bringing the pharmaceutical part of the drug business back to the same basis.

We are having the support of most of the drug trade journals in this policy.

Need For a Morgan Among the Colleges.

The young man of the present day who does not get a pharmaceutical education probably does not want one, for eighty schools of pharmacy in the United States and Canada provide opportunities in great abundance. However, lest we become too much inflated with pride over our educational system, we may well reflect that mere figures may be more inspiring than that for which they stand. Colleges of pharmacy in this country—I use the term college and school synonymously—have increased in number about 35 per cent. during the past three years, and there is little reason to hope that the worst is over. At one time in our history such an increase would have been hailed as an evidence of pharmaceutical progress. But it is possible to have too much of even so good a thing as colleges of pharmacy, and it is altogether likely that we were already suffering from such an embarrassment of riches. This is wholly without disparagement of the newcomers; yet helps us to understand the feelings of the impecunious man who said he valued his twelve children at a million dollars apiece, but wouldn't give fifty cents for another.

To state bluntly a generally conceded fact, what we need is fewer pharmacy schools and better ones—and fewer schools would mean better ones because of concentration of students, income, and teaching ability. Combination has so long been the popular order that one may almost

wonder how our pharmaceutical teaching institutions have remained unaffected by it. Even the medical colleges have begun to learn the lesson of commerce, and it would not be difficult to cite instances where one excellently equipped and largely attended school has succeeded several smaller warring ones. If there be a Morgan among us willing to do the cause of pharmaceutical education a service of no mean proportions let him come forth and eliminate unnecessary pharmacy schools and their wasteful competition by merging them with the dozen schools that are really needed and could be reasonably well supported. No feverishly fertile imagination is required to realize that concentrating in a dozen such schools the students now scattered thinly among eighty would yield better results than are at present obtained.

Dr. Frank Billings pointed out in his recent presidential address to the A. M. A. that of the 5,000 new graduates in medicine each year, 3,000 are not needed; that is to say, 2,000 new disciples of Aesculapins each year would be sufficient to supply the small demand of an increasing population and fill vacancies caused by retirements, death, etc. Pharmacy, however, suffers not so much from the number of its students as from their deficiency in preliminary education, and this is more or less directly traceable to the surplus of colleges with which we are afflicted. The attempt is being made, and I believe in all good faith, to adopt a uniform entrance requirement so that the young man who presents himself for admission to a pharmacy school must show a high-school diploma or its equivalent before he can become a student. With a small number of well-attended schools there would be no great obstacle in the way, but where the number is large and the competition for students is brisk—for the hideous specter of a deficit is ever before the majority of colleges—it is not hard to understand the difficulties that have thus far beset those wishing to bring about such an agreement.

J. W. T. Knox.

The Druggist as a Refracting Optician.

For a druggist who is situated in the country, with plenty of leisure time on his hands, I do not know of a better or more profitable thing for him to do than to take up the business of a refracting optician. Several states already recognize the members of this calling, and more will probably do so every year until recognition has been granted in all the states. In those states where laws now exist state boards of optometry are to be found, and they are much the same in character as the state boards of pharmacy.

The business opens up a wide field for any intelligent druggist who is willing to give some time to study the subject. In my opinion the best way to go at the thing is first to purchase several text-books and make a careful study of them, following with a course at any of the recognized optical colleges by correspondence or personal attendance. One will be more than repaid for the money ex-

pended. Personally, I was unable to leave my store, and was compelled to take the correspondence course. Consequently I did not expect the public to have any great confidence in me at first. However, I advertised pretty thoroughly and took a great deal of pains to do good work, thus hoping to give satisfaction and develop confidence gradually. I have succeeded beyond my expectations. No complaints have been made of my work, and my business is steadily increasing. The town where I am located is the county seat; it has about 900 inhabitants, but in addition to this a good many people from the surrounding country come to the village to do their shopping.

After you once get the theory of optometry, the only really necessary thing is a trial case. This should cost from \$50 to \$75—that is, you should pay that much, since it is best to get a good one. One need not keep any stock of lenses or frames at all, provided he can get what he wants from a manufacturing optician in two or three days. If, however, he keeps a stock, it should only be of the cheap frames, for it is better to measure one's patients for every pair of eyeglasses or spectacles prescribed and have them made. No two pairs of eyes are ever exactly alike.—Willets Corson in Bulletin of Pharmacy.

The Drug Market.

Opium—Is weak and lower, on account of reports in primary market that crop will be a large one.

Morphine—Is unchanged.

Carbolic Acid—Is very firm and advancing.

Cantharides, Russian—Are very firm and tending higher.

Epsom Salts—Are very scarce. Manufacturers are behind in their orders. The market is firm and tending higher.

Menthol—Is firm, although competition among holders keeps the price low.

Oil Peppermint—Is very scarce and firm.

Oil Cloves—Is very firm on account of higher price for spice.

American Saffron—Has again advanced and is tending higher on account of scarcity.

Gum Camphor—Has again declined on account of competition of the Japanese refined.

Goldenseal Root—Is very firm and advancing.

Gum Shellac—Is very firm and tending higher.

Cloves—Have advanced and are very firm.

FOR SALE

Soda Fountain, good as new. Cost \$450.00—will sell for \$60.00 and ship on approval. Address
 "Soda"
 Care Michigan Tradesman

FRED BRUNDAGE

Wholesale Drugs and Stationery.

Fishing Tackle, Sporting Goods,
 Fireworks and Flags.

32-34 Western Ave., MUSKEGON, Mich.

