

# MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, MAY 11, 1904

Number 1077

**Commercial Credit Co.**  
LIMITED  
WIDDICOMB BLDG. GRAND RAPIDS.  
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. McCrone, 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.

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.

## 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 desire it.

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

## Have Invested Over Three Million Dollars 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 The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.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.

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## GENERAL TRADE REVIEW.

With the greatest possible assurance of financial soundness in our banking and monetary systems and with unprecedentedly large holdings in the hands of the great masses of buyers it is to be expected that general distribution will not be so seriously affected as the depression of the season would naturally warrant. There is small disposition to put money into the uncertainties of speculation and so the stock markets continue dull and featureless, but as there must be some opening for investment there is an unprecedented demand for real estate and for local bond investments wherever conditions are reasonably promising. This pressure of demand brings the anomaly of a strong building and improvement market through a decided speculative reaction, and when municipal securities are placed on the market they are subscribed several times over. There is an abundance of money in the hands of the people, indeed the per capita circulation of \$31.02 makes a new record. Then with a greater quantity of gold in the Treasury than ever known and with the banks crowded to repletion there is certainly enough for all assured demands, but it takes little of a speculative scare to keep it shy of Wall Street.

The only significance in the unusually large outgo of gold is the demand for meeting the financial requirements of Russia and Japan. In fact, so far it has been nearly balanced by imports to San Francisco from the latter country, thus being only an adjusting movement. The development of the war and the consequent demands for material bid fair to exert a decided influence on manufacture in both this country and Europe.

It is early yet to predict on the season's crops, but indications are pretty generally favorable. Iron and steel manufacture is stimulated by

demand for building material of all kinds. Textile markets are weaker and show few features for encouragement while there is so great a disparity between demand and the cost of raw materials. Boots and shoes are also coming to a similar condition of depression on account of the high prices of hides and leather discouraging the demands of the future.

The teamsters' strike is a thing of the past, so far as the teaming business of the city is concerned. The union men who reluctantly left their jobs at the behest of the irresponsible leaders of the strike are out of work, tramping the city day after day to find something to do and cursing themselves for having relinquished their positions, even under threats of personal violence. The places vacated by the strikers have been filled by sober, industrious men, who are performing their duties much more satisfactorily than the union slaves were doing, because they aim to please their employers and serve the public in an acceptable manner and do not owe allegiance to an oath-bound organization of ruffians which changes well-meaning men into liars, sneaks and time-servers.

The Japanese have already done a great deal more than adopt Western science. They have materially added to it. Hitherto their greatest success has been in bacteriology, a study demanding the utmost patience, manual dexterity and refinement of technique, and in the records of this branch of science they take rank only below France and Germany, and well in front of Great Britain. Their first conspicuous success was the discovery of the bacillus that causes lockjaw, which was made some years ago by Kitasato, and has already been the means of saving many lives from this disease by the use of an antitoxic serum prepared from the bacilli. Shiga discovered the bacillus which is responsible for the form of dysentery which is the scourge of armies.

The Japanese kept the newspaper correspondents in leash until all their preparations for crossing the Yalu were complete. When the movement began they enabled the correspondents to reach the scene of action and gave them all available facilities for forwarding their dispatches. Practically no news has come from the Russian side except such extracts from official messages as have been made public at St. Petersburg. The Japanese seem to understand how to handle the correspondents as well as they do their own forces. Through these correspondents they command the eyes and ears of the world, and they are wise in putting as few obstacles as possible in their way.

## THE PRICE OF SUCCESS.

The Tradesman gives place elsewhere in this week's paper to a contributor who quotes a man who insists that success in life is due to the "accident of birth, kinship or death."

The position taken is so preposterous that the Tradesman would not admit such trash to its columns but for the opportunity it affords to "point a moral and adorn a tale."

Only last week the Tradesman traced the salient features of the life of Wm. Logie during the forty years he has been an honored resident of the Valley City. His "accident of birth" was to be the son of a shoemaker, whose sole monetary contribution to his family was his ability to labor faithfully for them as long as life lasted. His "accident of kinship" was to be left fatherless at the age of 16, in consequence of which the support of the family devolved upon his young shoulders. His "accident of death" has not yet put in an appearance and those familiar with the circumstances and traditions of the family insist that all the legacy he will ever receive from his elderly relatives is the remembrance of well lived lives and honorable careers of patient toil.

Mr. Logie's career from start to finish is a complete refutation of the statement so often repeated by those who belong to the ranks of the Great Unfortunate to the effect that men are creatures of circumstance, doomed to life-long penury unless they are favored by "accidents of birth, kinship or death."

Nor is Mr. Logie's career an altogether exceptional one. Every city possesses hundreds of similar instances of men who have risen from lowly stations in life to positions of trust and responsibility—not by accident or speculation or fortunate circumstances, but by patient and persistent effort, economy, courteous conduct and temperate habits, until success is wrested from failure and wealth, position and power are placed in their hands because they have demonstrated by their own efforts that they are worthy to be trusted.

The Russians have not only the Japanese but the Siberian bandits, known as the Kunghuzes, to contend with. They have troubled the Russians ever since their occupation of Manchuria, and they are now reported to be actively co-operating with the Japs. Some of them were in the company of the disguised Japanese army officers who attempted to destroy the bridge across the Sungari River at Harbin. Their home is among the mountains that cover the whole of Manchuria north of Harbin. Not a single respectable cart road extends from Harbin through these mountains to the Siberian frontier.

## WINDOW TRIMMING

### Two Dissimilar Displays—Drugs and Vegetables.

When a passer-by sees a great quantity of one commodity in any store window he quite naturally forms the conclusion that that article is something the general public take to like a duck to the water—that there exists a demand for it which the dealer behind the glass front is endeavoring to fill.

Such is the inference to be drawn from the display of several classes of objects in the big drug windows at the corner of Monroe and Division streets—Peck Bros.

Many a person feels a repugnance to entering a drug store and enquiring for a remedy calculated to grow hair on a wooden Indian, but when dozens of bottles of such a liquid blessing are appealing to him within arm's length, he can, without too great diminution of dignity, slip unobtrusively through the front door and sidle along toward the coveted restorative of his lack-lustre scanty locks and, with a slight movement of the head, ask for "some of that."

Dandruff is an affliction that is said to result in falling hair, if not attended to in its early stages, and so anything that cures this mentioned malady is conducive to the acquirement of a hirsute covering. I refer to Newbro's Herpicide, the wrappers of which informed the public that it is a delightful hair dressing that kills the dandruff germ.

Of like invigorating characteristics, but for inward application, is Vinol, "the tonic reconstructor containing the curative principles of cod liver oil." It is put up by the Boston chemists, Chester Kent & Co.

The Busy Housewife (she is unquestionably so at this her particular season of all the calendrical twelve-months) of necessity is interested in any powder or liquid advised as an enemy of animals detrimental to good housekeeping, and so, when a many bottles are in evidence that read, "Deadstuck for bugs. Kills roaches, ants, moths, bedbugs, etc.," she hails the stuff with delight as a possible panacea for all her troubles in this direction.

Also Kreso-thol Disinfectant may be a relief for the use its name would imply.

These mentioned were to be observed in the window to the right of the central entrance. In the one at the left were but two claimants for public favor—a green toilet soap manufactured by the firm in question and Atlantic sea salt, in numerous corpulent white bags, for the bath. On these one might read, if he paused long enough to get interested: "A double handful to a gallon of water gives you the Atlantic Ocean at home. Imported by Fuller & Fuller Co., Wholesale Druggists, Chicago." A placard announced the price per pkg.—25c.

Some might be inclined to raise a doubt as to the possibility of any

good coming out of Chicago, but those who know the luxury of what the "water cure" people term a "salt glow" would not be arrayed on the side of the skeptic. After the usual scrub with soap and brush in the bathtub and the rinse-off, have a pail of salt handy by, previously wet with just sufficient water to moisten the mass, and, taking it in double handfuls, apply it vigorously all over the body. The harsh application and accompanying rubbing of the coarse salt into the already open pores leave the skin as soft and pink as a baby's, and the consequent tingling of the blood is invigoratingly delicious! Try it just once, ye lackadaisical readers of mine, and it will become a fixed habit of your ablutions. We use much salt on the inside of the anat-

practice each morning, is enough to keep one ordinarily clean on the outside. Judicious exercise, plenty of refreshing sleep, in a pure atmosphere (let me emphasize this last), and good wholesome food, eschewing pastry of all sorts, ought to result—and will—in a marvelous change in that always-to-be-desired-of-women, a good complexion.

Trouble with the entire Feminine Sex is, they will dope and dope and dope, and smear and smear and smear their physiognomies over with all sorts and conditions of grease for softening the skin, but they lack the physical energy to do the things they really ought, to accomplish the object for which they so long!

Queer, isn't it?

man with the bright brown eyes who came from Chicago a year ago to take charge of the goods on the east side of the store, and has been with Dettenthaler ever since.

This week the Windy City man's half-window was entirely devoted to a display of "Pure Rye, fully matured in wood before bottling by Schenley Distilling Company, Schenley, Pennsylvania."

"That's the pure stuff," said Mr. Hufford, accommodatingly holding the bottle while I copied the label, "the pure stuff—a good article! This wouldn't mature in a thousand years if corked up at once in this bottle," he observed, turning the container around and around with the eye of a connoisseur and reading the label.



Booth of the National Biscuit Company at the Pure Food Exposition.

omy and it's just as good for the outside.

Fault with most people is, they don't indulge often enough in any sort of bath and, besides this neglect, they let a little weak wipe-off supplant the brisk rubbing which the skin needs to set the blood athrilling in every part of the body. Even a daily sponge-off an hour or so before breakfast, if one can't endure the lightning roll-over in a bathtub of cold water, is of inestimable value as a nerve-freshener. Of course, it goes without saying that the body should be gone over harshly, to bring the blood to the surface, and the cold bath should be taken in a warm room, which must be cooled off a little at a time as one is dressing, so as to avoid taking cold. A hot bath once a week, with the above

I was forcibly reminded of this strange anomaly in the Sex when I left the good-suggesting salt window of the druggist to saunter along to the next window to take my eye, that of the vegetable department of the jolly caterer to the inner man—Dettenthaler!

There's a window for the meat-hater to feast his optics on, and "Nimble Nick" knows how to render it attractive if anybody does in Grand Rapids. Indeed, it's about an even toss-up between this versatile young fellow and the efficient "Jay" at the head of the street in Daane & Witters', as to which shall present the more pleasing vegetable windows, but with this difference: "Jay" has a big window all to himself, while "Nick" must divide his with Arthur F. Hufford, the young

"In bond under the supervision of the United States Government."

I don't myself indulge in "strong drink that is raging," but those who know a thing or two along this line say that Dettenthaler's goods of this description are "not to be sneezed at," to use a homely expression. The young man in charge of this department says he's going to have a window sometime—a half-window—that will "make my eyes stick out!"

#### Slight Mistake.

"Those large bumps," said the phrenologist, "would indicate that some of your ancestors were eccentric."

"You're up against it there, Professor," replied the man in the chair; "they indicate an eccentric wife. Confine your examination to the small bumps, please."



**CREATURES of CIRCUMSTANCE.**

**Success Attributed to Accident of Birth or Kinship.**

Written for the Tradesman.

"It gives me 'that tired feeling' to the last limit," said a citizen well known throughout Western Michigan, "to listen to the hackneyed prating about economy, industry, thrift, energy and all the rest of it."

"You do not deny the value of those qualities, do you?" enquired the capitalist with whom he was conversing.

"Not for an instant," was the reply, "but in ninety-nine cases out of a hundred when those requisites are alluded to it is with no consideration whatever as to the character of the young man who is being discussed. The assumption is universal that any young man can accomplish anything in the direction of acquiring wealth, influence and distinction if he practices economy, industry, thrift, energy and so on. And all men who are not wealthy, not influential and not distinguished are made of coarser clay and are not worthy of mention."

"The young man who is born poor and who, through childhood, is deprived of the surroundings and opportunities which he sees are enjoyed by so many children no better than himself learns his lesson early and with much bitterness; so that he acquires a knowledge that forces him to habits of economy, industry and thrift and so, in a large majority of cases, these qualities become second nature to him."

"The young man who is born poor and fails, to learn this lesson, fails because of his temperament, a matter for which he is not in the least responsible."

"These two grades of poor young men furnish nearly all of the shining examples of self-made men and of home-made failures that we see. The one who, by virtue of persistent self-denial, by everlasting industry, by systematic economy and thrift, becomes wealthy and influential and distinguished is applauded and held up as an example. So, too, with the other, the failure so called, except that he is not applauded."

"The first job I ever had I worked for my board and lodging and thirty dollars a year the first year, and I saved fourteen dollars of my wages." What a 'chestnut' the foregoing speech—or something of the same nature—has come to be. Every successful business man who is above 50 years of age has some such tradition about himself which he shoots out on the slightest provocation.

"Ninety-nine out of a hundred poor young men remain poor throughout their lives because of their temperament, first; and, finally, because of the 'I am holier than thou' attitude maintained toward them by the new-rich members of sassiety."

"The young men born of wealthy parents who pass into maturity and old age as poor men become so as the result of their temperaments and, as I said before, youngsters are not responsible therefore whether the spoons in their mouths at birth are silver or pewter."

"Ah, no, all this chatter about the

virtues of economy, thrift, etc., is of the same piece with the impulse that prompts sycophantic adoration of a man because he is wealthy. What is the history of fully half of the wealthy men now living? It is accident! Either accident of birth or kinship, or marriage or death. They are to be congratulated only upon the accident and are no more to be glorified than are the poor devils who escaped the accident."

**Characteristic Story of Charles A. Pillsbury.**

Charles A. Pillsbury, the big miller of Minneapolis, whose active life was punctuated at ten minute intervals with good stories, gained just fame among the men of his class for unostentatious generosity. Here is a true recital of an incident that occurred just three weeks prior to Mr. Pillsbury's death.

An employe of the Mississippi Telephone Company was putting in wires on his office desk. During the operation Mr. Pillsbury sat aside waiting to resume business and watched the man's proceedings with evident interest. While he was waiting a poorly dressed woman and two boys, evidently her sons, were ushered in. The woman seemed much embarrassed, but Mr. Pillsbury encouraged her to tell her story, and to that story he listened with an expression of surprised compassion.

The miller, it appeared, had five years before lent this woman's husband \$50 to keep the wolf from the door at a time when he was ill and out of employment. The man's health subsequently broke down and he died without being able to repay the debt. In this extremity the wife had taken to washing to support herself and two children, the 12 and 14 year old boys who accompanied her. She recited in an apologetic manner her story of the difficulty encountered in maintaining her little family and at the same time saving something for the removal of the debt to Mr. Pillsbury; but she added, with evident pride, that at last she had the money and had come to pay it.

When the woman had told her story Mr. Pillsbury sat looking at her in blank astonishment. "My good woman," he said, "you have no doubt worked very hard and denied yourself many necessities to save this money; is that right?" The debtor admitted that it had been pretty hard, but insisted that she was proud and glad to be able to pay, and with this she laid the money on the desk, bowed her thanks for the favor bestowed on her husband and took the boys' hands preparatory to withdrawal.

"Hold on, Madam," said Mr. Pillsbury, now determined on a policy—"I have a plan that suits me better." Touching a bell he instructed a clerk to make out two notes of \$25 each, payable ten years from date. The woman heard, but did not understand. When the notes were brought, Mr. Pillsbury looked them over and then called up the two boys. In easily comprehended terms he explained that he proposed to lend those two boys \$25 each on the conditions named in the notes, and that he ex-

pected them to pay when the notes were due. The lads took the matter very seriously and agreed to pay the money. Then Mr. Pillsbury informed the mother that her boys had canceled their father's obligation, and that there remained nothing for her to do but to take the \$50 home with her.

Incidentally the miller said a few words to the woman which made her face brighten and brought tears to her eyes, whereupon Mr. Pillsbury coughed in that peculiar way of his and retreated precipitately. What he said to the woman was something about an employment for those lads when they finished school.

**Recent Business Changes Among Indiana Merchants.**

Anderson—C. W. Martin has purchased the interest of his partner in the drug business of Martin & Kreutzer.

Garrett—Anderson & Brown, dealers in fish and produce, have dissolved partnership. Brown & Suddick succeed to the business.

Bloomington—Jessup & Wheeler, flouring mill operators, have dissolved partnership. The business is continued under the style of L. R. Jessup & Co.

Indianapolis—Minnie (Mrs. Chas.) Tyner has sold her grocery stock to Mathias Haberer.

Sullivan—Springer, Carrothers & Crowder succeed T. K. Sherman & Son in the department store business.

Indianapolis—A receiver has been applied for in the case of the Home Heating & Lighting Co.

Scircleville—The report that Alfred Weaver had uttered a chattel mortgage on his general stock is denied by that gentleman and the Tradesman cheerfully gives place to his denial. Mr. Weaver recently reduced a real estate mortgage from \$1,600 to \$700, which probably accounts for the erroneous report.

Indianapolis—Lewis C. Wiese, dealer in drugs, has uttered a chattel mortgage in the sum of \$2,075.

Indianapolis—S. T. Brown succeeds H. H. Temperly in the wholesale pork business.

## W. F. Wurzburg Jewelry Co.

46, 47 and 48 Tower Block  
Grand Rapids, Mich.

Having purchased the stock and good will of the American Jewelry Co., we take pleasure in informing the trade that we shall continue the business at the same location, handling guaranteed goods and selling at right prices. Our salesmen will call on the trade every 60 days. We shall make it a point to have up-to-date and all the new novelties in jewelry as soon as placed on the market.

W. F. WURZBURG JEWELRY CO.

## Bread Winners

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

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

"The Flour Everybody Likes"

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

## Every Dollar Counts

for its full value, no matter who spends it.

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





### Movements of Merchants.

Marcellus—J. H. Myers has sold his meat market to Earl Sill.

Marcellus—Ernest Eimer has sold his jewelry stock to Fuchs Bros.

Bancroft—L. J. Kelly has purchased the grocery stock of Bethuel D. Rathbun.