WHOLESALE DRUG PRICE CURRENT

Advance—
Declined—

Acidum		Erethitosis		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
Boricum	17 17	Geranium	1 00@1 10	Aloe	60
Carbolicum	26 29	Gossypii, Sem gal	50 60	Aloe & Myrrh	60
Citricum	38 40	Hedera	1 40@1 50	Arnica	50
Hydrochlor	30 40	Juniper	1 50@2 00	Assafoetida	50
Nitrosum	8 10	Lavendula	90 2 75	Atrape Belladonna	50
Oxalicum	12 14	Limonis	1 15@1 25	Aurant Cortex	50
Phosphoricum, dil.	15 15	Mentha Piper	4 25@4 35	Benzoin	50
Salicylicum	42 45	Mentha Verid.	5 00@5 50	Benzoin Co	50
Sulphuricum	1 1/2 1 1/2	Morruhae, gal.	2 00@3 50	Barosma	50
Tannicum	1 10@1 20	Myrica	4 00@4 50	Cantharides	75
Tartaricum	38 40	Olive	75 3 00	Capsicum	50
Ammonia		Picis Liquida	10 12	Cardamon	75
Aqua, 18 deg.	4 6	Picis Liquida gal.	90 94	Cardamon Co	1 00
Aqua, 20 deg.	6 8	Rosae, oz	5 00@6 00	Castor	1 00
Carbonas	13 15	Rosmarini	1 00@1 10	Catechu	50
Chloridum	12 14	Succini	40 45	Cinchona	50
Aniline		Sabina	90 1 00	Cinchona Co	60
Black	2 00@2 25	Santal	2 75@7 80	Columba	50
Brown	80 1 00	Sassafras	85 90	Cubebae	50
Red	45 50	Sinapis, ess. oz.	50 1 60	Cassia Acutifol	50
Yellow	2 50@3 00	Sinapis, opt	1 50@1 60	Cassia Acutifol Co	50
Bacca		Thebromae	15 20	Digitalis	50
Cubebae	22 24	Potassium		Ergot	50
Juniperus	5 6	Bi-Carb	15 18	Ferri Chloridum	35
Xanthoxyllum	30 35	Bichromate	13 15	Gentian	50
Balsamum		Bromide	40 45	Gentian Co	50
Cubebae	20 20	Carb	12 15	Guaiac	50
Peru	12 15	Chlorate po 17@19	16 18	Guaiac ammon	50
Terabin, Canada	60 65	Chloride	34 38	Hyoscyamus	50
Tolutan	45 50	Iodide	2 75@2 85	Iodine	75
Cortex		Iodide	2 75@2 85	Iodine, colorless	75
Abies, Canadian	18	Potassa, Bistart pr	30 32	Kino	50
Cassia	18	Potass Nitras opt	7 10	Lobelia	50
Cinchona	30	Potass Nitras	6 8	Myrrh	50
Euonymus atro.	20	Prussiate	23 26	Nux Vomica	50
Myrica Cerifera	12	Sulphate po	15 18	Opil, camphorated	75
Prunus Virgin.	12	Radix		Opil, deodorized	1 50
Quillaja, gr'd.	14	Aconitum	20 25	Quassia	50
Sassafras	14	Althae	30 33	Rhatany	50
Ulmus	14	Anchusa	10 12	Rhei	50
Extractum		Arum po	20 25	Sanguinaria	50
Glycyrrhiza Gla.	24 30	Calamus	20 40	Serpentaria	50
Glycyrrhiza, po.	28 30	Gentiana	15 12	Stromonium	50
Haematox	11 12	Glycyrrhiza pv 15	16 18	Solutan	60
Haematox, is	13 14	Hydrastis Cana.	15 15	Valerian	56
Haematox, 1/2s.	14 15	Hydrastis Can po	15 15	Veratrum Veride.	50
Haematox, 1/4s.	16 17	Hellebore, Alba.	12 15	Zingiber	20
Ferru		Inula, po	18 22	Miscellaneous	
Carbonate Precip.	15	Ipecac, po	2 75@2 80	Aether, Spts Nit 3	30 35
Citrate and Quinia	2 25	Iris plox	35 40	Aether, Spts Nit 4	34 38
Citrate Soluble	40	Jalapa, pr	25 30	Alumen, gr'd po 7	3 4
Ferrocyanidum S.	15	Maranta, 1/2s	30 35	Annatto	40 50
Solut. Chloride	3	Podophyllum po.	22 26	Antimoni, po	40 50
Sulphate, com'l.	80	Rhei	75 1 00	Antimoni et Po T	40 50
Sulphate, com'l. by	7	Rhei, cut	1 25	Antipyrin	20 25
bbl, per cwt.	7	Rhei, pv	75 1 35	Argente Nitras, oz	48
Sulphate, pure	7	Spigella	35 38	Arsenicum	10 12
Flora		Sanguinari, po 24	22	Balm Gilead buds	45 50
Arnica	15 18	Serpentaria	65 70	Bismuth S N	2 20@2 30
Anthemis	22 25	Senega	75 85	Calcium Chlor, is	9
Matricaria	30 35	Smilax, off's H	40	Calcium Chlor, 1/2s	10
Folia		Smilax, M	25	Calcium Chlor, 1/4s	12
Barosma	30 33	Scilla	10 12	Cantharides, Rus.	1 20
Cassia Acutifol.	20 25	Symplocarpus	25	Capsici Fruc's af.	20
Cassia, Acutifol.	25 30	Valeriana Eng.	25	Capsici Fruc's po.	22
Salvia officinalis,	12 20	Valeriana, Ger.	15 20	Cap'i Fruc's B po.	15
1/2s and 1/4s.	12 20	Zingiber a	14 16	Caryophyllus	25 28
Uva Ursi	8 10	Zingiber j	16 20	Carmine, No 40	3 00
Gummi		Semen		Cera Alba	50 55
Acacia, 1st pkd.	45 65	Anisum	10 16	Cera Flava	40 42
Acacia, 2d pkd.	45 65	Apium (gravel's)	13 15	Crocus	1 35@1 45
Acacia, 3d pkd.	45 65	Bird, is	40 6	Cassia Fructus	35
Acacia, sifted sts.	45 65	Carul	10 11	Centraria	10
Acacia, po.	45 65	Cardamon	70 90	Cetaceum	45
Aloe, Barb.	12 14	Coriandrum	8 10	Chloroform	55 60
Aloe, Cape.	20 25	Cannabis	7 8	Chloral Hyd Crst.1	35 1 10
Aloe, Socotri	55 60	Cydonium	75 1 00	Chondrus	20 25
Ammoniac	35 40	Chesopodium	25 30	Cinchonidine P-W	38 48
Assafoetida	50 55	Dipterix Odorate.	80 1 00	Cinchonide Germ	38 48
Benzoinum	50 55	Foeniculum	7 18	Cocaine	4 05@4 25
Catechu, is	12 14	Foenugreek, po	7 9	Corks list d p ct.	75
Catechu, 1/2s.	14 16	Lini	4 6	Creosotum	45
Catechu, 1/4s.	14 16	Lini, gr'd	3 6	Creta, bbl 75	2
Camphorae	75 80	Lobelia	75 80	Creta, prep	9 11
Euphorbium	40	Pharlaris Cana'n	6 1/2 8	Creta, precip	9 11
Galbanum	1 15	Rapa	5 6	Creta, Rubra	8
Gamboge	1 25	Sinapis Alba	7 9	Crocus	1 50@1 60
Guaiacum	35 40	Sinapis Nigra	9 10	Cudbear	24
Kino	60 70	Spiritus		Cupri Sulph	6 8
Mastic	60 70	Frumenti W D.	2 00@2 50	Dextrine	7 10
Myrrh	45 60	Frumenti	1 25@1 50	Ether Sulph	78 92
Opil	3 10@3 15	Juniperis Co O T.	1 65@2 00	Emery, all Nos.	8
Shellac	60 65	Juniperis Co	1 75@3 50	Emery, po	8 6
Shellac, bleached	65 70	Saccharum N E	1 90@2 10	Ergota	85 90
Tragacanth	70 1 00	Spt Vini Galli	1 75@6 50	Flake White	12 15
Herba		Vini Oporto	1 25@2 00	Galla	23
Absinthium, oz pk	25	Vini Alba	1 25@2 00	Gambler	9
Eupatorium, oz pk	20	Sponges		Gelatin, Cooper	60
Lobelia	25	Florida sheeps' w	2 50@2 75	Gelatin, French	35 60
Majorum	25	Nassau sheeps' w	2 50@2 75	Glassware, ft box	75 8
Mentha Pip oz pk	23	Velvet extra shps'	1 50	Less than box	70
Mentha Vir oz pk	25	wool, carriage	1 15	Glue, brown	11 13
Rue	39	Extra yellow shps'	1 25	Glue, white	15 25
Tanacetum V.	22	wool, carriage	1 15	Glycerina	17 25
Thymus V. oz pk	25	Grass sheeps' w	1 10	Humulus	25 55
Magnesia		Hard, slate use.	1 10	Hydrarg Ch Mt.	95
Calcined, Pat.	55 60	Yellow Reef, for	1 40	Hydrarg Ch Cor.	90
Carbonate, Pat.	18 20	slate use	1 40	Hydrarg Ox Ru'm	1 05
Carbonate K-M.	18 20	Syrups		Hydrarg Ungue'm	50 60
Carbonate	18 20	Acacia	50 50	Hydrargyrum	50 60
Oleum		Aurant Cortex	50 50	Ichthyobolla, Am.	90 1 00
Absinthium	3 00@3 25	Zingiber	50 50	Indigo	75 1 00
Amygdalae, Dulo.	50 60	Ipecac	50 50	Iodide, Resubl	3 85@4 00
Amygdalae Ama.	8 00@8 25	Ferri Iod	50 50	Iodoform	4 10@4 20
Anisi	1 75@1 85	Rhei Arom	50 50	Lupulin	50 50
Auranti Cortex	2 10@2 20	Smilax Off's	50 60	Lycopodium	75 80
Bergamili	2 85@3 25	Senega	50 60	Macis	65 75
Caliputi	1 10@1 15	Scilla	50 60	Liquor Arsen et	25
Caryophylli	1 60@1 70	Scilla Co	50 50	Liq Potass Arsnit	10 12
Cedar	35 40	Tolutan	50 50	Magnesia, Sulph.	2 3
Chenopadii	2 00	Prunus virg	50 50	Magnesia, Sulh bbl	1 1/2
Cinnamoni	1 10@1 15	Syrups			
Citronella	30 35	Acacia	50 50		
Conium Mac.	80 90	Aurant Cortex	50 50		
Copaiba	1 15@1 25	Zingiber	50 50		
Cubebae	1 80@1 85	Ipecac	50 50		

Manna, S F	75 80	Sapo, M	10 12	Lard, extra	70 80
Menthol	6 50@7 00	Sapo, G	15 15	Lard, No. 1	60 65
Morphia, S P & W	2 35@2 60	Seidlitz Mixture	20 22	Linseed, pure raw	41 42
Morphia, S N Y Q	2 25@2 60	Sinapis	18 18	Linseed, boiled	42 45
Morphia, Mal	2 35@2 60	Sinapis, opt	30 30	Neatsfoot, w str.	65 70
Moschus Canton	40 40	Snuff, Maccaboy	41 41	Spts. Turpentine	67 72
Myristica, No. 1	38 40	De Voes	41 41	Paints	
Nux Vomica, po 15	10 10	Snuff, S'h De Vo's	41 41	Red Venetian	1 1/2 2 08
Os Sepia	25 28	Soda, Boras	9 11	Ochre, yel Mars	1 1/2 2 04
Pepsin Saac, H &	1 00 1 00	Soda, Boras, po.	9 11	Ochre, yel Ber	1 1/2 2 03
P D Co	1 00 1 00	Soda et Pot's Tart	28 30	Putty, commer'l	2 1/2 2 1/2
Picis Liq NN 1/2	2 00 2 00	Soda, Carb	1 1/2 2	Putty, strictly pr. 2 1/2	2 1/2 2 1/2
Picis Liq, qts.	1 00 1 00	Soda, Bi-Carb	3 4 5	Vermillion, Prime	
Picis Liq, pints.	85 85	Soda, Ash	3 4 4	American	13 15
Pil Hydrarg po 80	50 50	Soda, Sulphas	2 2	Vermillion, Eng.	70 75
Piper Nigra po 22	18 18	Spts, Cologne	50 55	Green, Paris	14 18
Piper Alba po 35	30 30	Spts, Ether Co	50 55	Green, Feninsular	13 16
Pilx Burgun	7 7	Spts, Myrcia Dom	2 00	Lead, red	6 1/2 7
Plumbi Acet	10 12	Spts, Vini Rect bbl	40 40	Lead, white	6 1/2 7
Pulvis Ip'c et Opil.1	30 1 50	Spts, V'l Rect 1/2 b	40 40	Whiting, white S'n	90 90
Pyrethrum, bxs H	75 75	Spts, V'l R't 10 gl	40 40	Whiting, Gilders.	95 95
& P D Co. doz.	75 75	Spts, V'l R't 5 gal	40 40	White, Paris, Am'r	1 25
Pyrethrum, pv	25 30	Strychnia, Crystal	90 1 15	Whit g, Paris, Eng	1 40
Quassia	8 10	Sulphur, Subl	2 1/2 4	Universal Prep'd	1 10@1 20
Quinia, S P & W	23 39	Sulphur, Roll	2 1/2 3 1/2	Varnishes	
Quinia, S Ger.	23 39	Tamarinds	8 10	No. 1 Turp Coach.1	10 120
Quinia, N Y	23 39	Terebenth Venice	28 30	Extra Turp	1 60@1 70
Rubia Tincturum	12 14	Theobromae	44 50	Coach Body	2 75@3 00
Saccharum La's.	20 22	Vanilla	9 00	No. 1 Turp Furn.1	10 110
Salacin	4 50@4 75	Zinci Sulph	7 8	Extra T Damar.	1 55@1 60
Sanguis Drac's.	40 50	Oils		Jap Dryer No 1 T	70 70
Sapo, W	12 14	Whale, winter	70 70		