Kingston—John N. Walton, furniture dealer and undertaker, has sold out to N. Carr.

Holly—R. Goucher and J. Newman have engaged in the produce business on Saginaw street.

Cheboygan—Lawson & Brown have purchased the grocery stock of E. S. (Mrs. Jas. F.) Perry.

Nashville—Wm. Cortright, of Lake Odessa, has engaged in the bazaar business at this place.

Detroit—S. L. Knapton & Co. succeed Robert Knapton & Son in the grocery and meat business.

Sidnaw—H. F. Stockley has opened a grocery department in connection with his meat market.

Sparta—Christy & Crowley is the new style under which the meat business of W. H. Christy is continued.

Hubbell—Meyer & Toplon succeed David E. Toplon & Bro. in the dry goods, clothing and shoe business.

Battle Creek—Clayton F. Spaulding continues the grocery and meat business of C. F. Spaulding & Co in his own name.

Metamora—Bert and Robert Tuttle, who formerly resided at Rochester, have purchased the drug stock of A. Mack.

Hagensville—Chas. F. Emke has purchased the general merchandise and agricultural implement stock of Wm. H. Wilson.

Kalkaska—B. H. Ketzbeck & Son have opened a branch general store at Barker Creek, near the camp of the Elk Rapids Iron Co.

Marquette—J. F. Anderson has taken Edward Melin into partnership in his grocery business under the style of J. F. Anderson & Co.

Greenville—Whiting G. Nelson has taken a partner in his furniture, crockery and glassware business under the style of W. G. Nelson & Co.

Nashville—Reynolds & Humphrey have dissolved partnership, W. H. Humphrey resuming the carriage and wagon business on South Main street.

Pontiac—J. H. Bushnell will open a men's furnishing goods establishment in the Lyceum theatre building as soon as the store can be repaired.

Bay City—N. Spiesberger, clothier, is closing out his stock preparatory to accepting a position as traveling representative for a large clothing house.

Fennville—F. Billington succeeds C. H. Adams in the furniture and undertaking business. Mr. Adams will shortly engage in the undertaking business elsewhere.

Sidnaw—Fred E. LeVine, who was located at Bruce's Crossing during the winter, will open a clothing and men's furnishing goods business in the Garland building.

Bear Lake—C. G. Wareham has purchased a half interest in the feed and implement business of Fred L. Blanchard at Frankfort. The new style will be Blanchard & Wareham.

Milan—Wm. C. Reeves has purchased the implement stock of Harris & Richards and, in company with his son Sayre, will conduct the business under the style of Reeves & Son.

Petoskey—The Petoskey Wall Paper & Decoration Co. has recently been established and located at 320 Petoskey street. The new concern is composed of A. F. Ruch and J. J. Hewitt.

Calumet—The Finnish Furniture & Undertaking Co. has purchased the stock of the undertaking firm of M. Anderson & Co., who will continue the picture framing business and art department.

Charlotte—Geo. H. Tubbs, dealer in crockery and groceries, has sold a half interest in his stock to Hal C. Fuller, of Vermontville. The business is continued under the style of Geo. H. Tubbs & Co.

Mt. Clemens—George Chambers, Robert Stewart and Frederick Smith have engaged in business under the style of the Bath, Drug & News Co. Frederick Smith will have charge of the drug department.

McBain—Hughston & Co., general merchandise dealers at this place, have the sympathy of the trade in the death of Mrs. George Hughston, which occurred on May 6, after an illness of only a few days.

Beaverton—C. J. Barnum, formerly employed in the dry goods and shoe store of J. M. Miller, at Gladwin, has purchased the furniture, crockery, bazaar, wall paper and undertaking stock of C. C. Mack.

Ithaca—O. H. Heath & Sons, the oldest hardware dealers at this place, have sold their stock to Pinney & Horr and Lane & Alverson, the two hardware merchants. Lane & Alverson will remove to the Heath building.

Bay City—The Ideal Plumbing Co. has been organized with a capital stock of \$5,000, held as follows: W. F. Wilson, 225 shares; W. J. Wanless, 225 shares; S. E. Pattison, 30 shares, and W. P. Benstein, 20 shares.

Middleville—Lavern Cobb, of this place, and Joseph Scott, of Freeport, have purchased the confectionery stock of H. L. Moore and the crockery stock of C. E. Stokoe and will locate in the building occupied by Mr. Cobb.

Detroit—The Strand Co. is the style of a new wholesale and retail grocery and meat business recently organized at this place. The authorized capital stock is \$25,000, which is all held by S. B. Dixon, with the exception of two shares.

Marcellus—King & Fisher have sold their furniture and undertaking stock at this place to Gibson P. Worden, furniture, buggy and implement dealer and undertaker, and their stock at their branch store at Cassopolis to Northrop & Bonnie, also local competitors. They will seek a location where they can combine their forces in a single enterprise.

Alma—M. A. Medler and Wm. Demuth have formed a copartnership and engaged in the grocery business under the style of Medler & Demuth. The business will be under the management of Mr. Medler, Mr. Demuth retaining his position as chief engineer of the Alma Sugar Co.

Mancelona—J. M. Flanagan, who has been engaged in the dry goods business at this place for the past ten years, is closing out his stock and will return to his home in Grand Rapids. He intends engaging in business in some village within a short distance from Grand Rapids.

Hancock—The retail business of the Fuel & Supply Co. has been purchased by the Portage Coal & Dock Co. C. A. Wright and his son, C. A. Wright, Jr., will retain their ownership of the dock on Portage Lake, while the new owners become possessed of the retail yards in West Hancock.

Big Rapids—Morris & Crane have merged their dry goods business into a corporation. The authorized capital stock is \$30,000. The stockholders and the shares held by each are as follows: A. A. Crane, 800 shares; Minnie A. Morris, 600 shares; Lucile M. White, 400 shares, and W. D. Morris, 400 shares.

Pentwater—The mercantile business formerly operated under the style of J. E. Gamble Co. is now known by the title, Gamble-Lattin Co., Limited, Sylvester Lattin, of Hart, having purchased a half interest in the business. The new company has its remodeled building nearly ready for occupancy.

Lansing—J. R. & W. S. Esselstyn, for many years engaged in the wholesale confectionery business in this city, is succeeded by the Evans Candy Co., of which E. J. Evans, for twelve years a partner in the Lansing Confectionery Co., is the head. E. C. Fox and Aaron Smith will continue to represent the house on the road.

Benton Harbor—The firms of the Young Company and C. J. Peck & Co. have been consolidated as a stock company to be known as Young, Peck & Co. to engage in the department store business. The capital stock of the new corporation is \$100,000. A building will be erected at a cost of \$30,000 adjoining that now occupied by the Young Company, which will give the company a floor space of 50,000 feet.

Remus—A reorganization of the Mansfield Mercantile Co. has been effected, by which C. A. Superneau, H. I. Miller, L. S. Wendling and a few others become stockholders in the firm. The active management of the business will be taken up by Messrs. Miller and Wendling, thus allowing Mr. Mansfield, while still retaining an interest in the store, to devote his entire time to his elevator and grain business, which has grown to such an extent as to take all his time and attention.

Bay City—Barbara Shakes, doing business under the firm name of the Seifert Shoe house, has uttered a chattel mortgage, representing herself to be indebted to the following parties according to the amounts stated: George E. Kieth Co., \$1,503.64; E. P. Reid & Co., \$1,206.59; Wichert

& Gardner, \$669.42; C. E. Smith & Co., \$224.45; Snyder & McCabe, \$11.37; Carlyle & Co., \$5; B. Marx & Son, \$15; Hirth, Krause & Co., \$198.07; Chipman, Harwood & Co., \$39.10; Kenoza Shoe Co., \$144; H. W. Croakee, \$127.25; Rodger Shoe Co., \$83.93; J. W. Jenkins, \$357; Whitmore Bros., \$36; Boyden Shoe Co., \$425; Menzies Shoe Co., \$88.15; Kellam, Goller Land Co., \$250.90; Lacey Shoe Co., \$75.88; Watson Shoe Co., \$135; Edwin Smith Shoe Co., \$119; Hirth, Krause & Co., \$118.38; Waldron, Alderton & Melze, \$168.82; R. T. Wood & Co., \$7,694.43; Frank Seifert, \$1,043; Pierce & Kinnane, \$250.

### Manufacturing Matters.

Traverse City—The South Side Lumber Co. has increased its capital stock from \$20,000 to \$40,000.

Coopersville—The Co-operative Creamery Co. has increased its capital stock from \$5,000 to \$12,000.

Saginaw—The Herzog Table Co., manufacturer, has increased its capital stock from \$25,000 to \$50,000.

Brutus—H. Hinkley & Co., manufacturers of staves, handles and lumber, have dissolved partnership. The business is continued by D. H. Hinkley.

Coopersville—M. Durham has sold an interest in his elevator and coal and tile business to John Laug, and the new style will be Durham & Laug.

Coloma—W. S. Hallman, Abram Bachman and Geo. W. Grant have engaged in business under the style of the Coloma Fruit Packing Co. The authorized capital stock is \$4,000.

Charlotte—The style of the Charlotte Bending Works has been changed to the Fenn Manufacturing Co. The principal products are snaths and baseball bats, the former being made by machines invented by Mr. Fenn.

Leland—The Leland Canning Co. has been formed with a capital stock of \$10,000. The principal stockholders and their holdings are J. Peters, 20 shares; Z. E. Hinshaw, 10 shares; J. P. Esch, 10 shares and J. Buehrer, 10 shares.

Lansing—The American Cut Glass Co. has incorporated its business under the same style. The capital stock is \$20,000, all paid in, held in equal amounts by Wm. C. Anderson, P. H. Healy, O. A. Jenison and Edward Cahill.

Stanton—The Stanton Cement Stone Co. has been organized with a capital stock of \$5,000 and will be located at the corner of Court and Main streets. The officers are C. W. French, President; John W. S. Pierson, Vice-President; E. S. Stebbins, Secretary, and Curtis Ball, Treasurer.

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### The Grocery Market.

Sugar (W. H. Edgar & Son)—Since we wrote on May 3 there has been a gradual stiffening up all along the line. While transactions in raw sugars have been restricted to comparatively small lots the spot market has advanced to 34c and approximately 3.79c has been paid for shipment. Europe continues to advance, the present quotation being approximately on a parity of 3.95c for centrifugals for this month's shipment. The raw market is exceedingly strong in all positions and higher prices than those quoted must be paid to secure any considerable quantity. Refined sugar was advanced 5c per hundred by all refiners on the 5th and indications now point to another advance very near at hand. Refiners' meltings are enormous for the season and it will take some time to catch up with the very large orders which came in on the call for "assortment or cancellation" on past-due contracts. Meantime we note more desire to enter into new contracts at existing prices, with a very fair run of business for prompt shipment. Warm weather is doing much to help the situation and the underlying strength in all markets practically insures a continuance of the upward movement—certainly until we reach a parity with Europe—the difference at this writing being about 3-16c per pound for May shipment. We think well of sugar.

Tea—Cables from Japan received during the last few days reported the market opened at 10 per cent. below last year, and on that basis quotations were made on this side. The receipts in Japan were very light, however, and later the market stiffened to about last year's basis. The cables state that the receipts are much less than last year up to this time, and that the first crop exports will probably be 10 per cent. smaller.

Coffee—It is becoming more and more evident that the bulls have the better of the situation at present, as it seems to be accepted as a fact that the production of Brazil coffee is below the consumption. The series of disasters that have overtaken the business in that country has resulted in the curtailment of the serious overproduction that was experienced some years ago, and it is now predicted that the visible supply on the first of July will be at least 900,000 bags smaller than it was a year ago. Coming nearer home there is little change in the situation. The jobbers are doing fairly well although most of them report that the buying is of a hand-to-mouth order. Retailers are evidently afraid of the market as it has been cutting up too many antics lately.

Cured Fruits—Raisin prices are now the chief feature of interest in the cured fruit market. As noted in the last issue of the Bulletin, these were radically reduced by the association in the hope of moving the balance of the stock held. This has

been quite successful, although some reports say that the buying has not been as lively as the association would like to see it yet. Locally raisins are being offered for delivery in a few days at prices based on the new figures. These should cause the trade to take hold well. Prunes are dull. There is nothing to cause any activity at present, as the trade is well supplied and the consumption is only moderate. Other cured fruits are well cleaned up on the coast. It is said that apricots are out of it and all varieties of fruit this year will come on a cleaner market than for years—excepting raisins and prunes, of course. Locally the movement of cured fruits of all kinds is normal.

Dried Fruits—Peaches are in fair demand and stocks are cleaning up. Prices are unchanged. The decline in seeded raisins, reported at length elsewhere, has made no difference in the demand for seeded goods; neither has the decline in loose muscatels. The demand is light. Apricots are in good demand at unchanged prices. Stocks are getting low everywhere and the market is firm. Currants are decidedly firmer on the other side, and this has affected the market on this side to a certain extent.

Syrups and Molasses—The syrup and molasses market has now slid into its usual summer place, at the rear of the trade van. The market is dull. There has been no change in glucose during the week. Compound syrup is unchanged and dull. Sugar syrup is unchanged and in light demand. Molasses is unchanged and quiet.

Rice—Rice is moving freely. It is low enough to be very attractive to the consumer. There will be rice in three-pound pasteboard cartons offered the trade in this section soon. This is an innovation for this part of the country.

Fish—The fish market is quiet, and there is very little demand in any line. Mackerel is quiet with the rest, but the market has an undertone of strength, as told more in detail elsewhere. The new catch of shore fish is proving very light and stocks of all grades of mackerel on spot are light. New cod, hake and had-dock are coming on the market, at about 1/2c below the prices for old spot goods. If the catch is large there will be even further declines. Sardines are unchanged and dull. Salmon are unchanged, the only feature of the week being the naming of new Columbian River salmon prices.

The Princess Furniture Manufacturing Co. has been organized to engage in the manufacture of furniture. The authorized capital stock is \$10,000, held as follows: H. Arthur Cone, 200 shares; L. C. Parmenter, 200 shares; Anthony Patt, 110 shares; O. C. Fortier, 50 shares, and R. C. Brock, 50 shares.

Jesse Davenport has engaged in the grocery business at Fletcher. The Judson Grocer Company furnished the stock.

In order to make your money last it is necessary to make it first.

### The Produce Market.

Apples—As the season is about over sales are meager and the market is dull and featureless. Fancy fruit fetches \$3@4 and common commands \$2@2.50.

Asparagus—\$1.75 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—\$2.50 per crate. Butter—Creamery is weak and lower, commanding 21c for choice and 22c for fancy. Receipts of dairy are liberal, but the quality does not average high. The local market is weak and slow on the basis of 10@11c for packing stock, 14c for common and 15c for choice.

Cabbage—\$1.75 per crate for Southern.

Celery—75c for California.

Cocoanuts—\$3.50 per sack.

Cucumbers—75c per doz.

Eggs—Local dealers pay 15 1/2@16c on track. Cold storage operators pay as high as 16 1/2c, but may pull out of the market at any time.

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 Californians are steady at \$3@3.25 per box.

Lettuce—Hot house leaf stock fetches 10c per lb.

Maple Sugar—10@11 1/2c per lb.

Maple Syrup—\$1@1.05 per gal.

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

Oranges—California Navels, \$2.65 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 per box of 40 lbs.

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

Plants—75c per box for either cabbage or tomato.

Potatoes—Old are on a weak basis, in consequence of which local dealers have dropped their selling price to 90@95c. New potatoes are active and in fair demand on the basis of \$1.50 per bu.

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, 15@18c; nester squabs, \$2@2.25 per doz.

Radishes—20c per doz. for hot house.

Strawberries—Quarts fetch \$4@4.25 to-day, but will probably go lower as soon as the weather moderates.

Sweet Potatoes—Jerseys are steady at \$5 per bbl.

Tomatoes—\$2 per 6 basket crate.

Wax Beans—\$2 per box.

### Membership Fee Fixed at Five Dollars.

Houghton, May 9—The Executive Committee of the Houghton Business

Men's Association has fixed the membership fee at \$5 per year. The number of members enrolled is 150. The dues will be collected at once and made the nucleus of treasury funds with which to carry out projects that may require the expenditure of some money.

Secretary E. J. Dube has been authorized to do all the talking for publication. The other members are supposed to keep mum and Mr. Dube has been instructed not to divulge any information until certain that the projects in hand will bear fruit. Several committees have been appointed to push certain projects that will be undertaken for the welfare of Houghton. These committees are to report when ready to the Executive Committee and if they have been successful in a measure to warrant the success of the undertakings in hand public announcement of the same will be made.

### Annual Meeting of the Kalamazoo Association.

Kalamazoo, May 10—At the annual meeting of the Kalamazoo Grocers and Meat Dealers' Association, held last evening, the following officers were elected:

President—T. J. Sloan.  
Vice-President—John VanBochove.  
Secretary—Henry J. Schaberg.  
Treasurer—Henry Van Bochove.  
Executive Committee—Carl Meisterheim, Mark Diver and William Moerdyke.

Committee on Excursion—Fred Zebb, James Cave and W. C. Hipp. It was decided to run the annual excursion to Grand Rapids either the last week of July or the first week of August. The excursion as planned will be one of the largest ever attempted. Arrangements will be made with the traction lines near Grand Rapids, so that excursionists can visit lake points at a nominal sum. Other matters will be adjusted by the committee, so that the excursion will prove to be an unqualified success.

Wm. H. Jones has been elected Vice-President of the State Bank of Michigan, succeeding Edward Lowe, who resigned from the directorate about a month ago. Mr. Jones has been identified with the Bank ever since it was organized and his promotion to the second position in point of responsibility is a tribute to his ability and his fidelity to the institution.

The Pure Food Show now in progress at the corner of Fountain and North Ionia streets is attracting large crowds and giving very general satisfaction. The exhibits are in every way superior to those made last year, both in number, scope and artistic effect. Country merchants visiting the city this week would do well to inspect the exhibition and note how Grand Rapids grocers can do things.

A. L. Morehead has purchased the grocery stock of H. B. Atwood & Son at 61 South Division street.

Of course there are rogues in politics, but they are all in the other party.

### French Bread Giving Away To the Vienna Variety.

Although some food experts say that the crust is the best part of the bread and contains the most nourishment, the public in general prefer a soft, thin-crust bread. The richer

square slice of bread, with a thin crust.

Some bakers use for this bread a good Vienna dough, and run it through the rollers about ten times, and others use the snowflake or Columbia mixture. This bread is call-

and brittle. If all milk is used, the crust colors too much, and is soft and dark brown, not as good as if only one-half or only one-third milk is used, and some lard with it. A very good crust is also produced by leaving out the milk and using sugar

of sugar, or one pound of glucose, and eight ounces of salt. Sponge with water, and put on the milk for doughing, and use a good, strong flour. The same mixture may be used for Cream Bread and Pullman, with some soft flour added; this should make a good loaf. If Vienna bread is baked in an oven which does not hold steam it should be washed with water before going into the oven, and when withdrawn a thin, cornstarch wash should be used to glaze it. A good egg-wash can also be used before baking; but in this case the bread is not washed after coming out. All these breads require a cool treatment in the sponge and dough, and if the loaves during the proving process are exposed to draughts or a dry heat, a crust is formed on the dough which will show after they are baked. For this reason it is best to prove it in a box, proving closet or in closed pans, and get it in the oven as moist as possible. The result will be a nice, thin crust and a good bloom.

Another kind of bread of a short and brittle crust is produced in the split loaves, and also in the small split rolls. This class of breads require no steam, but both milk and shortening are used, and they are washed with lard before they are pressed in with the rolling pin, and this produces the brittle crust when baked. A little practical study of this subject will teach any baker to obtain the desired crust.—Bakers' Helper.



Booths of the Judson Grocer Co., Voigt Cereal Co. and Jennings Baking Powder Co. at the Food Exposition.

grades of bread, which contain milk, sugar or lard, are liked better than the all-water breads. I have observed myself that in a restaurant where several kinds of bread were served in one basket, the soft-crust and richer breads were liked better and more used than the hard, tough-crust French breads.

The French bread, which should be the ideal dinner bread, gives more and more way to the richer and softer-crust Vienna bread. Many bakers, who are making French bread, add milk or sugar and shortening to it, and in some bakeries it is made altogether out of the Vienna dough, only in the shape of the long, narrow French loaves and given a little more crust in baking. To produce a soft and brittle crust, with a good bloom, to make a good Vienna bread, it is necessary to have a good oven which holds steam. It is the steam which forms a coat of moisture on the loaf when it is put in the oven and gives the dough time to expand and form the soft, even crust which is so well liked.

This soft crust can also be produced on panbreads if they are baked in steam; and in an oven without steam attachments the same soft, thin crust is produced by covering the panbreads during baking with another pan; or have pans made with a cover to fit, like the Pullman pan, which is advertised in the Bakers' Helper, and is made in single and double pans. The loaves weigh about two pounds and a quarter in the dough, which fills the pan when proved and baked, and makes a nice,



Booths of the Worden Grocer Co. and the National Candy Co. at the Pure Food Exposition.

ed Pullman bread, because it is used to a large extent on all dining cars, and also at many depots for sandwiches.

Every baker knows sugar and milk give color to the crust in baking, and lard or butter makes the crust short

and lard only; but then some of the pleasant taste, which milk gives to the bread, is missing. For a good Vienna bread the best combination would be for a three-gallon pail, about one gallon of milk, two of water, one pound of lard, twelve ounces

It is only a matter of time until the fool and his money are on opposite sides of the market.

A man prays for relief when he is sick and swears when the doctor presents his bill.





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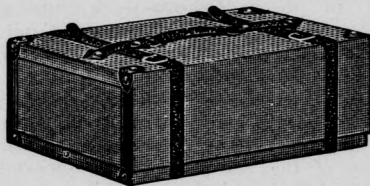
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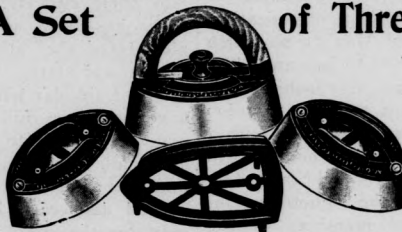
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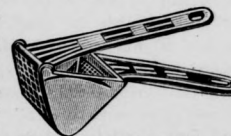
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H. A. STOWE, Editor.

WEDNESDAY - MAY 11, 1904

#### WHAT ONE GETS.

"What do I get out of it?" is an enquiry frequently made by citizens when they are solicited to become members of the Board of Trade, the Citizens Association or the Board of Commerce, as the case may be in the city where the solicitation is made.

Organizations thus named, if of the proper character—the character they are intended to uphold—are public spirited associations created and maintained for the sole purpose of advancing in all legitimate ways the commercial, industrial and educational interests of the towns in which they are located. No single interest, no one or two or half dozen citizens are "played as favorite." Any proposition of a legitimate business character made by reputable, reliable parties and found, on careful investigation to be exactly as represented, is worthy the sincere attention of any organization such as indicated, and if that attention results in bringing such an enterprise to a town, there is not an individual or single real estate or business interest in that town that does not profit thereby.

But this is not the only benefit a citizen gains by identifying himself with an organization working for the general welfare. Any man, however wealthy and notable he may be, can not but add to his various values by being known as a public spirited, loyal citizen. More than that, intimate association with his fellow citizens and first-hand knowledge of efforts being made in behalf of his home city broaden a man's views, cause him to take a more genuine interest in the affairs of his town and create a better realization of his own value as a citizen.

Best of all, wherever you find a well organized, liberally supported and energetically conducted Board of Trade whose sole purpose is the betterment of the city or town in which it is located, there you will find a community where harmony exists among the business men, where jealousy is utterly abandoned for the clean cut, honorable competition and where unity of action in any direction is possible, provided only it is for the benefit of the city at large. These things are worth much and they more than counterbalance any small outlay for dues one is called upon

to make. Any self-respecting, fair-minded man who thinks this matter over in the right spirit of citizenship is bound to see the force of this answer given to the enquiry: "What do I get out of it?"

The republic of Panama has as yet adopted no coinage system, and it is regarded as probable that it will adopt the coinage of this country. All that would be necessary would be for the republic of Panama to pass a law declaring that the currency and coinage of the United States shall be used in that country. Panama could have her coins minted in this country if she wanted some of her own of the same denominations, but the course outlined would prevent confusion and relieve the little republic of many responsibilities. This country will spend millions of dollars each year on the isthmus, and there will be considerable confusion in financial affairs if the money of the United States and that of Panama circulate together, with the consequent evils of exchange, etc.

The Tradesman called attention a year ago to the erroneous, incomplete and altogether valueless classification which distinguished the last city directory compiled by R. L. Polk & Co. and, from present indications, the directory of this year will be fully as imperfect and unworthy of confidence. The Tradesman regrets to note this, because it ought to be the policy of a concern with the reputation of Polk & Co. to make a directory that would be what it purports to be, instead of a one-sided affair which does not fairly or honestly represent the business interests of the city.

Chinese merchants say they don't come here to buy goods as much as they might do, because they are afraid of being locked up as Chinese immigrants trying to smuggle themselves into the country in violation of the Chinese exclusion law. There ought to be some way in which Chinese buyers could come to this country in perfect safety. American consuls in China might be authorized to issue passports. We should do a much larger trade with China than we are doing, and we can only succeed by removing difficulties of this kind.

Shea, the notorious president of the teamsters' national organization, will be busy about May 23, on which date he is compelled to face an indictment on a charge of conspiracy to assault with intent to kill non-union drivers, which is punishable with a penitentiary sentence. The trial will take place in the Criminal Court of St. Louis, Mo., and the indictment includes five other members of the teamsters' union.

The machine industry of Germany was never in worse condition than at present. Two reasons are given for the decline: First, the great depression in industrial life all over the Empire; and, second, the enormous strides in the use of gas engines and steam turbines within the last few years.

#### THE BAYONET IN WAR.

All the accounts of the recent battle of the Yalu agree in reporting that bayonet charges were frequent. Thus General Kuropatkin states that the Japanese frequently charged the Russian lines with the bayonet, and later on he says that the Russians, in order to extricate themselves and retreat were compelled to advance on the Japanese with the bayonet, the latter declining the contest.

What will the modern soldiers who have been advocating the abandonment of the bayonet as a useless weapon say to this? Some of the best authorities have advocated the abandonment of the bayonet altogether, as fit only for an intrenching tool of limited value or as a poor substitute for a knife. The very idea of a bayonet charge in a modern battle has been laughed at as impracticable, and yet in the first important battle in years among civilized nations the bayonet played a very important part.

It is undoubtedly true that the fighting with modern armaments is done at longer distances, and there is less opportunity for melees or a charge en masse. At the same time there remains no effective way of carrying a position except the charge en masse, and that the bayonet will be as effective in such a charge now as it has ever been seems certain. It was found to be so in the recent fight.

To deprive the soldier of his bayonet would make him perfectly incapable of defending himself in a melee. The moral effect of a bayonet charge on a mob is too well known to need any argument, and as suppressing mobs is no small part of a modern soldier's duty, why deprive him of a weapon which, even if it be of little use at times, becomes of so much importance at others?

The Census Bureau is endeavoring to collate data with which to answer the question so often asked: Is crime on the increase? For this purpose it is undertaking to secure a record of all the persons sentenced to the various jails, penitentiaries and other prisons of the United States during 1904. The Wardens of the various penitentiaries have been asked to act as special agents of the Bureau and to report certain facts concerning every person delivered into their custody. The same enquiry has been addressed to the Sheriffs of the different counties of the several states; but, according to a recent circular letter, the responses have not been full and adequate, many neglecting to answer the queries at all. The enquiry is an important one and the collection of the needed data can be accomplished only by the great majority of the prison officials co-operating.

There is no other city in the country the size of Grand Rapids so open to transient dealers who come into town with a carload or two of fruits and produce and peddle them out from the track as is our own city. Here no license is required and the transient who rents no store, employs no teamsters or clerks, and

pays no taxes to the city plants his carload on the railway track, calls in the customers of the local dealers, disposes of his load and gets out of town at the end of the day. This condition should be corrected by the city officials as a matter of justice to local dealers, and to help them in their deliberations the Tradesman informs them that the fees for licenses issued to transient traders on the tracks are—for the season—\$200 at Pittsburg, \$150 at Cincinnati and \$200 at Chicago.

Those of us who are in the habit of considering Siberia in the light of a frozen desert may be a little surprised by the recently published figures dealing with the immigration of Russian peasants from European Russia. During the five years, 1897-1901, the average numbers were 170,652. In 1902 it fell to 120,000, and in 1903 to 115,000. The figures for the present are, however, expected to show an upward tendency again and to reach 150,000. (One does not know whether the effects of the war are allowed for in this calculation.) To the recent years of famine is attributed the temporary decrease, while at the same time the government does not regard the movement with unfavorable eyes. But the figure quoted show at least that the conditions in Siberia compare favorably in the peasant mind with those in European Russia. Whether that is saying much is another matter altogether.

There is nothing like a war for giving little towns a chance of making as much noise in the world, for a time at least, as their bigger sisters. Without delving into the records of ancient history one may find a neat example of this in the town or village of Anju, which has been figuring very largely indeed of late in the press of all the continents, and is likely to do so still more in the near future by reason of its strategic importance in the Japanese advance in North Korea. Yet it is only a grubby village after all, containing some 400 houses in all. It is built in a square and surrounded by a wall. The "inner" town is divided into four squares by more walls. On the northern side is the citadel. Altogether, but for the war, a distinctly uninteresting place, with very little chance of figuring so largely, now or at any future time, in the newspapers of the world.

Medicinal herb farms will become a necessity in the United States. Spigelia (pink root), serpentaria and sanega (the two varieties of snake-root) which were formerly found in abundance wild in Maryland and other Atlantic States are becoming scarce. Senna, colocynth, gentian and the poppy have been grown to some extent, and digitalis purpurea (foxglove), atropia belladonna (deadly nightshade), sanguinaria canadensis (bloodroot), and cimicifuga racemosa (black cohosh), have been grown experimentally. Michigan raises annually 40,000,000 pounds of peppermint. Valerian is a wild product of Vermont.

You seldom meet a married man who thinks he knows it all.



### THE EASTERN WAR.

There are many good people who believe that wars should be prevented at any cost, and even where war exists that it should be stopped and the belligerents made to adjust their differences by arbitration or otherwise. Unfortunately for such pacific ideas, human nature is so constituted that nothing but force is capable of settling some difficulties. International agreements and conventions serve well enough at times, but at others they are brushed aside without ceremony. Nations are but aggregations of individuals, and they possess the same faults and weaknesses as individuals. Where a nation considers that its honor and dignity are involved, or that there is an insult to its flag to be avenged or a manifest injustice to be righted, it is useless to talk of arbitration, mediation or any peaceful mode of settlement.

In the present case of Japan and Russia both countries evidently considered themselves in the right, the one believing that its very existence was menaced and the other that to recede from the effort to absorb Manchuria and Corea would be to sacrifice its proper rights in Asia. Being unable to agree, the dispute was left to the arbitrament of the sword. For any class of well-meaning but ill-advised people to imagine that an offer of mediation would be acceptable to either party to the dispute at the present time is simply preposterous. Russia has had her naval prestige seriously weakened and her military prowess called into question. National pride, the future success of her plans of expansion and her own internal peace and tranquility demand that the war be prosecuted until victory is achieved and her prestige restored. On the other hand, Japan knows as well now as she did before the outbreak of hostilities that unless Russian power in the Far East receives a serious check her own national safety will be imperiled. So far the Japanese have been successful in their campaigning, hence their government is not likely at the present time to be in any frame of mind to receive outside interference with patience.

It is to be regretted, but it is nevertheless a plain fact, that mediation at the present moment is utterly out of the question, and any offer of the sort would be received with bad grace by both the belligerents. Terrible as the war is likely to prove, and certain as it is to last for some time, there is no possible way of stopping it. The best the Powers can do is to circumscribe its area as they have already done, and to use every effort to mitigate its evils as much as possible.

That one or the other of the combatants will sooner or later meet defeat must be accepted as a matter of course, but both are wise enough to understand that to express a willingness to adjust matters now would lead to less satisfactory results in the way of a settlement than will probably be the case after one or the other belligerent has been signally defeated. Both of the warring nations have vast resources and are capable of maintaining hostilities for

a considerable time, hence the absurdity of talking of mediation at the present stage of affairs, when the real fighting has scarcely begun, and neither nation has yet commenced to feel the waste of war.

There is nothing that the world at large can now do except to observe strict neutrality and endeavor to keep from complicating the quarrel by the participation in it of outsiders.

John C. Smith, of Louisville, Ky., wants all the Smiths in the country to assemble in that city for a three days' celebration. He offers \$25,000 to defray the expenses of the association. This seems like a very generous offer until one reflects upon the number of Smiths there are in this broad land. If they were all to assemble in Louisville it would take nearer \$1,000,000 to entertain them. There isn't a city anywhere that could furnish board and lodging for all the Smiths. The Louisville gentleman should limit his invitations to the Smiths in Kentucky as a starter.

It is anticipated that there will be a regular epidemic of marriages among the women teachers in New York City now that it has been decided that they can not be dismissed for taking unto themselves husbands. Of the 12,000 women employed in the school system about 4,000 or 5,000 have been graduated from the training schools only three or four years. These and many more are not yet past the age of twenty-five years, and some of them are even younger. Combined with their youth their attractiveness is enhanced by their financial possibilities.

Proof of the courage of the Japanese soldiers has not been at any time wanting, but the way that a company went down on a transport refusing to surrender to a Russian naval force was a thrilling exhibition of nerve. They kept up their fire, so the Russian admiral reports, until the waves closed over the ship. It seemed an unnecessary sacrifice and one which the Russians might have avoided had they been less heartless. Their thirst for revenge was probably too strong to be controlled.

A German railroad officer has invented a simple device to prevent the derailment of a train. It consists of a rail adjusted to the truck and set on springs parallel with the axle and about one inch above the track. Should the wheels leave the latter the crossrail at once takes the weight of the car and the drag brings the train to a halt. These crossrails are also provided with projections underneath, which prevent the car from leaving the track.

The police signal system lately installed in New York City is not a complete success. It is an aid to the police in ways that were not anticipated. The patrolmen, it is said, turn over their box keys to friendly bartenders who ring in their calls while they are drinking freely or snoozing serenely in rear rooms of saloons. Impersonating an officer is an offense which may yet land some of the saloon men in prison.

### INCREASE OF SUICIDE.

The enormous increase of suicide in the most civilized of the Christian countries is one of the startling social facts of the present period.

George P. Upton has been gathering statistics on the subject and has published them in the New York Independent. The figures are really surprising, showing, as they do, a rapidly-growing tendency to self-murder.

During the past thirteen years nearly 78,000 cases of suicide have been reported by the papers in this country. The following figures are given:

1891	3,531
1892	3,860
1893	4,436
1894	4,912
1895	5,759
1896	6,530
1897	6,600
1898	5,920
1899	5,340
1900	6,755
1901	7,245
1902	8,132
1903	8,597
77,617	

When it comes to cities, it is seen that the proportion of suicides is greater than in the country. In 1902 there were 2,500 cases of suicide reported in fifty cities in this country. In these cities the number has about doubled in ten years. Incidentally, it is interesting to know that St. Louis has the largest number in proportion to its population, and these eleven cities follow it in the order named: Hoboken, Chicago, Oakland (Cal.), New York, Milwaukee, Cincinnati, Newark, Brooklyn, Boston, Indianapolis and New Orleans. To Fall River belongs the credit of the lowest rate, 2.7 per cent. per 100,000. It is gratifying to know that Grand Rapids and Detroit stand near the foot of the list.

Suicides are more common among men than women in all countries. Of the 77,617 persons tabled above, 57,317 were men and 20,400 women. Between the ages of 10 and 25 suicides of women are more numerous than those of men between the same ages. It is one of the saddest features of the case that suicides of women are increasing faster than those of men. Half a century ago five times as many men committed suicide as women. A quarter of a century ago the proportion was three men to one woman. During the last three years the ratio has been about two and a half to one.