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		1	
B		2	
C		3	
D		4	
E		5	
F		6	
G		7	
H		8	
I		9	
J		10	
K		11	
L		12	
M		13	
N		14	
O		15	
P		16	
Q		17	
R		18	
S		19	
T		20	
U		21	
V		22	
W		23	
X		24	
Y		25	
Z		26	
AA		27	
AB		28	
AC		29	
AD		30	
AE		31	
AF		32	
AG		33	
AH		34	
AI		35	
AJ		36	
AK		37	
AL		38	
AM		39	
AN		40	
AO		41	
AP		42	
AQ		43	
AR		44	
AS		45	
AT		46	
AU		47	
AV		48	
AW		49	
AX		50	
AY		51	
AZ		52	
BA		53	
BB		54	
BC		55	
BD		56	
BE		57	
BF		58	
BG		59	
BH		60	
BI		61	
BJ		62	
BK		63	
BL		64	
BM		65	
BN		66	
BO		67	
BP		68	
BQ		69	
BR		70	
BS		71	
BT		72	
BU		73	
BV		74	
BW		75	
BX		76	
BY		77	
BZ		78	
CA		79	
CB		80	
CC		81	
CD		82	
CE		83	
CF		84	
CG		85	
CH		86	
CI		87	
CJ		88	
CK		89	
CL		90	
CM		91	
CN		92	
CO		93	
CP		94	
CQ		95	
CR		96	
CS		97	
CT		98	
CU		99	
CV		100	
CW		101	
CX		102	
CY		103	
CZ		104	
DA		105	
DB		106	
DC		107	
DD		108	
DE		109	
DF		110	
DG		111	
DH		112	
DI		113	
DJ		114	
DK		115	
DL		116	
DM		117	
DN		118	
DO		119	
DP		120	
DQ		121	
DR		122	
DS		123	
DT		124	
DU		125	
DV		126	
DW		127	
DX		128	
DY		129	
DZ		130	
EA		131	
EB		132	
EC		133	
ED		134	
EE		135	
EF		136	
EG		137	
EH		138	
EI		139	
EJ		140	
EK		141	
EL		142	
EM		143	
EN		144	
EO		145	
EP		146	
EQ		147	
ER		148	
ES		149	
ET		150	
EU		151	
EV		152	
EW		153	
EX		154	
EY		155	
EZ		156	
FA		157	
FB		158	
FC		159	
FD		160	
FE		161	
FF		162	
FG		163	
FH		164	
FI		165	
FJ		166	
FK		167	
FL		168	
FM		169	
FN		170	
FO		171	
FP		172	
FQ		173	
FR		174	
FS		175	
FT		176	
FU		177	
FV		178	
FW		179	
FX		180	
FY		181	
FZ		182	
GA		183	
GB		184	
GC		185	
GD		186	
GE		187	
GF		188	
GG		189	
GH		190	
GI		191	
GJ		192	
GK		193	
GL		194	
GM		195	
GN		196	
GO		197	
GP		198	
GQ		199	
GR		200	
GS		201	
GT		202	
GU		203	
GV		204	
GW		205	
GX		206	
GY		207	
GZ		208	
HA		209	
HB		210	
HC		211	
HD		212	
HE		213	
HF		214	
HG		215	
HH		216	
HI		217	
HJ		218	
HK		219	
HL		220	
HM		221	
HN		222	
HO		223	
HP		224	
HQ		225	
HR		226	
HS		227	
HT		228	
HU		229	
HV		230	
HW		231	
HX		232	
HY		233	
HZ		234	
IA		235	
IB		236	
IC		237	
ID		238	
IE		239	
IF		240	
IG		241	
IH		242	
II		243	
IJ		244	
IK		245	
IL		246	
IM		247	
IN		248	
IO		249	
IP		250	
IQ		251	
IR		252	
IS		253	
IT		254	
IU		255	
IV		256	
IW		257	
IX		258	
IY		259	
IZ		260	
JA		261	
JB		262	
JC		263	
JD		264	
JE		265	
JF		266	
JG		267	
JH		268	
JI		269	
JJ		270	
JK		271	
JL		272	
JM		273	
JN		274	
JO		275	
JP		276	
JQ		277	
JR		278	
JS		279	
JT		280	
JU		281	
JV		282	
JW		283	
JX		284	
JY		285	
JZ		286	
KA		287	
KB		288	
KC		289	
KD		290	
KE		291	
KF		292	
KG		293	
KH		294	
KI		295	
KJ		296	
KK		297	
KL		298	
KM		299	
KN		300	
KO		301	
KP		302	
KQ		303	
KR		304	
KS		305	
KT		306	
KU		307	
KV		308	
KW		309	
KX		310	
KY		311	
KZ		312	
LA		313	
LB		314	
LC		315	
LD		316	
LE		317	
LF		318	
LG		319	
LH		320	
LI		321	
LJ		322	
LK		323	
LL		324	
LM		325	
LN		326	
LO		327	
LP		328	
LQ		329	
LR		330	
LS		331	
LT		332	
LU		333	
LV		334	
LW		335	
LX		336	
LY		337	
LZ		338	
MA		339	
MB		340	
MC		341	
MD		342	
ME		343	
MF		344	
MG		345	
MH		346	
MI		347	
MJ		348	
MK		349	
ML		350	
MN		351	
MO		352	
MP		353	
MQ		354	
MR		355	
MS		356	
MT		357	
MU		358	
MV		359	
MW		360	
MX		361	
MY		362	
MZ		363	
NA		364	
NB		365	
NC		366	
ND		367	
NE		368	
NF		369	
NG		370	
NH		371	
NI		372	
NJ		373	
NK		374	
NL		375	
NM		376	
NN		377	
NO		378	
NP		379	
NQ		380	
NR		381	
NS		382	
NT		383	
NU		384	
NV		385	
NW		386	
NX		387	
NY		388	
NZ		389	
OA		390	
OB		391	
OC		392	
OD		393	
OE		394	
OF		395	
OG		396	
OH		397	
OI		398	
OJ		399	
OK		400	
OL		401	
OM		402	
ON		403	
OO		404	
OP		405	
OQ		406	
OR		407	
OS		408	
OT		409	
OU		410	
OV		411	
OW		412	
OX		413	
OY		414	
OZ		415	
PA		416	
PB		417	
PC		418	
PD		419	
PE		420	
PF		421	
PG		422	
PH		423	
PI		424	
PJ		425	
PK		426	
PL		427	
PM		428	
PN		429	
PO		430	
PP		431	
PQ		432	
PR		433	
PS		434	
PT		435	
PU		436	
PV		437	
PW		438	
PX		439	
PY		440	
PZ		441	
QA		442	
QB		443	
QC		444	
QD		445	
QE		446	
QF		447	
QG		448	
QH		449	
QI		450	
QJ		451	
QK		452	
QL		453	
QM		454	
QN		455	
QO		456	
QP		457	
QQ		458	
QR		459	
QS		460	
QT		461	
QU		462	
QV		463	
QW		464	
QX		465	
QY		466	
QZ		467	
RA		468	
RB		469	
RC		470	
RD		471	
RE		472	
RF		473	
RG		474	
RH		475	
RI		476	
RJ		477	
RK		478	
RL		479	
RM		480	
RN		481	
RO		482	
RP		483	
RQ		484	
RR		485	
RS		486	
RT		487	
RU		488	
RV		489	
RW		490	
RX		491	
RY		492	
RZ		493	
SA		494	
SB		495	
SC		496	
SD		497	
SE		498	
SF		499	
SG		500	
SH		501	
SI		502	
SJ		503	
SK		504	
SL		505	
SM		506	
SN		507	
SO		508	
SP		509	
SQ		510	
SR		511	
SS		512	
ST		513	
SU		514	
SV		515</	