Another sad feature of the suicide situation is the increasing number of children who kill themselves. These suicides are almost without sufficient cause, and sometimes without any. A slight from a playmate, a reprimand at home, a rebuke from a teacher, envy of the success of a companion, pique over a fancied insult, disappointment over an ephemeral love attachment in the case of weak and morbid and sometimes degenerate natures account for many juvenile suicides. Weak-minded children of this kind seem to believe that instead of exciting pity for their foolishness they will punish those who have presumed to interfere with their ca-

prices by killing themselves. Evidently there is not only something wrong with children who set such small store upon life at a time when life is most attractive, but also in the homes where such youthful neurotics are reared.

Another singular feature of suicide is the comparatively large number of physicians who kill themselves each year—large, that is, as compared with members of other professions. In the last thirteen years 535 physicians in the United States have committed suicide—an average of about 41 each year—as compared with 98 clergymen and 61 attorneys, only those enjoying some prominence being taken into account.

The causes of suicide are many, depending largely upon the whims, moods and temperaments of individuals, and most of them may be summed up under the general head of depression, which will account for more than half of the 77,617 before noted. The rest may be classified as follows: Insane, 5,748; ill health, 4,206; domestic infelicity, 4,365; liquor, 3,459; disappointment in love, 3,008; and business losses, 1,389. The last item is surprisingly small, and corrects the general belief that large numbers of men are driven to take their lives because of business reverses.

The agencies for self-murder are numerous, but 61,933 of the 77,617 victims have killed themselves either by poison or the revolver. Prior to 1894 the larger number shot themselves, but since that year poison has headed the list. It may be boldly affirmed that the steady increase in the use of poison is due to the ease with which carbolic acid can be obtained. More persons kill themselves with it than with all other kinds of poisons combined. It is cheap—within the reach of every one—and it is certain in its effect. Most other poisons can only be had on presentation of a doctor's prescription; but carbolic acid can be had as freely as flour or sugar. It is in general demand for domestic use, and it is easy, in this way or by other plausible reasons, to get it from the druggists.

It is not too much to attribute much of the growing tendency to suicide to the remarkable lapse in religious belief. It is coming so that only plain people believe in the sanctity of the Scriptures or in the existence of any divine power to which human beings are responsible. If man is the descendant of monkeys and has no future beyond that which is attributed to the brute beast, it is not strange that the fear of a momentous hereafter should have no effect to restrain him from self-murder.

The demand for cigarettes and whisky increased during the past year, but the revenue returns show that there was a decrease of 8,000,000 in the number of packs of playing cards sold. This is not easily understood, as there is a popular notion that cigarettes, whisky and cards go together.

A lawyer never gives up a case until he has exhausted all the means at his client's disposal.



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

Special Correspondence.

New York, May 7.—The week has been an extremely dull one in the coffee trade owing to much larger supplies coming to ports. Buyers take only enough to meet present requirements and, with nominal quotations prevailing, they prefer to wait the future course of events. At the close No. 7 is worth 6½¢. In store and afloat there are 2,786,473 bags, against 2,551,705 bags at the same time last year. In sympathy with Brazil grades West India sorts are moving very slowly. Supplies are growing larger than can be readily taken care of and good Cucuta is worth 9¢.

A little business has been done in Japan teas and a fair trade continues from exporters who are still taking Congous at 10½¢@11¢. Dealers have great confidence in the future and advise the purchase of fair-sized lots.

The activity in refined sugar continues, with Arbuckles getting most of the trade, as they keep 5 points below the other refiners. Orders have come by mail and wire from all over the country and one would have to go back a long time to find as active a week.

In rice there is not an item of interest to be found from one end of the market to the other. The demand is quiet and prices are without any change. Prime to choice domestic, 4¢@4¼¢.

Dulness characterizes the spice market and sales are mostly of small lots. Prices generally are well sustained, but hardly seem as firm as they were a month ago.

Canned goods seem to have been enjoying a better demand this week and the improvement in salmon is quite noticeable, although sales are of rather small quantities in most cases. There is also an increasing demand for fruits, owing to the opening of many seaside and even mountain resorts. It seems that the latter places are now free from snow and are already receiving visitors in crowds. Tomatoes are rather weak and prices are somewhat irregular. Standard 3s are held at about an average price of 62½¢.

Except for currants there is little call for dried fruits. In this one article quite a trade is being done at 5¼¢@6¢ for cleaned in boxes.

There is a good steady call for grocery grades of molasses, almost entirely of withdrawals under old contracts, but new trade has been light. Quotations are unchanged. Syrups are quiet and unchanged.

The few days of really warm weather had a tendency to increase the supply of butter until it became necessary to drop the quotations and present value of best Western creamery is not over 20½¢@21¢; seconds to firsts, 18¢@20¢; held stock, 16¢@19¢; imitation creamery, 14½¢@16¢; West-

ern factory, 13¢@14¢; renovated, 13¢@17½¢.

The cheese market is dull and irregular, with old stock, fancy, worth 10¾¢@11¢. The quality of new arrivals shows some improvement, but not over 7¾¢ can be quoted.

There is a fair trade in the better sorts of eggs and top grades of Western fetch 18½¢ without trouble. Under grades are in full supply and the market is irregular at about 17¢@17½¢ and from this down to 14¢@14½¢.

### Clock Takes One Day Off.

"Speaking of the many curious things connected with the number 13 reminds me of a clock which has been in my family now for some time," said an observant man, "and the thing I have in mind has gone far toward making me believe that there is something in the claim that 13 is an unlucky number. The clock in question is of the cuckoo variety. Ordinarily it is one of the most reliable timepieces I have ever seen. It keeps perfect time and never fails to 'cuckoo' promptly on the hour, except in the case I have in mind.

"If the thing had not happened in such regular order I would have paid no attention to it. But it has been happening once every month regularly from the very time we introduced the aforesaid clock into the family circle. And it always happens on the 13th of the month. My clock lays off, if I may say it, once every month. It refuses to work on that day which is associated with unlucky things. Somehow it seems to know that 13 is an unlucky number. And it seems to think that it applies as much to dates as to other events and things. I have never been able to understand just why the clock should stop on this day and up to this good hour I am unable to give anything like a reasonable explanation of it. I only know my cuckoo clock will not work on the 13th day of the month and no matter how well it is wound, or what the weather condition may be, when the unlucky day rolls around the clock simply stops. It is a curious thing, isn't it?"

### How Anthracite Was Made.

The peculiarity of the Pocahontas coal is to be found in its low content of ash and volatile matter, as well as of sulphur and other impurities, and the resultant high percentage of fixed carbon with the high calorific value that follows upon such conditions. The Pocahontas vein is thought to correspond to the anthracite vein of red ash coal of the Lykens valley, near Pottsville, Pa. The geological explanation of the difference is that the anthracite bed was subjected to a more thorough coking process under pressure than the Pocahontas portion of the vein, while the latter owes its own lack of volatile matter to the fact that it was subjected to heat under pressure for a more protracted period than the bituminous coals of Western Pennsylvania and Ohio.

Selling a big lot of goods at no profit is not half so satisfactory as selling a less quantity and realizing a good margin.

### Right of Free Citizens To Employ Freemen.

The courts have decided that bids for public work can not be restricted to unionized establishments, but must be open to free competition among whomsoever it may concern—among those who desire to compete in the community.

If it is improper and unlawful to limit bids for public work to a favored class, why does not the same principle apply to private work? Why should not free citizens be free to employ and be employed, whether they be Masons or Odd Fellows; in fine whatever be their race, color or affiliation?

### Undesirable as Citizens.

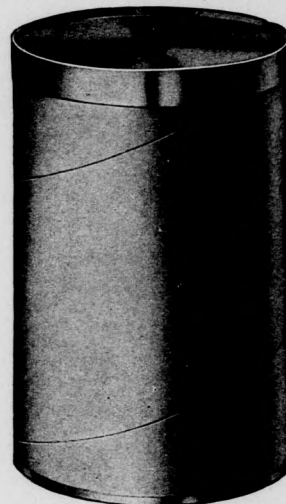
The least desirable immigrants in the United States are the Syrians and the Armenians. Among them poverty and negligence of the first principles of hygiene have contributed to produce a most undesirable physical average. The women are frequently wives at the age of 14, and even younger, and they become old women at a very early age. The men are usually itinerant merchants, and a great many find employment in the shoe factories of New England. They are generally ignorant and uncleanly, and our theories of government are utterly incomprehensible to them.

The "to-morrow" habit has spoiled many a promising career.

A pleasant smile will disarm the veriest crank.

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# How to Paint your house Cheap

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



## Carrara Paint

and it is the best paint for house, barn or fence; for interior or exterior work it has no equal. It is smoother, covers more surface, brightens and preserves colors, is used on wood, iron, tin, brick, stone or tile, and never cracks, peels, blisters or 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. & F. I. R. Co.; Denver & Rio Grande R. R.; Wellington Hotel, Chicago. Agents wanted in every town in Western Michigan.

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### A REAL RUSTLER.

#### How Walter Bistik Got Out of Port Aurora.

Written for the Tradesman.

A fragment of the debris left in the wake of the Street Fair and Carnival of Nations when it sneaked out of Port Aurora between two days was a bit of humanity—a slender, pale faced boy who looked to be about 12 years old and who had been exploited during the week of the carnival as "Montalo the Wonder."

The lad's regular features and clear brown eyes, together with an air of refinement, had seemed entirely misplaced in association with alleged Alaskan Pigmies, Beautiful Nautch Girls, Arabian athletes, sore backed, hungry camels and the usual list of cheap fakirs making up the street fair outfit, so that when the disreputable conglomeration left town, after swindling everything within reach, the people of Port Aurora seemed to accept the stranded boy in a genuine spirit of sympathy and friendship.

"Course 'Montalo' isn't my name at all," said the boy in answer to an enquiry made by Doctor Bartlett, the mayor of the town, and he continued: "Neither am I a wonder. I just hitched on to the fakement 'cause they promised to pay me fifty per." "Per what?" asked the mayor with a smile.

"Per week, they said," replied the boy, "but now it looks like per year."

Montalo the Wonder was simply a self reliant, fearless lad named Walter Bistik who, left alone in New York when a mere baby, had not only fought his way through the years as street urchin, newsboy and what-not, but he had developed a natural ambidexterity to a remarkable degree and was clever in the use of colors. With either hand or working both hands at once he would draw portraits that were recognizable; paint in gaudy colors two landscapes at a time; print two names widely different, simultaneously. And withal he was of a sociable, chatty turn of mind so that he was really an attraction.

"Now that you're 'broke,' and in a small town," said the doctor, "what do you expect to do?"

Walter Bistik eyed the mayor curiously and then glancing up the facade of the building before which they were standing, replied: "You own this building I am told."

"Yes, my office is upstairs and I own the drug store. Do you want to buy me out?" said Doctor Bartlett facetiously.

"How much'll you charge me for the use of that fence back there, from the building to the alley, say for four weeks?" asked Bistik.

The fence in question was about 25 feet long and 8 feet high and was tightly built of boards. It was directly across the street from the east side porch of the Hotel Wadleigh, the best hotel in town, and just across the alley from the building in which the postoffice was located. The doctor glanced at the fence and then smilingly enquired as to what use the boy intended to put it, adding: "You notice it has a sign: 'Post no bills.'"

"Yes, I see it. That's what made me ask you the question," answered the boy.

Evidently the doctor-mayor was favorably inclined toward the youngster for together they disappeared upstairs and early the next morning Bistik was seen posting strips of cheap wall paper, the blank white side out, upon the fence. Before noon the entire fence was covered, and when the curious citizens asked the mayor what the boy was up to, he confessed ignorance and truly. The white wall remained untouched during the two succeeding days, but on the third Bistik was seen with two step ladders and a plank, arranging a scaffold. Next he appeared with three large tomato cans filled with red, yellow and blue paints—water colors. And so, in time, the young artist began painting. Before Saturday night he had the mayor's fence covered with a somewhat artistic design divided off into twenty-four spaces, each one 2x4 feet in size and each one containing an advertisement of a local merchant or professional man. The designs were somewhat crude and the lettering was not altogether symmetrical, but the entity was attractive, the text was legible and the two-handed speed and skill of the painter had been entertaining.

When the bill-board in its perfection had been standing four days Walter Bistik called at the doctor's office and tendering a five dollar bank note said: "Here's your rent, Doctor, for a month, and I'm ever so much obliged to you."

"Did you come out pretty well on the deal?" asked the mayor without offering to take the note.

"Yes, pretty well," replied the boy. "I've collected all but two of my customers and if I don't get my pay from them I will still be about thirty dollars ahead on the job."

"Tell me the names of the men who haven't paid," observed the doctor, "and I'll see that you get your money."

"Ah, nixy, Doc. I expect to come back here next summer and I don't want any rows to settle."

"I suppose you're going to get back to New York as soon as possible," suggested Dr. Bartlett.

"Noo Yawk! Not much! The country's good enough for me. Here, take your money," and the boy urged his friend to accept the rental fee.

It is certain that the mayor did not accept the bank note and it is also certain that Bistik returned to Port Aurora the following year, for the reason that to-day—nearly twelve years after the foregoing incident happened—Walter Bistik is a business man in good standing at Port Aurora and is the partner of the man who recognized grit, energy and ability when he saw such qualities exhibited.

"Good investment?" repeated Dr. Bartlett, when questioned about his first acquaintance with Walter Bistik, "I guess it was. Why, there isn't a boy in Port Aurora and there hasn't been one the past twelve years who has not listened over and over

again to the story and been benefited. Good investment, yes, indeed." Charles S. Hathaway.

### Need Fear But One Enemy.

Almost alone among God's creatures, the turtle has but a single enemy—man. It does not seem to matter to the turtle whether he stays beneath the surface for an hour or a week, nor does it trouble him to spend an equal time on land if the need arises. He is neither fish, flesh nor fowl, yet his flesh partakes of the characteristics of all three. Eating seems a mere superfluity with him, since for weeks at a time he may be headed up in a barrel (with the bung out) and emerge after his long fast apparently none the worse for his enforced abstinence from food, from light and almost from air. And, finally, it may be truly said that of all the higher, warm-blooded organisms, there is none so tenacious of life as the turtle.

I can truly say that I have seen the flesh cleared out of a turtle's shell and hung up on a tree, where for hours the quivering, convulsive movements of the muscles went on. Not only so, but on one occasion only the head and tail were left attached to the shell. Some time had elapsed since the meat had been cut out of the carapace, and no one could have imagined that any life remained in the extremities. But a young Dane, noticing that the down-hanging head had its mouth wide open, very foolishly inserted two fingers between those horny mandibles. They closed, and our shipmate was two fingers short; the edges of the turtle's jaw had taken them off clean with only the muscular power remaining in the head. Signor Redi once cut a turtle's head off and noted that it lived for twenty-three days without a head, and another, whose brain he removed, lived for six months, apparently unconscious that it had suffered any loss.

There is a class of trade that consider quality first and price afterwards. This is the trade you should cater for.

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Until sold, I offer one hundred 47-piece and one hundred 61-piece Dinner Sets to the trade.

These Sets were manufactured for a premium house, but the firm failed and you get the profits. Shipped direct from the factory.

**47-Piece Set, only \$2.61**  
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No Charge for Package

A package contains three of each sets, and is in two or three colors, as you desire. Semi-Porcelain decorated and you get the profits. Shipped direct from the factory.

Cons are beautifully filled in and all pieces are gold lined. These sets are regularly sold for double the money. It is a rare bargain. All pieces are the latest style and shape.

#### 47-Piece Set Contains

- Six Dinner Plates
- Six Pie Plates
- Six Coupe Soup Plates
- Six Tea Cups and Saucers
- Six Fruit Dishes
- Six Individual Butter Dishes
- One 7-inch Baker
- One 8-inch Covered Dish (See Cut)
- One 10 inch Platter

#### 61-Piece Dinner Set Contains

- Twelve Dinner Plates
- Six Pie Plates
- Twelve Tea Cups and Saucers
- Six Individual Butters
- Six Fruit Dishes
- One Covered Dish (See Cut)
- One 10 inch Platter
- One No. 42 Jug
- One 7 inch Baker
- One Covered Sugar

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**DAVID B. DE YOUNG, Grand Rapids, Mich.**

WHOLESALE ONLY Importers' and Manufacturers' Agent



### Observations of a Gotham Egg Man.

Those who have watched our previous reports of receipts will observe that the great shortage noted during the first half of April has been considerably reduced during the last half; the net shortage in receipts from April 1 to April 15 was 146,558 cases, this shortage being reduced to 74,130 cases by April 30. This shows that the arrivals during the last half of April were greater than they were last year at the same time, and tends to verify the belief, previously expressed in this column, that the lighter arrivals of early April were the result of the late season in northerly sections of the country.

Accumulations in cold storage have also been much more rapid during the last half of April, but all the leading Eastern markets are still far short of the quantity held at the close of April last year.

A careful estimate of the accumulations at the close of April in New York and Jersey City shows a total of about 140,000 cases against about 230,000 cases held here at the same time last year. Boston reports 55,156 cases stored by April 30 this year against 126,989 cases last year; Philadelphia reports 32,237 cases, but gives no comparison with last year, when there were probably about 60,000 cases in that city. Late reports from Chicago continue to show an increased holding there of something over 50,000 cases compared with last year.

If these reports and estimates are approximately correct there would appear to be a net reduction of about 140,000 cases in the four markets at the close of April compared with last year, but with a recent tendency toward gain on last year's figures.

There seems, as yet, to be very little softening in the speculative strength of Western markets, although from some sections we hear of more goods being offered, with bids asked for, which indicates that the outlets are not absorbing the collections quite as voraciously as heretofore. Considering the late season and the prospect of a very heavy May production it seems doubtful that storers will continue to absorb the surplus at the high level of value paid during April; and yet it is evident that prices would have to go off but little in order to attract continued large buying.

Should storage buyers slacken their purchases enough to permit even a moderate reduction of price there would be an incentive for others to take stock freely because of the fact that the cheaper goods would have a reasonably sure outlet on the fall advance before the higher priced early packings could be moved at a profit. The high price at which April surplus has been stored will also be an incentive to put away the medium and ordinary qualities of summer eggs if there shall prove to be a material surplus of such, which is usually the case, and which is more than usual-

ly probable this year because the high price of spring accumulations will tend to sustain values for fancy eggs at a relatively high level during the summer, thus affecting the consumptive demand unfavorably at a time when it is most susceptible to the influence of high prices.

My attention has been called to a postal card sent out from Chicago by a large storage warehouse there to egg shippers, dated April 27. This card says that storage packed eggs are worth 17@17½c in Chicago and only 17½c in New York, and the comparison is made use of to attract storage eggs to Chicago. As a matter of fact we have had no 17½c market for storage packed eggs here since the 7th of April. One day last week the quotation was reduced to 18c under three days' receipts, amounting to nearly 94,000 cases, but otherwise we have had no market under 18¼@18½c for some time past.

With most of the fancy selected eggs being absorbed by storage operations at relatively high prices regular dealers have to compete with the speculative outlets to get a supply of high class eggs for current trade; but we are now accumulating in store a surplus of medium and under-grade eggs for which prices are tending in buyers' favor. This condition will likely become exaggerated as the season advances, and we shall expect to see a further widening of values between the fancy and the ordinary grades.

The proportion of ordinary qualities will undoubtedly increase as the weather becomes warmer, and even although values should be sustained on fancy grades by the willingness to store, a surplus of the ordinary goods beyond current outlets would force values downward for these. Already many lots of regular packings from Southerly sections which have formerly been salable, even with Western firsts, are being refused by buyers and have to be cut down to the quotations for seconds.—N. Y. Produce Review.

The extensive use of wood pulp in the manufacture of paper is one of the chief causes for the destruction of American forests, which is going on at a pace that warrants the alarm commonly expressed. It is pleasing therefore to note that processes have lately been perfected whereby paper can be manufactured from rice straw, sugar cane, cotton stalks and corn stalks. These are now waste materials and utilization will not only tend to save the forests but to add to the profits of the farmers.

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

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## 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

## 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.



**Bad Eggs Have Good Uses.**

The career of the egg may not be romantic, but frequently it is interesting. The full and perfect career is without doubt to develop into a lusty young chick, a roly-polly ball of yellow down with plaintive peep and toothpick legs.

But the full and perfect career is as rare among eggs as among human beings, for many things intervene to cut it short, and its usefulness is diverted into channels of which few housewives and poultry raisers dream.

Several fates lie in wait for the fresh, clean egg that reaches market, with dozens of its fellows, in its pasteboard compartment of the typical egg case. It may be sold for domestic uses, and be fried with a piece of ham or bacon, or become an ingredient of the numerous products of the housewife's baking day. It may form part of a most tempting drink or fall into the hands of a hair-dresser or barber, and cleanse the raven locks of a debutante or the mane of a policeman.

It may be that the egg is broken on its way to market or its shell is cracked so that it will not sell. Then it is broken with countless others into five-gallon cans and frozen. The rumor is that these frozen eggs are sold to bakers in the larger cities to be used in winter.

Should the egg survive until it passes the zenith of its existence and enters into a decline, it may be sent to some of the large coffee roasters of the East and be used to glaze coffee.

Even should the egg survive the first period of decline and enter into the last stage it is not without value. It is used commercially for tanning kid gloves and other fine leathers.

The usefulness of the egg is not exhausted when it has met with one of these several fates. The shells, where large quantities of eggs are used, are carefully gathered and the portion which is not used for hen food is ground and forms a common adulterant for spices. The shell can be roasted to the desired shade, is absolutely harmless, and is very difficult for any but the chemist to detect.

**Tribute to the Cow.**

Of all the animal friends of man she is the greatest. To her we owe the most. I wish that I, as you are about to sit down to the noonday meal, might remove from your table what the cow has placed thereon. I'd take the cup of milk waiting at baby's chair. I'd take the cream, the cheese, the butter, the custard pie, the cream biscuit, the steak, the smoking roast of beef and leave you to make a meal of potatoes, beets, pickles and toothpicks.

There is not a thing from nose to tail but that is utilized for the use of man. We use her horns to comb our hair, her skin upon our feet, her hair keeps the plaster upon our walls, her hoofs make glue, her tail makes soup, she gives us our milk, or cream, our cheese and butter, and her flesh is the greatest meat of the nation; her blood is used to make our sugar white; her bones are ground

to fertilize our soil, and even her paunch she herself has put through the first chemical process necessary for the production of the best white cardboard, and they have discovered that such paper can be made into the finest quality of false teeth.

No other animal works for man night and day. By day she gathers food and when we are asleep at night she brings it back to rechew and convert it into all things of which I speak.

She has gone with man from Plymouth Rock to the setting sun! It was her sons that turned the first sod in the settlers' clearing; it was her sons that drew the prairie schooner for the sturdy pioneers as, inch by inch, they fought to prove that "westward the star of empire takes its way," with the old cow grazing behind, and when the day's march was done she came and gave the milk to fill the mother's breast to feed the suckling babe that was, perchance, to become the ruler of his country. Who says that much of what we are we do not owe to man's best friend, the cow? Treat her kindly, gently, for without her words fail to describe the situation.

F. W. Woods.

**Meat Preserved by Steam.**

A superintendent of a meat-packing establishment tells the St. Louis Globe-Democrat that steam is used to assist in keeping meats sweet and pure in refrigerators. "Cool air alone," he says, "keeps them fresh, but not entirely untainted. The Australians solved the problem first. They tried experiment after experiment without avail, until some one thought of using steam to volatilize the gases which cause these annoying conditions and draw them off. A steam pipe was placed in a wooden duct at the bottom of a refrigerator chamber stored with meat; the gases of this kind are low lying, and the duct led directly to the brine tanks. The experiment occurred at Sydney, and for eighty-nine days the refrigerator compartment was kept closed, at the end of which time it was opened, the meat drawn forth, and every piece thoroughly tested. It was as fresh and pure, without the slightest suggestion of bone odor or mold, as on the day it was packed. The gases had been volatilized by the steam, carried off by the wooden duct, and the entire noxious condition purified by the brine tanks."

**Unfounded Rumors in Philadelphia.**

Reports have been in circulation in Philadelphia to the effect that much unfit meat has been placed in the market recently. These reports came from some source that remains a mystery, and, as is usual under such circumstances, are without foundation. Dr. Edwin Martin, head of the Health Department, says the inspection of meat is being rigidly carried on at all points where meat is marketed, and no diseased meat has been discovered as offered for sale.

The mule would be all right if he didn't kick at the wrong time.

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

**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 highest price 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.

**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



### Explanation of Terms Relating to Hogs.

Melt (spleen): Uses: Tanked in offal tank.

Head, gross: Weight of head before any portion has been trimmed away.

Head, net: Head after tongue, jowls (cheeks), snout, and ears have been trimmed away.

Tongue: Uses: Boiled and pickled.

Cheek meat: Masseter muscles (masseter externus and pterygoideus internus). Uses: Sausage.

Cheek-meat fat: Small pieces of the fatty portion of the jowls that are unintentionally left attached to the masseter muscles when the jowls are trimmed away. Uses: Rendered into lard.

Leaf lard: A thick layer of fat extending anteroposteriorly and attached to the sublumbar and lateral abdominal parietes. Uses: Lard.

Kidneys: Uses: Human food; also one of the ingredients in the manufacture of chicken and dog feeds.

Gullet: Includes larynx, short pieces (3-6 inches) each of the trachea and esophagus and the fat attached to the parts. Uses: Fat trimmed away for lard and the remaining parts tanked in the grease tank.

Gullet fat: Fat at base of tongue that remains attached to the gullets when they are removed from the carcass. Uses: Lard.

Ham facings: Fat of the internal crural region that is removed in facing or trimming the hams. Uses: Lard.

Pluck: The term properly includes larynx, trachea, esophagus, heart, lungs, liver, a portion of the diaphragm ("skirt"), and the fat of the parts. Sometimes the lungs alone are spoken of as plucks.

Livers: In test the liver is weighed before it has been trimmed of the gall bladder and ligamentous portions. Uses: When not used in liver sausage, it is tanked in the offal tank. Sometimes used in the manufacture of prepared chicken and dog feed.

Heart: Uses: Sausage.

Lungs: In test this refers to weight of lung tissue only; the mediastinal ("heart") fat having been trimmed away for lard purposes. Uses: Offal tank.

Bladders, gross: In test includes urine contained in bladder when removed, also attached fat.

Bladders, net: Weight of bladder when empty and trimmed of fat.

Bladder fat: Some of the pelvic fat ("crotch fat") is cut away with the neck of the bladder when it is removed from the carcass. Uses: Lard.

Total weight of guts: Weight of stomach, intestinal tube, intestinal contents, and attached fat.

Gut fat: Fat of the cecum and colon, together called the "black

gut;" they are emptied, washed, and tanked. Uses: Lard.

Caul and ruffle: Caul fat means the fat of the omentum. Ruffle fat is the fat of the great and colic mesenteries. Uses: Lard.

Bung guts, gross: Weight of the posterior end of the intestinal tube (rectum and 4 to 6 feet of the colon), the intestinal contents, and the attached fat.

Bung guts, net: Weight of the bung guts after they have been emptied and the fat trimmed off. Uses: The bung gut is used for sausage casings.

Bung-gut fat: The fat that is trimmed from the bung guts. This includes the "knob fat," which is a bunch of fat about the size of a man's fist that is removed from the carcass with the anus. Uses: Lard.

Small guts, gross: Weight of duodenum, jejunum, ileum, their contents and fat attached.

Small guts, net: Weight of the duodenum, jejunum, and ileum after they have been emptied, washed and trimmed. Uses: Sausage casings.

Paunches, gross: Weight of stomachs and contents.

Paunches, net: Weight of stomachs after they have been emptied and trimmed. Uses: They are filled with lard or used for the casings of head cheese. Pepsin is manufactured from some portions, and they may be rendered in the lard tank.

Pig bags (uteri): Uses: Offal tank.

Head meat: Includes the "cheek meat," "skull meat," and the "temporal," or "pate," meat.

Cheek meat: Explained above.

Skull meat: Refers to the portions of the supra-cervical muscles, principally the rectus capitis muscles, that remain attached to the parietal ridges of the occipital bone. Uses: Sausage.

Temporal, or pate, meat: Refers to the muscles filling the temporal fossa. Uses: Sausage.

Pizzle (penis): Uses: Offal tank. Pouch: Prepuce and the surrounding bunch of connective tissue and fat. Uses: Offal tank.

Pizzle fat: Refers to the fat of the "pouch." Uses: Offal tank.

Kidney fat (leaf lard): Uses: Lard.

Crotch fat: Refers to the intrapelvic fat. Uses: Lard.

Weasand (esophagus): Uses: Grease tank.

Weasand meat: Muscular portion of the esophagus. Uses: Of hogs not saved, grease tank.

Stomach lining: Refers to the mucous membrane of the cardiac end of the stomach from which pepsin is made.

Chitterling (cecum): Uses: Some people cook it. Usually tanked in offal tank.

Snouts: Refers to the nose and portion of the upper lip. Uses: Pickled for food.

Sweetbreads: In hogs this refers to the pancreas only. Uses: Sometimes cooked for food. In the packing house they are usually consigned to the lard tank.

Giblets, or giblet trimmings: Refers to that portion of the pillars of the diaphragm that is cut away with

## 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.**

## 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

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

Also Receivers and Shippers of Fruits and Vegetables.

**JOHN G. DOAN, Grand Rapids, Mich.**

Bell Main 2270

Citizens 1881

—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

**Printing for Produce Dealers**



the pluck when it is removed. Uses: Sausage.

Gut scrapings: Refers to the mucous membrane lining of the intestines that is scraped away in preparing casings. May include small portion of the ruffle fat that is unintentionally left on the gut. Uses: Offal tank.

Feet: Uses: Boiled and pickled for food.

Brains: Uses: Cooked for food.

Tails: Uses: Cooked for food.

Blood: Uses: As food, in the arts, in the manufacture of albumen, or for fertilizer.

#### When a Man Should Retire from Business.

In the United States leaders in every line of activity, in politics and business, have been conspicuously prone to die, as it is said, in harness. The death of Mark Hanna is a case in point. But the list of those distinguished for their successful attainment of wealth and fame, who have continued their activities long after the advance of age and the diminution of physical strength must have warned them of the approaching end, is a very long one. In the older countries of Europe, on whose civilization that of the United States is founded, it seems easier for men who have more or less successfully obtained the object they aimed at to retire and enjoy freely the prizes they have gained, although even there the old barbaric struggle is in many cases kept up to the end. Public opinion there, too, is more tolerant of those who lay off the harness before being compelled to do so by the decree of fate. In this country, however, there seems to exist in the mind of the ordinary man a certain contempt for those who give up the strenuous paths of labor and ambition before their strength has wasted away. The successful men of the United States who have sprung from the masses are imbued with this opinion. Until within the last twenty-five years the idea of retiring from active life and settling down to a life in which personal tastes and proclivities could be followed was regarded as at least eccentric.

There have always been two necessary steps to be taken before retirement from active life could with safety be accomplished; one was the acquirement of wealth and the other provisions for its safekeeping. As civilization progresses the second and more important step can be more easily managed. The individual no longer has to depend upon his own efforts to guard the store set aside for his future support. The power of corporations, originally directed simply to the accumulation of wealth, is now to a very great extent applied to its conservation.

In Great Britain there has always been a wealthy leisure class, and naturally there has been a systematization of the manners and customs consequent on such an association of wealth and leisure. Public opinion is more tolerant of a man who wishes to do what he likes with his own than it has yet become in the United States. The existence of a leisure class, able and willing to enjoy their

lives rationally and intelligently, is a check on the wilder exhibitions of leisure on the part of suddenly acquired wealth. It also holds out something beyond mere money-getting as the goal of a successful life. It encourages retirement after reasonable fortune has been gained and discourages to some extent the piling up of exaggerated redundancy. The effect of a more philosophical view of life on the part of our own business men will tend to a more even distribution of wealth and a leveling of the inequalities now so frequently pointed out.

#### No Prospect of Suppressing Illicit Stills.

Although the makers of illicit whisky are punished by heavy fines whenever they are detected, nearly all of them get rich. At least, few abandon the occupation until they can retire from it with a competence. One of the most experienced of the federal revenue inspectors, who has raided scores of stills during his official career and who has had many battles with the outlaws and heard the bullets from their guns whistle past him, who has often crouched behind rocks and stood behind trees, and who has done his share in trying to stamp out the miscreants, said recently, in speaking of blockaders and moonshine whisky:

"I have been a revenue officer for about twenty-five or thirty years and have seen all kinds of service, under all kinds of circumstances, and I don't believe blockading or illicit distilling will ever be stopped. The reason for my belief, and I am not the only one, is simply this: There is such a large profit in the business that the temptation is too great for most of that class of people, regardless of the law, not heeding what has befallen fellow moonshiners. Even forgetting that they have once been caught or suspected and that the eyes of the officers are on them, they go right ahead and distill the grain. But at the same time they are on the lookout for raids, and have their guns ever ready to send a piece of lead into their discoverer. They are good shots, too, hardly ever missing when they have a fair opportunity to take aim.

"I will give you an idea of how cheaply moonshine whisky is made and the immense profits that are reaped from its sale. They take one gallon of cheap black molasses, which costs about 30 cents; two bushels of meal, costing 65 cents per bushel, and some water. This is made into a mash, allowed to ferment, and the stuff then goes through the process of evaporation. This amount of meal, water and molasses makes four gallons of whisky, which is sold for \$2 a gallon. Anyone can see the immense profit from this illustration.

"Latterly brown sugar has been used instead of molasses, and is a great deal cheaper. The sugar costs about 4½ cents a pound; there are 300 pounds in a barrel, making it cost \$13.50 per barrel. An immense amount of molasses is made from a barrel of sugar, and the profit is almost twice as great as in using the first method. Distillers are captured

every day, and when they are sent to prison others take their places, and thus the perpetual flow of 'white lightning.'

A Russian traveler, who recently made a tour through Manchuria in the interest of a scientific association, gives a very interesting account of the business usages in that province. He says there are in a Chinese business house neither proprietors nor employees. All persons employed share in the profits of the undertaking. During the year each member receives, at certain intervals, a kind of salary, which, however, is meted out so sparingly as to be hardly sufficient to supply the necessities of life. At the close of the year the accumulated profits are divided. Very noteworthy, according to the statements of this traveler, is the exceptional honesty of Chinese merchants, who always and most promptly fulfill the engagements they may have entered into. Thus, for instance, the ten branch offices of the Russo-Chinese Bank, located in China, have since their establishment no record of a single protested note.

The immense profit of the department store if well run is shown by the fact that John Wanamaker, besides putting \$2,000,000 into a new home for his New York establishment, has just awarded contracts for a \$5,000,000 store in Philadelphia on the site of his present place.

Every man has a hobby, and every woman has two or three.

#### GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

#### PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.



#### PREPARED MUSTARD WITH HORSE RADISH

Just What the People Want.

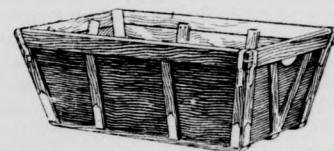
Good Profit; Quick Sales.

THOS. S. BEAUDOIN, Manufacturer

Write for prices

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

#### Does Your Jobber Keep The Wilcox Perfected Box ?



If not, why not? Send your order to us and we will convince you it's the most common sense delivery, display or general purpose box ever put on the market. One will outwear a dozen ordinary baskets. We also make a No. 1 Baker and Laundry Basket. Write us.

WILCOX BROTHERS, Cadillac, Michigan



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?

#### 40 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

The Oldest and Largest Manufacturers of



PURE, HIGH GRADE

COCOAS

AND

CHOCOLATES

No Chemicals are used in their manufacture. Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children. Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd. Dorchester, Mass.

Established 1780.