6	7	8	9	10	11
MOLASSES New Orleans Fancy Open Kettle ... 40 Choice ... 35 Fair ... 26 Good ... 22 Half barrels 2c extra MUSTARD Horse Radish, 1 dz ... 1 75 Horse Radish, 2 dz ... 3 50 Bayle's Celery, 1 dz ... 50 OLIVES 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 ... 1 45 Stuffed, 8 oz ... 2 30 Stuffed, 10 oz ... 2 40 PIPES Clay, No. 216 ... 1 70 Clay, T. D., full count ... 65 Cob, No. 3 ... 85 PICKLES Medium Barrels, 1,200 count ... 7 75 Half bbls, 600 count ... 4 50 Small Half bbls, 1,200 count ... 5 50 Barrels, 2,400 count ... 9 50 PLAYING CARDS No. 90, Steamboat ... 85 No. 15, Rival, assorted ... 20 No. 20, Rover enameled ... 60 No. 572, Special ... 1 75 No. 98, Golf, satin finish ... 2 00 No. 808, Bicycle ... 2 00 No. 632, Tourment whist ... 25 POTASH 48 cans in case ... 4 00 Penna Salt Co.'s ... 3 00 PROVISIONS Barreled Pork Mess ... 13 75 Back fat ... 14 00 Fat Back ... 15 00 Short cut ... 12 75 Pig ... 18 50 Bean ... 11 50 Brisket ... 14 50 Clear Family ... 13 00 Dry Salt Meats Bellies ... 9 75 S P Bellies ... 10 75 Extra shorts ... 8 75 Smoked Meats Hams, 12 lb. average ... 11 75 Hams, 14 lb. average ... 11 75 Hams, 16 lb. average ... 11 75 Hams, 20 lb. average ... 10 75 Skinned Hams ... 12 75 Ham, dried beef sets ... 12 75 Shoulders, N. Y. cut ... 10 75 Bacon, clear ... 10 75 California Hams ... 7 75 Boiled Hams ... 16 75 Picnic Boiled Hams ... 12 75 Berlin Ham pr's'd ... 8 75 Mince Ham ... 9 75 Lard Compound ... 6 75 Pure ... 7 75 60 lb. tubs, advance ... 7 75 50 lb. tubs, advance ... 7 75 50 lb. tins, 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 Sausages Bologna ... 5 75 Liver ... 6 75 Frankfort ... 7 75 Pork ... 7 75 Veal ... 7 75 Tongue ... 9 75 Headcheese ... 6 75 Beef Extra Mess ... 10 00 Boneless ... 10 00 Rump, new ... 10 00 Pig's Feet 1/4 bbls, 40 lbs. ... 1 10 1/4 bbls, 40 lbs. ... 1 90 1/4 bbls, 40 lbs. ... 3 75 1 bbls. ... 7 75 Tripe Kits, 15 lbs ... 70 1/4 bbls, 40 lbs ... 1 25 1/4 bbls, 80 lbs ... 2 60 Casings Hogs, per lb. ... 26 Beef rounds, set ... 15 Beef middles, set ... 45 Sheep, per bundle ... 70 Uncolored Butterine Solid, dairy ... 9 75 @ 10 Rolls, dairy ... 10 75 @ 11 1/2 Canned Meats Corned beef, 2 ... 2 50 Corned beef, 14 ... 17 50 Roast beef, 2 @ ... 2 50 Potted ham, 1/4 ... 45 Potted ham, 1/4 ... 45 Deviled ham, 1/4 ... 45 Deviled ham, 1/4 ... 45 Potted tongue, 1/4 ... 45 Potted tongue, 1/4 ... 45 RICE Domestic Carolina head ... 6 @ 6 1/2 Carolina No. 1 ... 5 1/2 Carolina No. 2 ... 5 Broken ... 3 @ 3 1/2 Japan, No. 1 ... 5 @ 5 1/2 Japan, No. 2 ... 3 1/2 @ 5 Java, fancy head ... 5 1/2 @ 5 Java, No. 1 ... 4 1/2 @ 5	SALAD DRESSING Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box Arm and Hammer ... 3 15 Deland's ... 3 00 Dwight's Cow ... 3 15 Emblem ... 2 10 L. P. ... 3 00 Wyandotte, 100 3/4s ... 3 00 SAL SODA Granulated, bbls ... 85 Granulated, 100 lb cases ... 1 00 Lump, bbls ... 75 Lump, 145 lb. kegs ... 95 SALT Diamond Crystal Table Cases, 24 3 lb. boxes ... 1 40 Barrels, 100 3 lb. bags ... 3 00 Barrels, 50 6 lb. bags ... 3 00 Barrels, 40 7 lb. bags ... 2 75 Butter Barrels, 320 lb. bulk ... 2 65 Barrels, 20 14 lb. bags ... 2 85 Sacks, 28 lbs ... 27 Sacks, 56 lbs ... 67 Shaker Boxes, 24 2 lb ... 1 50 Butter Bris, 280 lbs. bulk ... 2 25 Linen bags, 5-56 lbs ... 3 00 Linen bags, 10-28 lbs ... 3 00 Cotton bags, 10-28 lbs ... 2 75 Cheese 5 barrel lots, 5 per cent. discount. 10 barrel lots, 7 1/2 per cent. discount. Above prices are F. O. B. Common Grades 100 3 lb. sacks ... 1 90 60 5 lb. sacks ... 1 80 28 10 lb. sacks ... 1 70 56 lb. sacks ... 30 25 lb. sacks ... 15 Warsaw 56 lb. dairy in drill bags ... 40 28 lb. dairy in drill bags ... 20 Solar Rock 56 lb. sacks ... 22 Common Granulated, fine ... 80 Medium Fine ... 90 SALT FISH Cod Large Whole ... @ 7 1/2 Small Whole ... @ 7 1/2 Strips or bricks ... 7 1/2 @ 10 1/2 Pollock ... @ 4 Halibut Strips ... 14 1/2 Chunks ... 15 Herring Holland White hoops, bbl. ... 8 50 White hoops, 1/4 bbl. ... 4 50 White hoops keg ... 60 @ 65 White hoops mchs ... 75 Norwegian ... 3 60 Round, 100 lbs ... 3 60 Round, 50 lbs ... 2 10 Scaled ... 18 Trout No. 1, 100 lbs ... 5 50 No. 1, 40 lbs ... 2 50 No. 1, 10 lbs ... 70 No. 1, 8 lbs ... 59 Mackerel Mess 100 lbs ... 14 50 Mess 50 lbs ... 7 75 Mess 10 lbs ... 1 75 Mess 8 lbs ... 1 45 No. 1, 100 lbs ... 13 00 No. 1, 50 lbs ... 7 00 No. 1, 10 lbs ... 1 60 No. 1, 8 lbs ... 1 35 Whitefish No. 1 No. 2 Fam 100 lbs ... 7 50 3 50 50 & s. ... 3 60 2 10 10 lbs ... 90 45 8 lbs ... 75 43 SEEDS Anise ... 15 Canary, Smyrna ... 8 Caraway ... 8 Cardamom, Malabar ... 1 00 Celery ... 10 Hemp, Russian ... 4 Mixed Bird ... 8 Mustard, white ... 8 Poppy ... 8 Rape ... 4 1/2 Cattle Bone ... 25 SHOE BLACKING Handy Box, large, 3 dz. 2 50 Handy Box, small ... 1 25 Bixby's Royal Polish ... 85 Miller's Crown Polish ... 85 SNUFF Scotch, in bladders ... 37 Maccaboy, in jars ... 31 French Sapote, in jars ... 4	SOAP Central City Soap Co's brand. Jaxon ... 3 10 Jaxon, 5 box, del ... 3 05 Jaxon, 10 box, del ... 3 00 Johnson Soap Co. brands Silver King ... 3 65 Calumet Family ... 2 75 Scotch Family ... 2 85 Cuba ... 2 35 J. S. Kirk & Co. brands American Family ... 4 05 Dusky Diamond, 50 8oz ... 2 80 Dusky D'nd, 100 6oz ... 3 80 Jap Rose ... 3 75 Savon Imperial ... 3 10 White Russian ... 3 10 Dome, oval bars ... 3 10 Satinet, oval ... 2 15 White Cloud ... 4 00 Lautz Bros. & Co. brands Big Acme ... 4 00 Acme, 100 3 lb. bars ... 4 00 Big Master ... 4 00 Snow Boy P'dr. 100 pk. 4 00 Marselles ... 4 00 Proctor & Gamble brands Lenox ... 3 10 Ivory, 6 oz ... 4 00 Ivory, 10 oz ... 6 75 Star ... 3 25 A. B. Wisley brands Good Cheer ... 4 00 Old Country ... 3 40 Scouring Enoch Morgan's Sons. Sapallo, gross lots ... 9 00 Sapallo, half gross lots ... 4 50 Sapallo, single boxes ... 2 25 Sapallo, hand boxes ... 2 25 SODA Boxes ... 5 1/2 Kegs, English ... 4 1/2 SPICES Whole Spices Allspice ... 12 Cassia, China in mats ... 12 Cassia, Batavia, bund. ... 28 Cassia, Saigon, broken ... 40 Cassia, Saigon, in rolls ... 55 Cloves, Amboyana ... 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 ... 17 Pepper, shot ... 17 Pure Ground in Bulk Allspice ... 16 Cassia, Batavia ... 28 Cassia, Saigon ... 48 Cloves, Zanzibar ... 23 Cloves, African ... 15 Ginger, Cochinchina ... 18 Ginger, Jamaica ... 25 Mace ... 25 Mustard ... 18 Pepper, Singapore, blk. ... 17 Pepper, Singp. white ... 28 Pepper, Cayenne ... 20 Sage ... 20 STARCH Common Gloss 1 lb. packages ... 5 3 lb. packages ... 4 1/2 6 lb. packages ... 5 1/2 40 and 50 lb. boxes ... 3 @ 3 1/2 Barrels ... 3 @ 3 1/2 Common Corn 20 lb. packages ... 5 40 lb. packages ... 4 @ 7 SYRUPS Corn Barrels ... 23 Half barrels ... 25 30 lb cans 1/4 dz in case ... 1 60 10 lb cans 1/2 dz in case ... 1 60 5 lb cans, 1 dz in case ... 1 85 2 1/2 lb cans 1/2 dz in case ... 1 85 Pure Cane Fair ... 16 Good ... 20 Choice ... 25 TEA Japan Sundried, medium ... 24 Sundried, choice ... 32 Sundried, fancy ... 36 Regular, medium ... 24 Regular, choice ... 32 Regular, fancy ... 36 Basket-fired, medium ... 31 Basket-fired, choice ... 43 Basket-fired, fancy ... 43 Nibs ... 22 @ 24 Siftings ... 9 @ 11 Fannings ... 12 @ 14 Gunpowder Moyune, medium ... 30 Moyune, choice ... 32 Moyune, fancy ... 40 Pingsuey, medium ... 30 Pingsuey, choice ... 30 Pingsuey, fancy ... 40 Young Hyson Choice ... 30 Fancy ... 36 Oolong Formosa, fancy ... 42 Amoy, medium ... 25 Amoy, choice ... 32 English Breakfast Medium ... 20 Choice ... 30 Fancy ... 40 India Ceylon, choice ... 32 Fancy ... 40	TOBACCO Fine Cut Cadillac ... 54 Sweet Loma ... 33 Hiawatha, 5 lb. pails ... 56 Hiawatha, 10 lb. pails ... 54 Telegram ... 28 Pay Car ... 31 Prairie Rose ... 49 Protected ... 