### Grey To Preserve Its Vogue in Cravatiana.

Gentlemen have always favored the full, flowing forms in cravats that show their quality, and have never countenanced the narrow, niggordly shapes that suggest economy in the cutting. The clear drift of the mode in men's dress is toward bigness, looseness and freedom and the effect of this is noticeable in the cravat lines for autumn now in preparation. Forms were tolerably large last year, but now it's  $2\frac{3}{4}$  to 3 inch four-in-hands,  $3\frac{1}{2}$  to 4 inch Ascots and  $2\frac{1}{2}$  to 3 inch ties. Open squares and Imperials will also be used and the folded square promises to be of the one-fold variety. Big shapes will be put forth in both the popular \$4.50 grades and in the higher ones. Indeed, so far as size goes, the upper class and medium class goods for next autumn will vary little, the difference lying altogether in richness of weave, fineness of texture and exclusiveness of pattern. Neither colors nor patterns offer anything radical thus far. Designs are to be large, bold and well-spaced, and colors will embrace blacks, blues, browns, greys, cardinals, oxbloods, myrtles, emeralds, wine shades, reproducing wonderfully well the delicate hues of all the leading vintages, and a host of others, plain and with self and contrasting figures. Brown is yet regarded favorably, but grey is doubtful. This color has enjoyed such a widespread "popularity" for several seasons that it is fair to assume it has about run its course. Still, it will be shown in all the leading lines.

Broad open squares and capacious Ascots will undoubtedly be much worn again next autumn. As we have said many times, the collar makes the cravat, and as long as the wing remains smart (and there are no signs that it is to fall from grace) the cravat must be large. Four-in-hands will be knotted loosely and in the familiar pear or square shape. Ties,  $2\frac{1}{4}$  inches wide, for wear with the wing collar were mentioned here at the time of their introduction early in the spring, and the new forms for autumn are wider,  $2\frac{1}{2}$  and some even 3 inches. Adjusted, these ties consist almost entirely of a center, which is pulled firmly together and rests straight across the collar. The softer silks are used for ties, while four-in-hands, squares and Ascots are fashioned of heavy Macclesfield twills, matelasses, baratheas, armures, gros-grains, satins and grenadines. DeJoinvilles hold their place with a certain class of trade and the silks are loomed in France, and are of the rich quality peculiar to French goods.

Pongees, silk and linens, crases, crepes, Rumchundas and grenadines figure in summer sales. The  $1\frac{3}{4}$  and  $1\frac{1}{2}$  inch four-in-hands are generally indorsed for wear with the fold collar which promises to drive the wing

into temporary retirement. There is a spurt in the demand for solid colors, especially blue and brown. The best Rumchundas go out from work-rooms as fast as they come in, and while thin and unsubstantial goods, poorly printed, clog the market, the demand for Rumchundas of quality has not decreased. In summer ties there are two leading forms, the broad tie that is adjusted with a straight, full effect, and the semi-butterfly that is knotted tightly in the center and flares at the ends. Southern trade is taking principally  $1\frac{1}{2}$  inch reversible four-in-hands and few ties. The late spring orders called for Ascots in lightweight foulards. Unlined ties, partially folded-in and with an open space between the folds, are being featured by smart shops. They are very light and thin and capable of snug knotting. Bordered ends are out of it.

New summer patterns are satin length stripes on pongee grounds. These are made up into  $1\frac{1}{2}$  inch four-in-hands of champagne and cardinal. Mexique and marine are also used. Corded stripes, black, navy, grey, scarlet and champagne, with one inch borders are also prominent in popular priced goods. In \$4.50 cravats a ring four-in-hand has been brought out. Grenadines are fashioned into  $2\frac{1}{4}$  inch four-in-hands and the good Scotch plaids are conspicuous again. Champagne has been reproduced very effectively in fine crepes. The best retailers are giving increased attention to plain colors for summer selling. Various filmy weaves taken from Japanese motifs are being shown for the waistcoatless months.

Grey promises to preserve its vogue throughout the season, but brown in the lighter shades is already on the wane. Solid colors like black and navy are in good demand. The brilliantly colored fabrics are not so much sought as those which mingle richness with simplicity. Wood brown, tobacco, cafe au lait, marble, mouse, stone, smoke, steel and silver grey with raised figures in colors and self are conspicuous. Bordered end cravats, having been reproduced in \$4.50 goods, and even below, have lost their place in high-class lines. The deep borders, not the narrow ones, are favored.—Haberdasher.

### Juvenile Views of Marriage.

He was a curly-headed boy with life before him. She was a little girl with a saucy pug nose, but wise, it would seem, beyond her years. The fact that she was nursing a doll with eyes that opened and shut with a click may have been his inspiration.

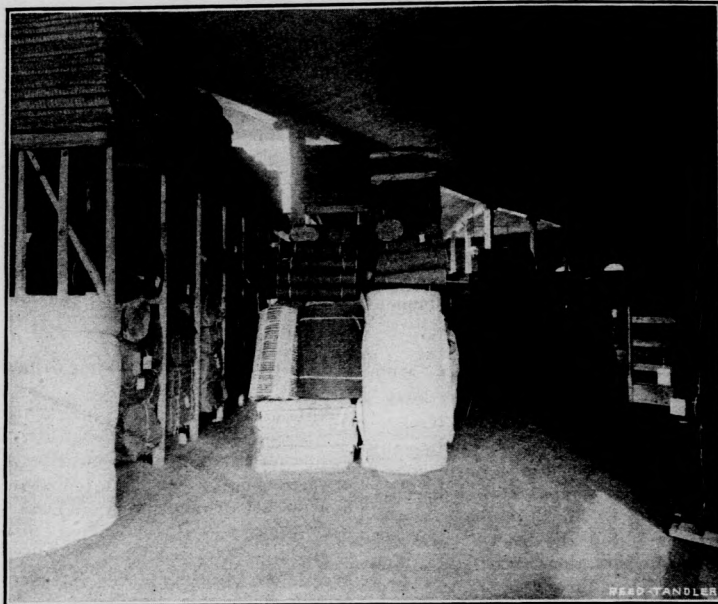
"Say, sister, I t'ink I'd get married if I knew how."

"Oh, that's easy," replied the owner of the pug nose. "First you buy a diamond ring and give it to her; then you buy a gold ring, like mamma's got, and give that to her. And then you must buy her a watch for her birthday."

"An' what she give me?" expectantly asked the little chap.

"Why, nuthin', of course," smartly replied his little companion.

"Say, sister, he added, 'I guess I won't marry.'"



A Corner in Our Piece Goods Department Factory No. 3

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

## 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.



### Pertinent Hints on Advertising a Clothing Store.

The advertiser in local papers makes a great mistake when, for a few days, he places an advertisement in a paper spreading over a full page and then drops out entirely. If his advertising brings him no returns it is his own fault. The successful advertiser is the one that constantly keeps his advertisement before the people. If on certain occasions he branches out in flaming page advertisements, he should never fail to follow up such announcements with other advertisements. One or two insertions of his advertisement are not sufficient. There should be regular and constant "hammering."

It is better economy to fill a small space in some local paper each issue than to insert a large display announcement in one or two issues and then drop out entirely for three months or more. Some advertise only in what they call their prosperous season and then when the dull season comes drop out of the paper. That practice is decidedly a mistake. The dull season is a propitious time to advertise. Then is when people are looking for bargains, and the wide-awake retailer should always seek to take advantage of such opportunities. He keeps his name before the people, and makes them familiar with his announcements. If the retailer keeps nothing but his card before the local public, it is much better than nothing at all.

If, however, he studies the importance of his advertisements and makes a careful computation of the amount of money he can afford to pay out for a year's advertising, and then adapts the space to his means set apart for that purpose, and keeps that space filled in every issue of his local paper, changing the matter from time to time to keep it fresh, he will find at the end of the year his method of advertising has brought him excellent results.

Spasmodic advertising does not pay. It is a great presumption upon the part of anyone to think that one great flaming and blustering advertisement will so impress itself upon the minds of the people as to make it enduring for the season. People do not burden their minds very much with such matter. When they want anything in particular they look up the advertisements in their regular paper, and perhaps the very time they are interested the spasmodic man's advertisement does not appear in the paper. He has lost an opportunity to gain a customer by following his presumptive methods of advertising.

Here is another wasteful method: "Suits that sold for \$20 now sold for \$8.50. Fine hose that sold for \$2.50 a pair now 75 cents. Scarfs formerly \$1.50 now 25 cents. Trousers sold for \$6 now \$2.50, and all other goods in the same proportion." An advertisement of this kind without an explanation for the reduction is worthless. Upon the face it shows something is wrong. The advertiser is either lying or is offering an inferior class of goods with imaginary former selling prices. It is a convincing statement to the prudent reader that

the purpose of the advertisement is to deceive. If the advertiser had not said: "All other goods in the same proportion," one might suppose he had selected a few articles to sell at special prices; but, even then, in the absence of any explanation, the inference of deception remains. No doubt the man wonders why people do not flock to his store to avail themselves of the opportunity to purchase so cheaply. These advertisements offering great reductions always remind one of a Dutch auction, which assumes a high selling price for gavel, and then falls in price, step by step, and finally takes what the seller can get.

Discount sales are common, and advertisements of such sales are frequent occurrences, and where the reason is given, if the language of the advertisement is such as to enable the reader to infer why goods once sold at \$18 now are offered for \$12, no deception follows. A retailer may have carried a large line of winter overcoats, which in season sold for \$25, but upon the approach of spring he finds his stock too great to carry over, and to dispose of it he sells the same class at \$18. The business is legitimate, and no one is deceived. The advertisement should always be a frank and truthful statement, so as to preclude any inference of deception. The merchant that takes the public into his confidence as to the quality and value of his goods should always be honest with it. It pays to be truthful, courteous and honest. The advertisement should be a reflex of these qualities.

The general appearance of the advertisement as to its display of matter, the kind of type used, the workmanship of the compositor, will attract attention, but may not interest the readers. Whether their attention is converted into interest or not will depend upon what is said, and how it is said, and whether the quality of goods prices and make are accurately and truthfully represented. Are the claims made by the advertiser reasonable and conformatory with good business principles, is a question the reader puts to himself. If his analysis of the advertisement before him leads him to the conclusion that the claims made are based upon misrepresentations and falsehood, the effectiveness of the advertisement becomes the opposite intended by its author. A man who seeks to court public favor through the influence of an advertisement can never succeed by lying or misrepresentations.

It is worthy to note, that in stores where a number of clerks are employed, certain customers invariably call for a particular clerk to wait upon them, and why? Simply because such customers have found that clerk truthful and always correct in his representations. They have confidence in him and he holds their custom. The method of that clerk is a good advertising card for his employer. The confidence he begets and the integrity he manifests bring new customers and extend the business of the firm. That is what the merchant advertises for. Would he, then, make his advertisement models of attractiveness and effectiveness

he should studiously avoid all misrepresentations, and set forth in strong terms the truth, as it relates to the quality and prices of the class of goods advertised.

It sometimes happens that retailers advertise their competitors' more than their own line of goods. It is not a prudent method to advertise in such a way as to attract attention to the competitor rather than to one's own line. The retailer should have an eye to his own needs and wants, and free himself from drawing odious comparisons between his goods and those of his competitor. He can push the good qualities of his goods to the front so as to make them appear the best in the market, without any allusion to what his competitor has or is doing. Every reference to a competitor advertises him more than it advertises the goods intended. The retailer wants to advertise himself and his goods, not his competitor or the competitor's goods. Seek to excel in methods of business, and in the class of goods kept, and in your manner of advertising. A course of that kind will make you friends for yourself and customers for your goods.

A farmer once complained that his crop was too meager for the amount of seed which he had sown. He had not reckoned on the crows. It is much the same with business men who advertise—some find fault that returns are insufficient for the outlay, but they never reckon on the crows. A crow in advertising parlance means either poor judgment in selecting mediums, or poorly constructed announcements; either of

which devour your crop of money with never a return.

No use keeping newspapers on file after checking them and the bill is paid. Clip out all the advertisements, yours and the others, and file these in manilla envelopes, classified according to subject, marking on back of clipping name and date of paper. These advertisements and this information may come handy later on.

Keep track of cuts. When you give out a cut charge it on memo to the party receiving it. When it is returned credit and send credit memo. Cuts should be numbered from one up. The number should be punched out on the side of the cut with a die. Two proofs should be taken of each cut and properly numbered. One should be pasted in a scrap book keeping track of the cuts in numerical order and the other in the scrap book divided into departments.—Clothier and Furnisher.

### More Than a Trade Journal.

The Michigan Tradesman, as its name signifies, is a trade journal; but it is much more than that. Its news columns contain most excellent articles on horticulture, road improvements and educational and social subjects, and on the Eastern question, labor troubles, etc. Its editorials are among the best published in the State.—Carson City Gazette.

The day of the happy go lucky business man passed long ago. The careful calculator is the successful present day merchant.

## The William Connor Co.

Wholesale Ready-Made Clothing Manufacturers

26 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

## 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.

### TRADE PAPER ADVERTISING. Some False Testimony As To Its Cost.

Advertising in trade papers is a necessity to manufacturers who desire to be leaders in their business and make money. The retailer in every line of trade, who is entitled to consideration as a reputable merchant, receives some publication regularly which he regards as the organ or voice of opinion respecting the business in which he is engaged. It furnishes him with the market news, in regard to the class of merchandise which he is selling, what the trade is looking for, what is likely to be profitable or unprofitable, and what will best serve his own interests as a wise caterer for customers who come to him for merchandise.

Rightly looked at every advertisement is an object of special information for him. It is designed to arrest his attention and specialize that which he can handle to best advantage for himself. Advertisements are bids for business, as well as suggestive of profitable investments for business.

Out of his trade paper the merchant gets the clew to success. Among a multitude of competitors, offering similar lines of merchandise, he discovers that which, in his judgment, will best enable him to win trade by its possession. The wider the range the larger the possibilities of wise selection. He seeks variety, but in the variety chooses his own idea of the best.

The trade paper to the tradesman is a necessity which can not be supplemented by any other scheme or plan or device. The very association of competitive bids for business is itself an incentive to business. The lone circular goes into the waste basket. Competitive lines in varied statement of their offerings are a stimulus to enquiry. The vigilant tradesman wants to know what the entire market has to offer. He gives careful attention to what each seller puts before him. He chooses from his own standpoint the most profitable. The sellers occupy a common ground, but each seller has a preferred claim with his single auditor.

The trade paper is to the tradesman an oracle which no one can displace. So it becomes the best medium by which the vender can display his merchandise. Yet it costs money. So it does, but it does not cost excessive money. The trade paper has a fixed price for space. That price is regulated by the amount of space. It is not regulated by the accessories of embellishment, such as the modern innovation of what are styled "inserts" would seem to indicate.

Inserts are pages thrown into a publication. They are made up outside of the paper and injected into it. Their cost is wholly distinct from the space page which they occupy. The extraneous insert is not to be figured as a cost against the particular paper in which it appears. The "insert" is an injected page costing page price, plus all the addition that high art can spread upon it in deco-

orative color, expensive engraving and distinctive paper stock.

In figuring cost and charging up the trade paper debit account advertisers should distinguish between the space rate for which they pay and the extraneous cost which, totally separate from paper space rate, they pay to engravers, embossers and color processes, which vastly add to the price of injected inserts. While a moderate sum will pay for publicity in the trade paper, it is an unjust charge against the cost of such publicity to superadd the printing house charges which are utterly foreign to the paper space rate.

An honest reflection on this subject will at once correct the false judgments frequently expressed by well-meaning advertisers.—Apparel Gazette.

#### Early Use of Gloves.

In the early days everything was not regulated for the people as it is now, by the government and law courts. Europe was still young then, and people had rough and ready means of dealing with one another, of buying and selling or giving goods and property and settling disputes. A glove, as it was very close indeed to a man's hand, came in course of time to be looked upon as taking the place of the hand itself, and sometimes took the man's place and was made to represent him.

For example: To open a fair it was necessary then to have the consent and protection of the great lord in whose county it was going to be held. Those who wished to open the fair would come to the nobleman and petition him to be present. He might be very busy, or bored at the idea of having to go, yet he would know that it must be opened or his people would be discontented.

So he would say to the leaders of the people: "No, my trusty fellows, I can't open the fair in person, but I will send my glove to do it. You all know my glove. Nobody has one like it in the county. It is the only one my lady mother embroidered for me in colored silks and silver wire, and it has a deep violet fringe. You can hang it above the entrance of your fair grounds as a sign that you are acting with my permission. If any one disputes your right or touches his master's glove, I will attend to him, that's all!" So the glove would travel in state to open the fair.—St. Nicholas.

#### Held No Family Prayers.

It was at a certain church meeting and the good bishop was calling for reports. He had a rather stern, sharp manner, which sometimes jarred a little on the nerves of the more timid. By and by he came to Brother B., a lay delegate.

"Brother B., what is the spiritual condition of your church?" demanded the bishop briskly.

"I consider it good," said the brother.

"What makes you think it is good?" went on the bishop.

"Well, the people are religious. That's what makes me think so."

"What do you call religious? Do they have family prayers?"

"Some of them do and some do not."

"Do you mean to say that a man may be a Christian and not hold family prayer?"

"Yes, sir; I think so."

"Do you hold family prayer?"

"Yes, sir," returned the brother quietly.

"And you think a man may be a Christian and not hold family prayer?"

"I have a brother who is a better man than I am who does not hold family prayer."

"What makes you think he is a better man than you are?"

"Everybody says so and I know he is."

"Why does not your brother, if he is such a good man, hold family prayer?" thundered the bishop.

"He has no family," triumphantly answered the brother.

#### Not a Successful Woman.

He—I wonder Mr. Feldspar doesn't go about more with his wife. She's such a nice woman, too, and so economical. They tell me she makes all her own gowns.

She—It's nice to have such a wife as that, but a woman who makes her own clothes isn't the woman the average man likes to be seen with in society.

#### Practical Definition.

"What is a brute?" asked the child.

"A domestic endearment for a husband," answered the mature woman.

## Made on Honor

and

## Sold on Merit

Buy Direct from the Maker



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

Ellsworth & Thayer Mfg. Co.

MILWAUKEE, WIS.

B. B. DOWNARD, General Salesman

## M. I. SCHLOSS

MANUFACTURER OF

MEN'S AND BOYS' CLOTHING

143 JEFFERSON AVE.,

DETROIT, MICHIGAN

Fall line OVERCOATS and SUITS now ready.

It will pay YOU to see the line. Bright, snappy, well-made, good-fitting garments, at lowest prices.

## Light 15c a Month

One quart gasoline burns 18 hours in our

**BRILLIANT**  
Gasoline 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 six years. Every lamp guaranteed.



Brilliant Gas Lamp Co., 42 State St., Chicago, Ill.



### Clothing Manufacturers Pledged To Maintain the Open Shop.

At the recent convention of the National Association of Clothiers, held at Philadelphia, the following action was taken on the subject of the open shop:

The clothing manufacturers of the United States, desiring to organize a labor bureau for the purpose of improving the conditions of manufacture, do declare the following principles as the basis and aim of their organization:

1. The closed shop is an un-American institution; the right of every man to sell his labor as he sees fit and the freedom of every employer to hire such labor are given by the laws of the land, and may not be affected by affiliation or non-affiliation with any organization whatever.

2. The limiting of apprentices in skilled trades is not only harmful to industrial development, but deprives the intelligent American youth of a fair opportunity for advancement and tends to reduce him to the level of an unskilled laborer.

3. The arbitrary restriction of output is economically wrong and morally dishonest. A contract of employment is a sale of the employee's labor for the employer's money, and intends an honest day's work on the one hand and a full day's pay on the other.

4. According to the spirit of our institutions the laws of the land are of general and equal application, and should be enforced without regard to class or condition.

Commenting on this action, the Apparel Gazette remarks as follows:

It is possible that some of our readers will feel the effect of the resolutions passed by the National Association of Clothiers at Philadelphia. The national organization, as reported elsewhere, came out openly and strongly in favor of the "open shop." Everyone identified with the clothing business knows how handicapped the manufacturers have been during recent years by the restrictions which the union has steadily demanded. It is not too much to say that those houses which have had no union affiliations have fared better than those which have been tied up and forced to comply with the exactions the union demanded. Everyone knows that the product of the leading manufacturers, without the label, stands higher than the product of any manufacturer pushing goods bearing the union label. In other words, the pre-eminently successful clothing manufacturers of the United States are those who have individualized their business and who have been free from union domination.

Therefore, when the national body decides in annual convention that further tolerance of the restrictions which the unions have placed upon their manufacturing facilities is unbearable, and when it is further considered that those houses outside the lines of union domination have enjoyed the greatest prosperity of any type of house, the conclusion is natural that the National Association has done a wise and good thing for the advantage of the whole trade in

passing the action which it did. We do not believe any live retailer cares to have the union dictate to him how to run his business. We do not think any successful American institution, whether a small store or a large store, a small factory or a large factory, wants to be told that it can do this and can not do that, that it must work so long and that it must not attempt this, etc. When the cause of the success of our nation has been to permit the genius of the individual to be free to evolve its own success, the un-American union doctrines become impossible. There is no other one thing that has made the American nation so strong as the fact that each man and woman has been able to do what he or she deemed wisest, and the result has been that we have outstripped the old nations of the world in power, wealth, intelligence and happiness. There is no reason why there should not be labor unions, but the hampering restrictions constantly insisted upon by them make the unions, as at present conducted, inimical to the best interests of every intelligent and ambitious man and woman in the United States.

The boycott years ago was dreaded. To-day it is not feared. Too many are attempted and they end as a fiasco. To-day, in the clothing trade, practically all Rochester and all Philadelphia are under a boycott! Even when single houses have been taken and have been boycotted they have, in the face of it, increased their business when the proprietors have known their business. Now if to Rochester and Philadelphia are to be added every other clothing market, how futile the attempt will be. It would seem that if the unions were smart they would not attempt to tackle a proposition like this, foredoomed to failure. If they would only act sensibly and not want it all there would be plenty of room for them, but to usurp the position of the man who has invested his capital and put his brains into the business and to tell this man what he can and can not do with his own is impossible for any length of time in this world. It was tried during the French revolution and at a few other similar epochs in the world's history.

It is hoped that the unions in the clothing trade will realize the present situation and not force things.

### Salesmanship Taught in Schools From Scientific Standpoint.

Boston merchants are urging their regular employees to attend the free lectures on Scientific Salesmanship, which have been established in that city. The Chicago Board of Education is talking about instituting a course in salesmanship in the public schools. This seems to be a move in the right direction. Older clerks who would have sneered at the idea ten years ago are willing and anxious to improve themselves in theory as well as in practice. Chicago has a private school for salesmanship, whose course of study includes a practical training in store decoration. The school in Boston referred to includes in its courses the following topics:

1. How to seek a position.

2. The elements of making a sale.
3. The importance of personality, physique, health, etc.
4. The history and character of different fabrics.

Under these heads are found studies which illustrate the thoroughness with which the course of salesmanship has been mapped out:

1. Customer's attention secured by—
  - a Personal appearance.
  - b Manner of approach.
  - c Power of speech.
2. Customer's interest aroused by—

- a Appeal to emotions.
- b Appeal to reason.
3. Customer induced to purchase by—

- a Enthusiasm shown in pointing out good qualities of goods.
- b Concentrated interest and attention of salesperson.
- c Sympathetic attitude of salesperson.

Among the business maxims developed in this school are these:

Business men don't take bad money or good excuses.

Never make the same mistake twice.

Before a salesman can make a customer believe in the good qualities of the goods he is selling he must believe in them himself.

Make good use of other people's brains.

Listen well, answer cautiously, decide promptly.

Good service counts for much. Too many business men think that slovenly service is not noticed.

**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.

## DO YOU DESIRE to SELL OUT Your Business?

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

**The Michigan Trust Co.**  
Grand Rapids, Mich.  
ESTABLISHED IN 1889

## SPECIAL OFFER

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



### "What They Say"

Minonk, Illinois, April 11th, 1904  
Century Cash Register Co.,  
Detroit, Mich.

Gentlemen:—

We wish to state that we have one of your total adding Cash Register Machines in our Grocery Department, which has been in constant use every day for the last two years, and there has never been one minute of that time but what the machine has been in perfect working order.

We can cheerfully recommend your machine to anyone desiring a first-class Cash Register.

Yours truly,  
ALLEN-CALDWELL CO.  
T. B. Allen, Sec'y,  
Cash Dealers Dry Goods and Groceries

**Merit Wins.**—We hold letters of praise similar to the above from more than one thousand (1,000) high-rated users of the Century.

They count for more than the malicious misleading statements of a concern in their frantic efforts to "hold up" the Cash Register users for 500 per cent. profit.

**Guaranteed for 10 years--Sent on trial--Free of infringement--Patents bonded**

**DON'T BE FOOLED** by the picture of a cheap, low grade machine, advertised by the opposition. They DO NOT, as hundreds of merchants say, match the century for less than \$250.00. We can furnish the proof. Hear what we have to say and Save money.

**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 ONE PRICE STORE.****Advantages of Securing and Holding Public Confidence.**

When I was a small lad I made it a point to read every advertisement I could find and to notice all the signs that were stuck up on the different stores when I went to town, and one in particular that impressed me read like this: "N. Y. O. P. C. H." I didn't know what it meant and it puzzled my juvenile brain not a little, but upon enquiry I was informed that it meant, "New York One Price Clothing House."

There was nothing so very mysterious about it after all, but what impressed me most was the One Price feature of it. I can look back now and recall instances when some of the neighbor boys would bring a new suit or overcoat from town and complain about how they got "skinned," and once in a great while one would tell about how he "skinned" the clerk, the suit being marked \$12 and he got it for \$10.50, etc., and I got to wondering why everybody didn't buy clothing at the N. Y. O. P. C. H.

I argued that if their name was no misnomer, that if they actually had only one price, that everybody would be treated alike, and also that one price was bound to be a reasonable one or they would get no business, and as I have grown to manhood and been actively engaged in different lines of business, I have seen no cause for changing those views.

In fact, my experiences have strengthened them from year to year and I know to a certainty that a shoe store can not prosper for any length of time without getting down to a strictly one price system. I am aware that there have been many able papers written on this subject and I can not hope to add anything new, but believing that an ounce of experience is worth a pound of theory, I am going to give some observations that have come under my personal notice.

I have noticed that the one price man has a better system of doing things than the other fellow, and that there is an absence of the slipshod methods of waiting on customers, arranging stock, buying, etc., and I hardly think it is a coincidence, but I never knew a strictly one price shoe man to allow any clerk in the house to misrepresent a shoe to a customer.

When a man adopts the one price idea he does it to protect his customers, and to gain their confidence, without which he can not hope to succeed and if he allowed misrepresentations he would tear down in a week what it took him months to build.

A wise manager of a shoe store once said he instructed his clerks to treat their customers the way they would want to be treated if their positions were reversed, and that is a mighty good rule for any shoe man to follow.

Suppose you were to go into a shoe store in the role of a customer—knowing as little as they do about shoe values—and buy a pair of shoes,

take them home, and find out the next day that your neighbor had bought the same shoes at the same store for 50c less! That's what many a customer bumps up against who patronizes the store of many prices, and if he is wise he gives that store a wide berth forever after.

The price of every pair of shoes in the house should be marked in plain figures on the carton and also on the sole of the shoe and that price strictly adhered to. If you find it necessary to reduce the price on a certain line to move them they should all be re-marked. Don't give the clerk the privilege of reducing it to suit his own pleasure.

He may get regular prices for some and sell others of the same at cost or less, which works an injustice on the customer. Some houses mark the selling price in characters. That is not only dishonest but puts temptations in the way of the clerks. It is tantamount to saying to the boys, "Now, we know what these characters stand for and the customers do not. I want you to get all you can for this pair of shoes, but don't take less than the price indicated if you can possibly avoid it, and if you do, try and make it up on the next victim. My business must show this per cent. of profit at the end of the year."

I have known of clerks selling shoes in this manner, for more than the price indicated by the characters and putting the extra money in their jeans. They called it "knocking down," and would be insulted if you called them thieves.

They argue to themselves: "The boss has got all that's coming to him for this pair of shoes and if I am sharp enough to get 25c more it's nobody's business if I put it in my pocket. The customer can't tell by looking at the carton what the price is and is none the wiser," and anyone can see that clerk's finish in a short time.

At one time in my experience as a shoe salesman I was employed in a store that had many prices for the same shoe. It's true we were required to mark the selling price in plain figures on every carton that came in the store and we always put it up high enough to admit of a drop if necessary, and if perchance we got the price asked we would take turns about kicking each other because we didn't mark them higher.

We never marked a dollar shoe less than \$1.50, and if it showed up exceptionally good we'd mark it \$1.75 or \$2—and sometimes get it. A \$1.50 shoe was marked \$2.50, a \$2 shoe \$3, \$2.25 was marked \$3.50, \$2.50 marked \$4 and \$3 and \$3.25 shoes were marked to sell at \$5. These prices were above the average, but as everything in the store was brand new and the styles selected with care, we did not have much trouble in getting the prices asked for the first six months, but after the sizes became broken, and some of them a little shopworn the wise customer got on to us and commenced to work the "Jew" racket. When we'd ask them \$2 for a shoe they would offer \$1.50 and usually compromise on \$1.75.

I have sold many a pair for \$2

## 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.**

## Reward Is Certain

JUST AS SURE as you put in a line of our

**Hard Pan Shoes**

JUST SO SURE will you have the shoe trade of your locality.

One pair of GOOD SHOES sells MORE SHOES.

Fall and winter lines are out.

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

Grand Rapids, Michigan

## LYCOMING RUBBERS

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

**Waldron, Alderton & Melze**

Wholesale Boots, Shoes and Rubbers

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



which another salesman was showing within two feet of me for \$1.75, and sometimes the customers would even compare shoes, but they couldn't tell whether they were the same or not.

I have misjudged a customer before now—would ask him \$2.50 for a shoe that was really worth it, and let him start out after offering me \$2; another salesman would stop him and let him have it for \$2. And all this with the sanction of the proprietor!

It is needless to say that he failed in business, after starting off with the brightest prospects.

I was employed in another store that did things somewhat different. The selling price of every pair of shoes in the house was marked on the sole in plain figures in ink, and if it had a black bottom it was scratched, and there was not a clerk in the house allowed to deviate from that mark one cent.

And no one was allowed to misrepresent a shoe upon penalty of instant dismissal. If the customer asked if a \$2 shoe was a Goodyear welt, the clerk must tell the truth at the risk of losing the sale, and he was not allowed to even misrepresent the size.

I remember one time a gentleman came in and asked for a certain style of a shoe, size 9 E. I got it for him, but when he tried it on it laced together over the instep, while fitting nicely otherwise. I remarked to him that I had the same style in a lower instep, and put a 10 C of the same on him, which suited him to perfection and after trying them both on he bought them.

On the way home he met a friend and showed him the shoes, saying that it was the best fit he ever had. The friend asked what size he wore and being told a 9 E remarked that these were a 10 C. The size was marked in plain figures and he did not do a thing but march back to that store and demand his money back, which the floor-walker cheerfully gave him and the fact that it was a very busy week was all that saved me from instant dismissal.

That house does the biggest retail shoe business west of Chicago and they have built it up by having one price only and never misrepresenting anything.

A ten-year-old child can buy as cheaply there as a man and get even better attention if such a thing be possible.

These two cases I have mentioned represent two extremes of doing business, but they are facts and if any business man will study the question closely he is bound to come to the conclusion that the one price store will get the business.—Shoe and Leather Gazette.

#### Spring Demand for the Colored Shoe.

The question which for many months past has been so anxiously discussed and seriously considered—the return to popular favor of the colored shoe—appears at last to be answered by an emphatic affirmative. By the casual observer who now walks along public thoroughfares in any of our cities and notes the dis-

plays of footwear in retail shoe windows, this reply is amply verified.

That the colored shoe will once more be worn extensively, and adopted this year by those of both sexes who buy high-priced shoes, there is no longer the possibility of a doubt. In the displays of many of the best retail houses that claim to be leaders in the matter of style, the colored shoe occupies a premier position.

The leading retail merchants have ordered them with a freedom not expected a few short months ago. The order books of traveling salesmen bear evidence of regard for an old favorite. The glazed kid factories that make a specialty of producing colored kid are increasing their output of this class of leather. Two houses in Philadelphia are making 100 dozens each per day. Another house in Wilmington, Del., is making a like quantity of fine browns. A leading firm in New York is making 150 dozens per day and more, and so on.

With all this it is now evident that the "run on colors" is fairly on. There is more confidence of its enduring favor all around.

The want of uniformity in the skins and the fugitive character of much of the colors in the leather made a few years ago entailed a loss on all hands and engendered a distrust on the part of makers, venders and wearers difficult to efface and overcome.

There is no doubt that much of this is now avoided. The leather is better; the colors are more uniform and steadfast, and an improved shoe, so far as the upper stock is concerned, is now being presented to the public, which they will soon learn to appreciate. With the advent of warm weather the demand is likely to be punctual and persistent.

But this demand, while it may diminish sales to some extent, will not deter the great body of consumers from wearing chrome glazed kid shoes. This fine leather has been brought to such a perfection in our factories that for it there is no substitute. It has stood the severe test of time. The bulk of the shoes made and worn in this country are glazed kid. The days seem to be far distant when it will be otherwise.—Hide and Leather.

#### A Professional Opinion.

Ministers, as a rule, are not at all averse to telling a good story, even at their own expense. Here is one of a preacher who was as much amused at a witty criticism of his own preaching as he would have been at a similar comment on some other man's sermon.

One Sunday morning a very well-known railroad man came in and took a seat in one of the pews. It was the first time he had been seen there, for he was not a church-goer, and his presence created quite an interest. The minister preached his sermon, and then, perhaps to make the most of his opportunity, he traveled over the same ground again in language calculated to be more impressive. Thus the discourse was spun out to unusual length.

When the service was ended, one of the deacons waited for the railroad man, and expressed the hope that he had enjoyed the sermon.

"Yes, it was all right," said the visitor, but with an air of mental reservation which led the deacon to express the hope that he would at least come again next Sunday.

"Well, I don't know; I may," said the visitor. "There's only one trouble with your minister."

"What is that?"  
"He doesn't appear to have very good terminal facilities."

#### Bobby Liked It.

"Well, Bobby, how do you like

church?" asked his father as they walked homeward from the sanctuary, to which Bobby had just paid his first visit.

"It's fine!" ejaculated the young man. "How much did you get, father?"

"How much did I get? Why, what do you mean? How much what?" asked the astonished parent at this evident irreverence.

"Why, don't you remember when the funny old man passed the money around? I only got 10 cents."

The rankest kind of partiality is to treat everybody alike—they don't deserve it.

## The Shoes We Make are Attractive in Quality, Make, Fit, Workmanship, Material and Price

The man who carries them is making money. He is selling Men's, Boys', Girls' and Women's Shoes that are especially good—a better than the



quality of our the sale of line.

mark on the

tees complete shoe satisfaction to the wearer.

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

## 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

**How To Make Proper Shoe Profits.**

As in every other branch of merchandise the first thing to consider in the shoe stock is the investment. There is too much money tied up in many shoe departments or exclusive shoe stocks, as the case may be. This is due to what may be termed careless buying and neglecting the stock.

Take the case of the merchant who adds a shoe department to his general store. He plans on buying say \$1,000 worth of shoes and rubbers. When he gets through with his first purchases he may have that amount or a little more. Through the accumulation of odds and ends he finds on taking his inventory, two or three years after, that his stock amounts to twice that figure where, if his shoe department had been carefully handled, the increase should have been very little, if any.

Keeping abreast of the times has many meanings. To the retail merchant it means that he does not have to carry as much stock to do the same amount of business as in the days when railway communication and mails and telephone did not work as rapidly and penetrate as far as they do to-day. With the bettering of means of communication and transportation business methods have changed. To the retailer it has meant quicker service from jobbing house and factory. It also means that the jobber and manufacturer become more of a convenience to him, that they carry some of the stock which he had to carry in the days when freight trains were fewer, railway mileage much less, the telephone either unknown or not in their region and mails slower and less frequent.