40 Sweet Burley ... 42 Tiger ... 38 Plug Red Cross ... 31 Palo ... 36 Kalo ... 36 Hiawatha ... 41 Battle Ax ... 37 American Eagle ... 33 Standard Navy ... 37 Spear Head 8 oz. ... 47 Spear Head, 16 oz. ... 44 Nobby Trist ... 53 Jolly Tar ... 39 Old Honesty ... 43 Toddy ... 34 Hardwood ... 37 J. T. ... 37 Piper Heldsick ... 66 Boot Jack ... 38 Great Navy Twist ... 38 Black Standard ... 38 Cadillac ... 38 Forge ... 30 Nickel Twist ... 50 Smoking Sweet Core ... 34 Flat Car ... 32 Great Navy ... 34 Warpath ... 36 Bamboo, 16 oz. ... 25 I X L, 5 lb ... 27 I X L, 16 oz. pails ... 31 Honey Dew ... 40 Gold Block ... 40 Flagman ... 40 Chips ... 33 Kiln Dried ... 21 Buke's Mixture ... 39 Duke's Cameo ... 43 Myrtle Navy ... 40 Yum Yum, 1 2-3 oz. ... 39 Yum Yum, 1 lb. pails ... 40 Cream ... 38 Corn Cake, 2 1/2 oz. ... 24 Corn Cake, 1 lb. ... 22 Plover Boy, 1 2-3 oz. ... 39 Plover Boy, 3 1/2 oz. ... 39 Peerless, 3 1/2 oz. ... 35 Peerless, 1 2-3 oz. ... 33 Air Brake ... 36 Cant Hook ... 30 Country Club ... 32-34 Forex-XXXX ... 28 Good Indian ... 28 Self Binder ... 20-22 Silver Foam ... 34 TWINE Cotton, 3 ply ... 26 Cotton, 4 ply ... 26 Jute, 2 ply ... 14 Hemp, 6 ply ... 13 Flax medium ... 20 Wool, 1 lb. balls ... 6 VINEGAR Malt White Wine, 40 gr. 8 Malt White Wine, 80 gr. 11 Pure Cider, B & B ... 11 Pure Cider, Red Star ... 11 Pure Cider, Robinson ... 11 Pure Cider, Silver ... 11 WASHING POWDER Diamond Flake ... 2 75 Gold Brick ... 3 25 Gold Dust, regular ... 4 50 Gold Dust, 5c ... 4 00 Kirkolline, 24 4 lb. ... 3 90 Pearline ... 3 75 Soapine ... 4 10 Babbitt's 1776 ... 3 75 Roseine ... 3 70 Armour's ... 3 70 Nine O'clock ... 3 35 Wisdom ... 3 80 Scourine ... 3 50 Rub-No-More ... 3 75 WICKING No. 0 per gross ... 30 No. 1 per gross ... 40 No. 2 per gross ... 50 No. 3 per gross ... 75 WOODENWARE Baskets Bushels, wide band ... 1 00 Bushels, wide band ... 1 25 Market ... 35 Splint, large ... 6 00 Splint, medium ... 5 00 Splint, small ... 4 00 Willow, Clothes, large ... 7 25 Willow Clothes, med m. ... 6 00 Willow Clothes, small ... 5 50 Bradley Butter Boxes 2 lb. size, 24 in case ... 72 3 lb. size, 16 in case ... 68 5 lb. size, 12 in case ... 63 10 lb. size, 6 in case ... 60 Butter Plates No. 1 Oval, 250 in crate ... 40 No. 2 Oval, 250 in crate ... 45 No. 3 Oval, 250 in crate ... 50 No. 5 Oval, 250 in crate ... 60 Churns Barrel, 5 gal. each ... 2 40 Barrel, 10 gal. each ... 2 55 Barrel, 15 gal. each ... 2 70 Clothes Pins Round head, 5 gross bx. ... 55 Round head, cartons ... 75	Egg Crates Humpty Dumpty ... 2 40 No. 1, complete ... 32 No. 2, complete ... 18 Faucets Cork lined, 8 in ... 65 Cork lined, 9 in ... 75 Cork lined, 10 in ... 85 Cedar, 8 in ... 55 Mop Sticks Trojan spring ... 90 Eclipse patent spring ... 85 No. 1 common ... 75 No. 2 pat. brush holder ... 85 12 lb. cotton mop heads ... 1 25 Ideal No. 7 ... 90 Pails 2-hoop Standard ... 1 60 3-hoop Standard ... 1 75 2-wire, Cable ... 1 70 3-wire, Cable ... 1 90 Cedar, all red, brass ... 2 50 Paper, Eureka ... 2 25 Fibre ... 2 70 Toothpicks Hardwood ... 2 50 Softwood ... 2 75 Banquet ... 1 50 Ideal ... 1 50 Traps Mouse, wood, 2 holes ... 22 Mouse, wood, 4 holes ... 45 Mouse, wood, 6 holes ... 70 Mouse, tin, 5 holes ... 65 Rat, wood ... 80 Rat, spring ... 75 Tubs 20-in. Standard, No. 1 ... 1 70 18-in. Standard, No. 2 ... 2 00 16-in. Standard, No. 3 ... 3 50 20-in. Cable, No. 1 ... 7 50 18-in. Cable, No. 2 ... 6 50 16-in. Cable, No. 3 ... 5 50 No. 1 Fibre ... 10 80 No. 2 Fibre ... 9 45 No. 3 Fibre ... 8 55 Wash Boards Bronze Globe ... 2 50 Dewey ... 1 75 Double Acme ... 2 75 Single Acme ... 2 25 Double Peerless ... 3 25 Single Peerless ... 2 50 Northern Queen ... 2 50 Double Duplex ... 3 00 Good Luck ... 2 25 Universal ... 2 25 Window Cleaners 12 in. ... 1 65 14 in. ... 1 85 16 in. ... 2 30 Wood Bowls 11 in. Butter ... 75 13 in. Butter ... 1 15 15 in. Butter ... 2 00 17 in. Butter ... 2 40 19 in. Butter ... 4 75 Assorted 13-15-17 ... 2 25 Assorted 15-17-19 ... 3 25 WRAPPING PAPER Common Straw ... 1 1/2 Fibre Manila, white ... 2 1/2 Fibre Manila, colored ... 4 No. 1 Manila ... 4 Cream Manila ... 3 Butcher's Manila ... 2 1/2 Wax Butter, short c'n't ... 13 Wax Butter, full count ... 20 Wax Butter, rolls ... 15 YEAST CAKE Magic, 3 doz. ... 1 15 Sunlight, 3 doz. ... 1 00 Sunlight, 1 1/2 doz. ... 50 Yeast Foam, 3 doz. ... 1 15 Yeast Cream, 3 doz. ... 1 00 Yeast Foam, 1 1/2 doz. ... 58 FRESH FISH White fish ... 10 @ 11 Trout ... 9 Black Bass ... 10 @ 11 Halibut ... 10 @ 11 Cluscos or Herring ... 11 @ 12 Bluefish ... 9 Live Lobster ... 25 Boiled Lobster ... 27 Cod ... 12 1/2 Haddock ... 8 No. 1 Pickerel ... 8 1/2 Pike ... 7 Perch, dressed ... 7 Smoked White ... 12 1/2 Red Snapper ... 12 1/2 Col. River Salmon ... 12 1/2 @ 13 Mackerel ... 13 @ 20 OYSTERS Cans F. H. Counts ... 37 Extra Selects ... 30 Selects ... 25 Perfection Standards ... 24 Anchors ... 22 Standards ... 22 Bulk Standard, gal. ... 1 25 Selects, gal. ... 1 50 Extra Selects, gal. ... 1 75 Fairhaven County, gal ... 2 Shell Oysters, per 100 ... 10 Shell Clams, per 100 ... 10 HIDES AND PELTS Hides Green No. 1 ... 7 Green No. 2 ... 7 1/2 Cured No. 1 ... 7 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 60 lbs. overs ... 8 1/2 Cow Hides 60 lbs. overs ... 8 1/2	Pelts Old Wool ... 50 @ 1 50 Lamb ... 50 @ 1 50 Shearlings ... 50 @ 1 50 Tallow No. 1 ... @ 4 1/2 No. 2 ... @ 3 1/2 Wool Washed, fine ... @ 20 Washed, medium ... @ 23 Unwashed, fine ... 14 @ 18 Unwashed, medium ... 21 @ 22 CONFECTIONS Stick Candy Standard ... 7 Standard H. H. ... 7 Standard Twist ... 8 Cut Leaf ... 9 Jumbo, 32 lb. cases Jumbo, 32 lb. ... 7 1/2 Extra H. H. ... 9 Boston Cream ... 10 Old Time Sugar stick ... 12 Mixed Candy Grocers ... 6 Competition ... 7 Special ... 7 1/2 Conserve ... 7 1/2 Royal ... 8 1/2 Ribbon ... 9 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 Premio Cream mixed ... 12 1/2 Fancy-In Pails O F Horehound Drop ... 10 Gypsy Hearts ... 14 Coco Bon Bons ... 12 Fudge Squares ... 12 Peanut Squares ... 9 Sugared Peanuts ... 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 ... 13 Champion Gum Drops ... 8 Moss Drops ... 9 Lemon Sours ... 9 Imperial ... 9 Ital. Cream Opera ... 12 Ital. Cream Bon Bons ... 12 20 lb. pails ... 12 Molasses Chews, 15 lb. cases ... 12 Golden Waffles ... 12 Fancy-In 5 lb. Boxes Lemon Sours ... 50 Peppermint Drops ... 60 Chocolate Drops ... 60 H. M. Choc. Drops ... 85 H. M. Choc. Lt. and Dark No. 12 ... 1 00 Brilliant Gums, Crys. 60 O. F. Licorice Drops ... 80 Lozenges, plain ... 55 Lozenges, printed ... 55 Imperial ... 55 Mottos ... 60 Cream Bar ... 55 Molasses Bar ... 55 Hand Made Cr'ms. 80 @ 90 Cream Buttons, Pep. and Wintergreen ... 65 String Rock ... 60 Wintergreen Berries ... 55 Old Time Assorted, 25 lb. case ... 2 50 Buster Brown Goodies ... 3 25 Up-to-Date Assmt, 32 lb. case ... 3 50 Pop Corn Dandy Smack, 24s ... 65 Dandy Smack, 100s ... 2 75 Pop Corn Fritters, 20s ... 50 Pop Corn Toast, 100s ... 50 Cracker Jack ... 3 00 Pop Corn Balls ... 1 30 NUTS Whole Almonds, Tarragona ... 16 Almonds, Ivica ... 32 Almonds, California art. shelled, new ... 14 @ 15 Brazil ... 10 Filberts ... 11 Walnuts, French ... 12 Walnuts, soft shelled ... 12 Cal. No. 1 ... 15 @ 16 Table Nuts, fancy ... 13 Pecans, Med. ... 9 Pecans, Ex. Large ... 10 Pecans, Jumbos ... 11 Hickory Nuts per bu. ... 1 Ohio new ... 1 75 Cocoanuts ... 4 Chestnuts, per bu. ... 4 Shelled Spanish Peanuts, 7 1/2 @ 8 Pecan Halves ... 38 Walnut Halves ... 32 Filbert Meats ... 25 Alicante Almonds ... 36 Jordan Almonds ... 47 Peanuts Fancy, H. P. Suns. 6 1/2 @ 7 Fancy, H. P. P. Suns. ... 8 Roasted ... 8 1/2 Choice, H. P. J'b. ... 8 1/2 Choice, H. P. J'm-bo, Roasted ... 9 @ 9 1/2

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes ..75 9 00
Paragon55 6 00

BAKING POWDER

Jaxon Brand



1/4 lb. cans, 4 doz. case 45
1/2 lb. cans, 4 doz. case 85
1 lb. cans, 2 doz. case 60

Royal



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.....33 00
500 or more.....32 00
1,000 or more.....31 00

COCOANUT

Baker's Brazil Shredded



70 1/4 lb pkg. per case..2 60
35 1/2 lb pkg. per case..2 60
38 1/4 lb pkg. per case..2 60
16 1/2 lb pkg. per case..2 60

FRESH MEATS

Beef

Carcass6 1/2 @ 7 1/2
Forequarters5 @ 6
Hindquarters7 1/2 @ 9
Loins8 @ 13
Ribs9 @ 12
Round7 @ 7 1/2
Chucks5 @ 5
Plates5 @ 5

Pork

Dressed@ 6 1/2
Loins@ 9 1/2
Boston Butts@ 8 1/2
Shoulders7 1/2 @ 8
Leaf Lard@ 7 1/2

Mutton

Carcass6 @ 7 1/2
Lambs9 @ 11 1/2
Carcass4 1/2 @ 7

Karo
CORN SYRUP
COFFEE
Roasted

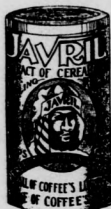
Dwinell-Wright Co.'s Bds.



White House, 1 lb.....
White House, 2 lb.....
Excelsior, M & J, 1 lb..
Excelsior, M & J, 2 lb..
1/4 lb Top, M & J, 1 lb..
Royal Java
Royal Java and Mocha..
Java and Mocha Blend..
Boston Combination ..
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; B. Des-
enberg & Co., Kalamazoo;
Symons Bros. & Co., Sag-
inaw; Meisel & Goeschel,
Bay City; Fielbach Co.,
Toledo.

COFFEE SUBSTITUTE

Javril



2 doz. in case4 50
CONDENSED MILK
4 doz in case



Gail Borden Eagle6 40
Crown5 90
Champion4 25
Daisy4 70
Magnolia4 00
Challenge4 40
Dime3 85
Peerless Evap'd Cream..4 00

SAFES



Full line of the celebrated
Diebold fire proof safes
kept in stock by the
Tradesman Company.
Twenty different sizes on
hand at all times—twice
as many of them as are
carried by any other house
in the State. If you are
unable to visit Grand Ra-
pids and inspect the line
personally, write for quo-
tations.

SALT

Jar-Salt



One dozen
Ball's quart
Mason jars
(3 pounds
each)85

SOAP
Beaver Soap Co.'s Brands

100 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..3 85
50 cakes, small size..1 95

Tradesman Co.'s Brand



Black Hawk, one box..2 50
Black Hawk, five bxs..2 40
Black Hawk, ten bxs..2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

Place Your
Businesson a
Cash Basis
by usingour
Coupon Book
System.We
manufacture
four kinds
of
Coupon Books
andsell 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 Are the Largest
Mail Order House
in the World---
WHY?

Because we were the pioneers and originators
of the wholesale mail order system.

Because we have done away with the expen-
sive plan of employing traveling salesmen
and are therefore able to undersell any
other wholesale house in the country.

Because we issue the most complete and best
illustrated wholesale catalogue in the world

Because we have demonstrated beyond a shad-
ow of a doubt that merchants can order
more intelligently and satisfactorily from a
catalogue than they can from a salesman
who is constantly endeavoring to pad his
orders and work off his firm's dead stock.

Because we ask but one price from all our cus-
tomers, no matter how large or how small
they may be.

Because we supply our trade promptly on the
first of every month with a new and com-
plete price list of the largest line of mer-
chandise in the world.

Because all our goods are exactly as repre-
sented in our catalogue.

Because "Our Drummer" is always "the drum-
mer on the spot." He is never a bore, for
he is not talkative. His advice is sound
and conservative. His personality is in-
teresting and his promises are always kept.

Ask for catalogue J.

BUTLER BROTHERS

WHOLESALE OF EVERYTHING—BY CATALOGUE ONLY

New York Chicago St. Louis

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

BUY OF YOUR JOBBER

ONLY \$3.75

WARRANTED ACCURATE

WEIGHS 2 LBS BY 1/2 OZS

"IMPERIAL" COMPUTING SCALE

SAVES TIME & MONEY

COMPUTES COST OF CANDY FROM 5 TO 60 CENTS PER LB

BEAUTIFULLY NICKEL PLATED THROUGHOUT

PELOUZE SCALE & MFG. CO.

118-132 W JACKSON BOULEVARD, CHICAGO

ATTRACTIVE CATALOGUE 30 DIFFERENT KINDS OF SCALES

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.

Choice Missouri and Kansas farms to exchange for stocks of merchandise. Address, A. W. Pollock, Clinton, Mo. 452

Rare Opportunity, sacrificing sale. Well selected stock drugs, invoicing \$2,409 for only \$2,000 cash; two-story frame building valued at \$3,000 for \$2,000, or \$2,100 one-third cash, balance secured by mortgage; both together or separate. Will rent building if preferred at reasonable rate. Reason for selling, retiring from business. Address Warner Von Walthausen, 1345 Johnson st., Bay City, Mich. 461

For Sale—Clean drug stock. Invoices \$1,800; in best town in Michigan; population 4,000; cause for selling, other business interests. Address No. 459, care Michigan Tradesman. 459

For Sale—At a bargain, an up-to-date store of groceries in a good town, with good patronage; also, an A No. 1 two-story nine-room residence. Address Lock Box 250, Linneus, Mo. 450

For Sale—Stock of general merchandise and country store; in one of the best locations in Southern Michigan. Also good farm, 120 acres. Address Walter Musselwhite, Kinderhook, Branch Co., Michigan. 447

For Sale—Drug store and stock; building 17x50, well located on main street; new gas plant; 86 feet shelving; 5 modern show cases; 250 shelf bottles; 33 foot front; new building; only drug store in town; population 900; daily sales for 1903, \$20; 1904, \$25; building \$850; stock at inventory price estimated \$1,800; owner must sell on account of poor health; a fine opportunity. If you have the money write B. A. Howard, McBain, Mich. 456

The right party with from \$500 to \$800 in money can secure a new stock of drugs, sundries and fixtures in a first-class suburban location in city of about 20,000 inhabitants. For particulars either write or call upon the Hazeltine & Perkins Drug Co., Grand Rapids. 462

For Sale—Paying drug business; prosperous town Southwestern Michigan; average daily sales in 1903, \$27.00; invoices about \$3,000; stock easily reduced and no old stock; rent, \$20; location fine; poor health reason for selling. Don't write unless you mean business. Address John, care Michigan Tradesman. 463

For Sale—Good elevator and feed mill in Michigan, in first-class condition. Paying business for the right man. Address, No. 454, care Michigan Tradesman. 454

For Sale—General stock of merchandise; good business; ill health reason for selling. Call on or address A. R. Bentley & Co., Tustin, Mich. 445

First-class business chance for clothing, men's furnishings and tailoring. Box 90, St. Charles, Mich. 440

Wanted—To sell grocery and bakery in Cadillac; doing good business. Address Lock Box 368, Cadillac, Mich. 438

For Sale—An eight room house with four lots in Torch Lake village, an ideal place for a summer home. 437

I will pay cash for a drug or drug and grocery stock in good small town of 300 to 600 population in good farming community. Box 61, Sheridan, Mich. 436

For Sale—\$2,200 to \$2,500 grocery stock and fixtures. Reason for selling, other business. Write or call for particulars F. F. Gates, Port Huron, Mich. 428

For Rent—Store building 20x50 with wareroom 13x26, good cellar, shelves and counters, suitable for general store, on corner of street in center of town on railroad; town of 500 population. Address D, care Michigan Tradesman. 427

Leading Bakery, confectionery, ice cream business in promising Western town of 5,000. Established on good paying basis. Books open to parties meaning business. Invoice \$3,300. Will sell for \$2,200. Must be cash proposition. Ill health necessitates change of altitude. Address Box 403, Florence, Colo. 421

Grocery stock in Lowell and building for sale or trade for farm property. Cash value \$1,800. Address No. 420, care Michigan Tradesman. 420

For Sale—Set Dayton Moneyweight scales, good as new; price \$40 cash; \$45 time. Eddy Bros., Eagle, Mich. 418

For Sale—Stock of groceries, invoicing about \$2,000, in the best location in city of 3,300; doing good paying cash business of \$75 per day; can reduce stock to suit purchaser. Address No. 422, care Michigan Tradesman. 422

For Sale—One of the finest 100-barrel flour mills and elevators in the State. A good paying business. Address, H. V., care Michigan Tradesman. 453

For Sale—Oak stumpage, from three to six million feet. For particulars address F. V. Idleman, Scherr, W. Va. 380

For Sale—An up-to-date grocery in one of the best towns in Central Michigan; \$15,000 cash business annually; best location; rent reasonable. Address No. 433, care Michigan Tradesman. 433

On account of sickness, will sell our fine residence, new store building and general stock of merchandise cheap. Lock Box 280, Cedar Springs, Mich. 432

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. C. C. Tuxbury, 301 Jefferson St., Grand Rapids. 835

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 66, Durand, Mich. 411

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 & Poss, Columbia Falls, Mont. 405

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

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—Country store; stock general merchandise; good railroad town; good German trade; well established business. Address Kunny Bros., Fredonia, Wis. 396

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—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

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

80 acres cut over land for exchange for merchandise. 321½ Lake street, Petoskey, Mich. 363

For Rent—Large store building and basement. Good town, fine location. Address No. 971, care Michigan Tradesman. 971

For Rent—A good two-story brick store on a good business corner, in a good business town; city water and electric lights. Address P. O. Box No. 298, Decatur, Mich. 115

For Sale 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

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

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 Sale, Cheap—A ten syrup soda fountain and fixtures. Enquire No. 199, care Michigan Tradesman. 199

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.

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 sales man and stock keeper; can speak English and Scandinavian; a single man; ten years' experience; good references. Address No. 373, care Michigan Tradesman. 373

AUCTIONEERS AND TRADERS

Merchants, Attention—Our method of closing out stocks of merchandise is one of the most profitable either at auction or at private sale. Our long experience and new methods are the only means, no matter how old your stock is. We employ no one but the best auctioneers and salespeople. Write for terms and date. The Globe Traders & Licensed Auctioneers, Office 431 E. Nelson St., Cadillac, Mich. 445

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 Wash ave., Chicago. (Reference, Dun's Mercantile Agency.) 872

HELP WANTED.

Grocer Wanted—Man of experience in keeping up stock in retail store. Address P. G. R., care Michigan Tradesman. 423

Meat Cutter Wanted—Steady industrious man. Address K. G., care Michigan Tradesman. 424

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. B. I. Moon, Gen'l Manager, Station A, Columbus, Ohio. 458

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—Clerks of all kinds apply at once. Enclose self-addressed envelope and \$1, covering necessary expense. The Globe Employment & Agency Co., Cadillac, Mich. 216

MISCELLANEOUS.

A good position is always open to a competent man. The difficulty is to find it. We have openings and receive daily calls for secretaries and treasurers of business houses, superintendents, managers, engineers, expert book-keepers, traveling salesmen, executive, clerical and technical positions of all kinds, paying from \$1,000 to \$10,000 a year. Write for plan and booklet. Hapgoods (Inc.), Suite 511, 309 Broadway, New York. 37

For Sale—Nearly new Twentieth Century soda fountain complete; cost over a thousand; take \$400, part cash. Burrell Tripp, Allegan, Mich. 455

Wanted—Shelving for drug store; must be in good condition; easy terms. Size of store 20x50. Address Shelving, care Michigan Tradesman. 460

Merchants, are you not overstocked? Yes! Then employ us to conduct a special 10-day sale for you. Our new and only system never fails to realize the quick cash with a profit on your old merchandise. All correspondence confidential. References given. C. N. Harper & Co., Quick Sale Promoters, Room 606, 87 Washington St., Chicago, Ill. 446

Pool Room and lunch counter for sale cheap. The only one in town of 3,000. Will invoice. A snap bargain. C. Freese, Boyne, Mich. 451

Wanted—Reliable agents in every section of Michigan for the Willard Roll Paper Cutter and Printer. Address F. H. Williams, Adrian, Mich. 457

Wanted—Partner in retail lumber business. Must have \$2,000. Experience not necessary. Established business; money maker. Write now. Address Box 97, Sawyer, N. D. 448

A three station Davis Cash Carrier for sale. C. E. Doyle, Mariette, Mich. 449

To Exchange—80 acre farm 3½ miles southeast of Lowell, 60 acres improved, 5 acres timber and 10 acres orchard land, fair house, good well, convenient to good school, for stock of general merchandise situated in a good town. Real estate is worth about \$2,500. Correspondence solicited. Konkle & Son, Alto, Mich. 446

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

Partners Wanted—To invest money or take active interest as outside agent or manager to start independent cracker bakery in Grand Rapids. A splendid investment for the right parties. I am a cracker baker, been for many years and acquainted with the goods here required and have \$1,750 in machinery and stock. Address No. 431, care Michigan Tradesman. 431

For Exchange—Twenty-seven thousand, five hundred dollars equity in row of brick houses facing Lincoln Park, Chicago, for farm, country store and farm or Grand Rapids property. Box 252, Hart, Mich. 425

Young Man—With fair business ability, willing to work to prepare for good Government position. Entrance salary \$800. Gradual promotion. Permanent. Box 1, Cedar Rapids, Ia. 341

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

100,000 union made Lonsda cigars for sale at a bargain. Geo. W. Coldbeck, St. Johnsburg, Vt. 354

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

Young Man—High school graduate preferred, to prepare for lucrative Government position. Begin with \$800 salary. Gradual increase as deserved. Permanent. Box 570, Cedar Rapids, Ia. 413

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

C. PERCEDE

BOOK-KEEPING
DISPUTED ACCOUNTS
HAD DEBTS

ACCURACY
ASSURE
PROFIT
CONTENTMENT

We make four grades of books
in the different denominations.

TRADESMAN COMPANY,
GRAND RAPIDS, MICH.

INSURANCE LOSSES.

That this has been a bad year for the insurance companies of the country is a fact pretty well known, hence it did not require the recent disastrous fire in Toronto to emphasize that fact by calling attention to it. The Toronto fire is understood not to have hit the American companies to any extent, but the fact that it was a conflagration of the first class served to draw renewed attention to the immense fire waste of the present year. Canadian fire losses are usually grouped with those of the United States, as conditions in the two countries are to a great extent similar.

The Baltimore and Rochester fires following closely each other, caused the main losses the insurance companies have suffered, and although the Toronto losses will be borne mainly by the British companies, the blows these same foreign companies suffered in Baltimore will serve to make the Toronto losses all the harder to bear.

There has naturally been some shrinkage in the price of the shares of the large insurance companies of the country, but with the exception of a very few cases, there is no fear that they will be irreparably injured, and it is doubtful if more than a few will even find it necessary to pass the usual dividends. It is a significant fact that there have been no securities unloaded on the market for the insurance companies, although their surplus funds must have been considerably drawn upon to meet the payment of the losses resulting from the great conflagrations of the year. It is assumed, in explanation, that the companies must have preferred to invest most of their surplus funds in the loan market rather than in securities.

Although it is gratifying that so few of the insurance companies of the country have succumbed to the heavy drain upon their resources, resulting from the Baltimore and Rochester fires, it nevertheless remains imperative that greater care should be exercised for the future in avoiding the heavy fire waste which has characterized recent years. The insurance companies cannot stand constantly-repeated drains, such as the Baltimore fire put upon them, and in order to recover from the losses already sustained, and keep up a proper surplus essential to safety, premiums have had to be raised. A great fire waste is a luxury which the whole mass of the people must pay for in the shape of enhanced premiums.

Congress makes the local laws for the District of Columbia, and it is said that among those on their way to the statute books is one prohibiting the docking of horses' tails. The President is in favor of it and will allow none of his horses to be subjected to this barbarity. It is something even worse than barbarous, because barbarians, however brutal they may be, have never been accused of docking their horses. Colorado has an anti-docking law whose constitutionality has been tested, and it has been endorsed by the Supreme Court, which in a recent decision says: "We regard this law as just,

wise and humane and withal a lawful exercise of the power confided to the Legislature, because it conserves the public morals and because it punishes the cruel and senseless treatment by man of his best and most constant friend." Therein the judicial tribunal summed up the whole question and stated the incontrovertible fact. Would that there might be such a law in every state in the union. Many a good horse has been cruelly treated and made miserable.

Editor Bok insists that young men don't go to church because the sermons have no vital quality. He said this nine years ago, and investigations made since confirm him in the belief that the statement is correct. The ministers first said that bicycle riding kept young men from church, then they said it was the Sunday newspapers, and lately they have said it was golf. Bicycle riding for pleasure has entirely ceased. The number who have access to golf links is limited. Reading the Sunday papers does not occupy much time. So Bob declares that the preachers are to blame. He shows that whereas nine years ago only 30 per cent. of the young men attended church, only 22 per cent. now attend.

A Milwaukee paper has interviewed several noted golfers as to whether there has been a decline of interest in the game. The replies show that while there may be a loss of interest in the game among its former women devotees, the men are as enthusiastic about it as ever. The loss of interest among the women is explained by the assertion that they never took a whole-hearted interest in the sport, anyway, and were not what enthusiasts would term "real sports."

Mme. Marie Paille, the autocrat of Parisian hairdressers, has decided that the hideous chignon is to come in again. All of feminine France doubtless will bow in submission to this decree. Englishwomen will fall into line, and it is not to be thought that Uncle Sam's daughters will lag behind. The chignon has been described as "about on a par, as a barbaric ornamentation, with the nose ring and the jingling bracelet. It is unsanitary."

Two senators had lunch together in the restaurant at the end of the capitol. The bill was exactly \$1. The senior of the two, in point of service, drew forth a bank note to pay the score. "I have been here 18 years," said he, philosophically, "and that note is about all I have to show for it." "But," replied the other, known as a facetious senator, "what has the country to show for it?" The colloquy did not continue along that line.

It is said that every bachelor in Korea, no matter his age, is regarded as a child, dressed as a child, and treated as a child. Even if he be seventy, he may not knot his hair in manly fashion, or assume the garb of a man. It is suggested that some such scheme would be far more effective than the proposals for taxing bachelors frequently made in this country.

No Mimicry in Gardening.

Our counsel is to avoid all mimicry in gardening as we would avoid it in speech or in gait. Sometimes we do not mind being repetitious. "In gardening," we say—as if we had never said it before—"almost the only thing which costs unduly—in money or in mortification—is for one to try to give himself somebody else's garden!" Often we say this twice to the same person.

One of the reasons we give against it is that it leads to toy gardening, and toy gardening is of all sorts the most pitiful and ridiculous. "No true art," we say, "can tolerate any make-believe which is not in some way finer than the reality it simulates. In other words, imitation should always be in the nature of an amiable condescension. Whatever falseness, pretension, or even mere frailty or smallness, suggests to the eye, the ineffectuality of a toy is out of place in any sort of gardening." We do not actually speak all this, but we imply it, and we often find that the mere utterance of the words, "toy gardening," has a magical effect to suggest all the rest, and to overwhelm with contrition the bad taste and frivolity of many a misguided attempt at adornment. At that word of exorcism joints of cerulean sewer pipe crested with scarlet geraniums, rows of white cobbles along the walk or drive like a cannibal's skulls around his hut, purple paint kegs of petunias on the scanty doorsteps, crimson wash kettles of verbenas, anthill rockeries, and well sweeps and curbs where no wells are, go modestly and forever into oblivion.—G. W. Cable in Scribner's.

Many Causes For Dying.

It has been said that few men die of old age and that almost all persons die of disappointment, personal, mental or bodily toil, or accident. The passions kill men sometimes even suddenly. The common expression, "choked with rage," has little exaggeration in it, for even although not suddenly fatal, strong passions shorten life. Strong-bodied men often die young, weak men live longer than the strong, for the strong use their strength and the weak have none to use—the latter take care of themselves, the former do not. As it is with the body so it is with the mind and the temper; the strong are apt to break, or, like the candle, run; the weak burn out. The inferior animals, which live temperate lives, have generally their prescribed term of years. Thus the horse lives 25 years, the ox 15 to 20, the lion about 20, the hog 10 or 12, the rabbit 8, the guinea pig 6 or 7. The numbers all bear proportion to the time the animal takes to grow its full size. But man, of all animals, is one that seldom comes up to the average. He ought to live 100 years, according to the physiological law, for five times twenty are 100, but instead of that he scarcely reaches an average of four times the growing period. The reason is obvious—man is not only the most irregular and intemperate but most laborious and hard-working of all animals. He is always the most irritable, and there is reason to believe, although we cannot tell what

an animal secretly feels, that more than any other animal man cherishes wrath to keep it warm and consumes himself with the fire of his own reflections.

A Domesticated Eagle.

Havana, Masón county, Ill., has one of the greatest curiosities in America, if not the greatest in all the world. Mr. Damarin, County Treasurer, has a pet golden eagle, one that stays in the courthouse park without being caged. He is at liberty to go when and where he pleases. Mr. Damarin feeds his pet twice a day. He can go up to him and stroke him, just as he would a cat or dog. When the street carnival was in Havana last week the eagle was the greatest attraction there.

This is the history of the bird: A son of J. Wiley Smith, who lives about eight miles southwest of Mason City, near the Sangamon bottom, shot and crippled him last fall and took him home and kept him until spring, when his son Berry brought him to Havana and put him in a squirrel cage. But, as that was too small and he could not learn to fly, as one of his wings had been shot, Smith had the business men and county officers donate enough to build a cage about twelve feet square, and the bird was kept in that about six weeks. Mr. Damarin fed and tamed him. He had a stump of a tree put in the large cage, and the eagle stays on that tree all the time when not flying or walking in the park. As the cage was still not large enough to let him fly, they took the cage away to give him his liberty, but the bird will not leave. He eats fresh beef, kidneys or liver or live rabbits.

Alum is one of the latest mineral substances of value to be added to the list credited to Colorado. A blanket deposit, four feet thick and of great width, has been discovered a few miles east of Florence, and it is pronounced to be of high commercial quality. This is the first discovery of alum in Colorado.

Grand Haven—Silas Kilbourn & Co., manufacturers of tubs and hollowware, have merged their business into a corporation under the style of Kilbourn & Kilbourn. The authorized capital stock is \$75,000, owned by S. Kilbourn, 375 shares; Sidney Kilbourn, 370 shares, and Hattie Kilbourn, 5 shares.

Business Wants

TOO LATE TO CLASSIFY.

BUSINESS CHANCES.

Bakery and grocery. Doing a splendid business; all cash trade. The greatest opportunity of your life. Must sell ill health. Address Hecht, 1105 West Walnut street, Louisville, Ky. 464

POSITIONS WANTED.

Position Wanted—As ad writer and book-keeper for a large general store. Three years' experience. Address No. 465, care Michigan Tradesman. 465
Wanted—Position as salesman in retail hardware store. Have had ten years' experience. Address Box 367, Kalkaska, Mich. 466

HELP WANTED.

Wanted—All clothing salesman and stock-keeper. Also one who is handy with the brush. Apply at once. Address Box 1789, Traverse City, Mich. 467