So at the present time each merchant should ask himself: How can I increase my business without increasing my stock to much extent? or, How can I do my present business and have less money tied up in merchandise?

My advice to a retail shoe dealer is to buy often. When he does that he buys safely. The best handled shoe stocks to-day are in those stores where the merchant sorts up frequently. I believe that with transportation facilities so nearly perfect the retailer should sort his shoe stock every two weeks.

Without question this will seem a strange statement to some. But put it another way: Go into the stores of merchants who sort up on shoes every two weeks and you will generally find merchants who are better satisfied with the results of their shoe departments than are those merchants who buy less frequently and place bigger orders when they do buy.

The net result is this: The merchant who sorts up his shoes every two weeks must necessarily go over his stock frequently. He is better acquainted with the shoe stock than is the merchant who buys big and infrequently. He learns where the stickers are, what lines and sizes the clerks are neglecting, and naturally takes steps to have the backward lines pushed. He also gets close up to the real situation, sees where he

has over bought, learns his lesson and make use of it.

In expressing these views it is not my intention to say aught against the methods of any concern or class of concerns in the shoe business. I firmly believe that the average shoe stock has several hundred idle dollars which could be put to better use, and that a reform in the retailer's buying would work a benefit to the whole trade.

There is no doubt that the day is here when the mail order is to play an important part in jobbers' and manufacturers' sales. Many retailers in all lines are learning that by sending a small order occasionally they can order in smaller lots and escape the expense of carrying a certain amount of stock. It is natural that this should become a feature of shoe wholesaling. Once a merchant has selected his line, purchased it from a reliable house not too far away from him, it is easy to sort up his stock frequently. Competition is such as to encourage him in this. He must save in expense of carrying stock to make up the difference in percentage and volume of profit between this and previous years.

The arrangement of a shoe stock has much to do with results. As a general thing when the goods go up high, they are lost. Therefore the shoe department which has shelving of medium height is less likely to accumulate odds and ends.

Take the usual shoe department for example. It is quite likely to have high shelves reaching to the ceiling, and be equipped with a ladder. Some of them do not go to the ceiling and have no ladders. The clerks use a common step ladder or maybe climb up on the ledge. A shipment of shoes arrives. Some are taken out of the cases and placed on the shelves. There is not shelf room for all, and some are left in the cases which are stood on end on the floor. What happens?

The clerk comes into the shoe department with a customer. He goes to the shoes which are easiest to get at, and in nine times out of ten his hands reach for the middle shelves. The cases on the floor are handy. The popular sizes move out of the cases gradually. If they are men's shoes, the sevens, eights, and nines go the fastest, and the tens and elevens stay. Some day when the cleaning up fever strikes the clerk he puts the shoes remaining in the cases up on the high shelf where they are likely to stay for some time. In the meantime a sorting up order is given for the sizes on the middle shelves and for complete cases of the kind that were on the floor, notwithstanding the fact that the tens and elevens are still roosting up high.

Another and a frequently mentioned fault in selling shoes is to show and sell the new goods while the old ones wait until they become back numbers.

There is a solution for this. The low shelving will help. Eternal vigilance, however, on the part of the merchant is the principal solution. He must know his stock, and I contend that if he resolves to keep his investment in shoes at the lowest

# 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

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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.
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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.

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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 .....

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possible figure, at the same time seeing that he has enough variety and stock for his needs, he will correct many of the faults of the shoe department.

If I were a general merchant I would not let a week go by that I did not go through the shoe department thoroughly. Success in the shoe department depends more upon cautious buying than in any other line the general merchant carries, with the possible exception of notions and furnishings. Cleaning up odds and ends of shoes in the average town is a hard proposition. The demand is not there. The only way is to buy carefully, and that means using the mail order and buying frequently.

If the retailer buys cautiously and orders frequently instead of trying to bunch his business into a few big orders, he will be more than pleased with the results. He will have the question of dead stock answered to his satisfaction, as there will be very little. His investment will be mostly live money, all of it earning something, and his shoe bills will not seem the burden that shoe bills do to many merchants who have not given this subject attention.—H. K. Richardson in Commercial Bulletin.

#### Practical Points on Conducting a Shoe Store.

It is a good thing to economize on store expenses, but be careful how you go about it. There are lots of times when retrenchment is positively necessary, but there are ways not to do it. Don't fail to have enough clerks to properly handle your trade, for instance. A lack of help during the busy hours, or the Saturday rush, will do more than any one other thing to retard business. Get the best help you can, and have plenty of "extras" if necessary, so that no one will have it to say that they failed to get suited at your store because of a lack of attention. A careless, indifferent lot of help can drive away a lot of customers if they set about it right, but not more than the short-sighted proprietor who tries to economize on his salary list at the wrong time.

Treat everybody alike. Meet the man who comes in to look and the man who comes in to buy; the woman who wants a bottle of shoe dressing and wants it sent home and the woman who may trade a hundred times as much during the month; the richest man in the town or the poor boy who begs for picture cards with just the same cordial smile and pleasant greeting.

Everybody who comes into your store is a possible customer, and should be treated as such. The rich sometimes become poor and the poor often get rich, and even the poor boy who bothers you for pictures now and then may become the leading citizen of your town some day.

Shabbiness in a business man or his employes is a very poor advertisement. People put it down as sheer laziness or neglect and they do not like it. Everybody about a store ought to be dressed with the utmost neatness, and soiled linen, unblackened shoes, or unbrushed clothes should be strictly barred.

Have a hearty welcome for everyone, customer or not, and endeavor to make people feel at home; at the same time be politic enough to keep your store free from loungers. Discourage any of your help who make a practice of entertaining their friends with an hour's "chin" about outside doings. There is no condition so distasteful to a customer as to come into a store and have to wait until the clerks finish with visitors who have no intention other than to kill time. Have a business air about the store and show no disposition to entertain visitors. A little discouragement once in a while will soon cause them to realize that their visits are not appreciated.

A prominent merchant is reported to have said: "I won't have an employe around me in any capacity upon whose judgment in certain things I can not rely." A splendid rule to work by—good for the employe because it develops his self-reliance; good for the merchant because it keeps awake the interest of his employes in their work.

If the boy who cleans the stove is consulted as to the best way of doing it he will feel the responsibility of his position. He will think about it and try to find ways of improving his work. He can be made ambitious to do his work better than it was ever done before. What is true of the boy is true of the man. If a salesman is not worth consulting about his work he is not worth having.

No one would think of advising a storekeeper to go into debt too deeply, but there never was a time when a reasonable debt could be assumed with less risk, or more certainty of quick substantial returns than now. I refer to the debt for an early spring store cleaning.

A coat of paint inside and out of the store, an overhauling of fixtures, new window fixings, and above all, a thorough cleaning of every part of the store, will work wonders in its appearance. The buying public appreciate a clean, pleasant store to trade in. That is why some stores

are so much more successful than others.

There is nothing the matter with the times. The far-sighted, quick-witted merchant will always have business. He makes the times—rather, he assembles the buyers in his store. "Seasonable and reasonable" must be the motto, and if it is lived up to strictly and customers are given the benefit of all it means, there is no reason why there should ever be a complaint about business.

"I'll advertise in your paper if you'll take it out in trade," is the answer often given by merchants to the man who solicits his advertising, and invariably it is accepted by the representatives of unimportant sheets, while it is sure to be declined by those representing papers in which the advertiser receives full value for his money.

If an advertisement is worth paying for it is entitled to a cash payment. If a store is run as it should be trade will not have to be forced—it will come to you, and legitimate advertising in well-known mediums will bring it to you.

There are some merchants who believe in keeping their window trimmer at work all the time, and make it a point that he shall never be idle very long. As soon as the windows have been trimmed he is set to work selling goods or doing other work around the store. That is not always a good plan. The really important part of the trimmer's work is done with his head more than his hands. He needs time to plan his designs, and when he seems to be doing nothing he may be working the hardest. Of course, this does not apply so much to the smaller stores.—Shoe Retailer.

#### Why Shoe Salesmen Sometimes Have to Work Late.

"Some union men make me tired," said a shoe clerk who is a member of the Retail Clerks' Protective Association. "I was in a cigar store last night and overheard a discussion between a union man and a non-union man as to the subject of hours.

The union man was kicking because he had to work nine hours, and he thought eight enough for a day. The union man said that the mechanic or laboring man should not be compelled to go to work before 8 a. m. and should have the privilege of quitting at 5, with an hour at noon. A business man standing by said that he was at his desk every morning at 7:30 o'clock and that he worked every day until 6, and sometimes came to work in the evening in order that matters would be in shape for the employes to have work to do the next day.

"I got hot after I had listened a time, and I spoke my piece. I said that I came to work every morning at 7 o'clock in order to open the shoe store and be ready for the early customer. I told the union man that I worked every night until 6 o'clock, and oftentimes came down in the evening to help trim the windows. 'Now,' said I, 'we sell union-made shoes in our store, and I want to ask you why it is that, after working ten hours a day for five days in the week, and on Saturday from 7 a. m. to 11 p. m., and sometimes later, the very last customers whom we have at 10:45 o'clock on Saturday nights are union men—men who profess to believe in shorter hours of work? Why is it that you, earning union wages, whether or not you are as competent as the best man who earns the same money, have no more respect for your 'brethren,' so-called, and so little consistency?'

"I tell you the fellow shut up like a clam. He was beaten to a standstill. But I don't suppose he'll ever come into our store to buy his shoes. But it is a fact, nevertheless, that nine out of ten of our late customers Saturday nights are members of trades unions."

#### He Had Noticed It.

Doctor—During the spring months it is natural for people to have a sluggish feeling.

Mr. Hen Peck—I know it. My wife is affected that way. She slugged me twice this morning.



## 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



### Ways by Which the Retailer Can Be Benefited.

I assume that we will stand together on this platform: That is the distribution of merchandise the best way that has as yet been devised is that the manufacturer shall sell to the wholesale dealer, he in turn to the retail dealer and that the latter shall go to the consumer.

If the manufacturer ignores this order of things and goes past the jobber to the retail dealer, or if the latter is ignored by the wholesale dealer, who goes direct to the consumer, there will be trouble in either case.

I urge, therefore, that one way for promoting mutual interests is that the wholesale house follow a strict policy of not selling to consumers.

Now I hold that the first part of the axiom that I have given is just as important and that if the manufacturer would not go past the jobber to the retailer the mutual interests of the two parties principally concerned would, as a rule, be promoted. I do not say that there may not be a single isolated case in which the retail merchant might benefit himself by dealing direct with the manufacturer. I do claim, however, that such cases are rare and that as a rule the retail dealer does not gain by such a policy. This is true even in staple goods, most of which are sold through the wholesale houses and at prices as low as the factory will or really can afford to furnish them.

A few days ago I met a prominent manufacturer of nails and wire who was considering the question of going to the retail trade for orders, for the reason that the wholesale houses had already made their contracts and could take part of his product. After hearing his side I said, "Very well, I have no objection to your selling to the retail trade; all that we ask is that you will sell at the prices that have been fixed by the manufacturers and jobbers." His reply was that this would mean that he would get no business, for the reason, as he stated, that "at an even price the orders would go to the jobbers, as the retail dealers prefer to deal with them." This puts the case in a nutshell as to staple goods. The argument is even stronger in the line of shelf goods. Some retail dealers are tempted by an extra 2½ or 5 or perhaps 7½ per cent. to buy certain lines of goods in case lots when they should buy them by the dozen, or they will buy by the dozen or half dozen such goods as they really need only in one-quarter or one-sixth dozen lots. If these men conducted their entire business on this policy it would be safe to predict failure ahead.

The manufacturer expects prompt payment, and as a rule he gets it, and it is not a rare occurrence for the jobber to carry the account of such a customer and thus really furnish

him money to pay the manufacturer.

I shall not enter into a full argument of the case and consider the many different and potent points of view in support of this side. As a rule the retail merchant gains by confining his trade to the jobber. The little that he may gain in the small percentage that he may obtain on some goods is lost in other ways. Let me urge you, as a line of business policy, that you select carefully the wholesale house to which you give the bulk of your business, and that you give this house preference over the manufacturer.

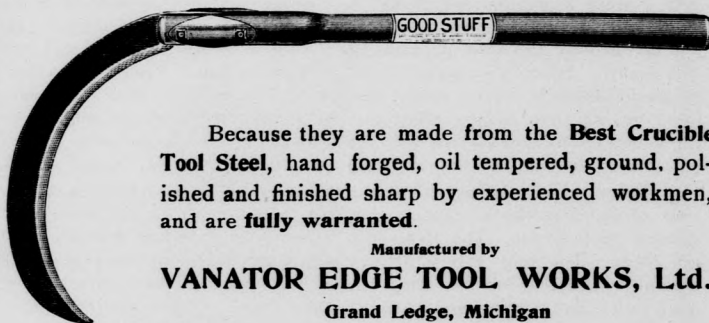
Another way in which we can mutually benefit each other is by more frequently putting ourselves into the other fellow's place. If we consider things rightly we are closely connected with and vitally interested in each other. As you men in the retail trade prosper the wholesale man expects to prosper. When you suffer we suffer with you. Let us accustom ourselves more frequently to look at things from the standpoint of the other man in the case. When questions of policy come up in the wholesale house, let one of the first things to consider be how will this affect the interests of the retail dealer? Or when anything harmful in the conduct of business by the retailer comes to the attention of the jobber, let it be his aim to try to assist all he can in the correction of the evil. Then when anything occurs in their relations to which the retail dealer objects and feels like resenting the treatment which he has received from the jobber, let him take a look at it from the other side. For instance, some goods have been received in bad shape or from some other reason they are not as wanted, and perhaps not as ordered. The first impulse is to ship them back by first train and probably also to write a hasty letter. Do neither. Consider that even if there were no fault whatever on your part, the blunder was probably made by some subordinate who had been depended upon by the house, and also that when the case comes to the attention of those in charge of the affairs of the house they will probably regret it more than you do. The longer I live the more advantage and necessity I come to see of putting ourselves more frequently into "the other fellow's" place.

Another way to secure mutual benefit is through our respective associations. I hold that, to the extent that an association works for and secures our best interests, it will also be helpful to the wholesale interests.

Growing out of this relation we find that the wholesale and retail associations can and do work profitably together in combating some of the evils that jointly affect their members.

Take the catalogue and mail order house evil, which I have no doubt you regard as the most pernicious one that disturbs the trade. In meeting this destructive competition the retail merchant must expect first of all to use his own resources to fight it. He may also expect to have all

## Why Do "GOOD STUFF" Corn Knives Excel All Others?



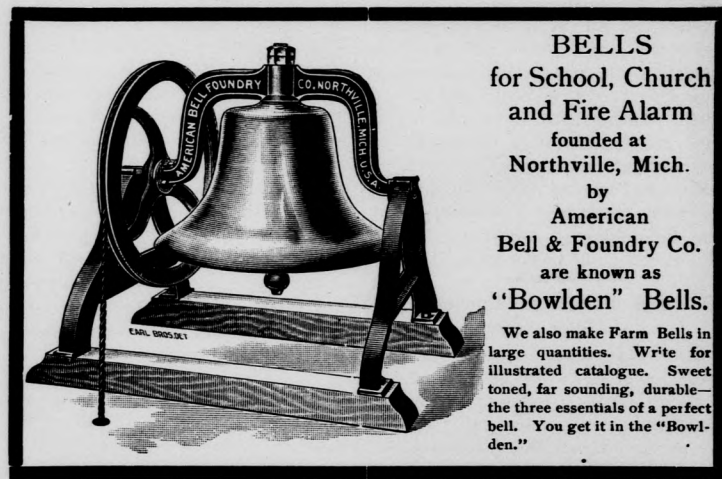
Because they are made from the **Best Crucible Tool Steel**, hand forged, oil tempered, ground, polished and finished sharp by experienced workmen, and are **fully warranted**.

Manufactured by

**VANATOR EDGE TOOL WORKS, Ltd.**

Grand Ledge, Michigan

Write for Catalogue



**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."

## 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



the assistance that the jobber can give him.

There is also a very important part of the work in this field which can be done most effectively, and indeed must be done, by associated effort on the part of both the retail associations and the wholesale.

The officers and executive committees of these associations realize the value of this work and they have already accomplished some results.

The National Hardware Association, which represents a very large part of the wholesale dealers of the United States, has given this subject large attention. It has corresponded with and also seen in person many manufacturers of hardware whose goods have been made leaders and have been advertised at prices sometimes even below cost to the catalogue houses. The same trouble exists to some extent with the department store. However, this evil affects principally the city retail dealer. The retail hardware associations throughout the country have also given this subject close consideration. Last May the Executive Committee of the National Hardware Association met in Philadelphia and it had previously invited to meet with it on that occasion the National Retail Hardware Association, which is made up from representatives of the retail hardware associations of the different states. An influential delegation came and in it were the President and Secretary and also other prominent retail hardware men from a number of the states. Two days were given to these conferences. Prominent manufacturers of hardware were also present by invitation and valuable work was done, which is still going on. I refer to this to show the association side of this work, the value of which is beyond computation. I am sure you feel that the evils from this source that now exist are bad enough, but the evils that have been prevented or restricted by this sort of work would have added greatly to the gravity of the present situation and in work of this character the claims of the association upon you are enforced in the very strongest terms.

Closely related with this work in the catalogue house I wish to refer to the work of a league that has been organized in the East called the Postal Progress League, and which has just now made itself the champion of the parcels post bill, which it has lately introduced in Congress. This bill is made up largely of the same features as a bill that was before a previous Congress and that failed. This bill is now backed by stronger interests and is really a substantial menace to the business and general interests of the country.

If you have not given this subject special consideration, you do not realize the magnitude of the danger that confronts the retail merchant. This bill proposes that the United States mails shall carry a package of merchandise up to three ounces for one cent, two cents for a package from three ounces up to six ounces, and five cents for one-pound package and two cents for each additional pound up to and including eleven pounds,

which for the present is made the limit. You will see that for 25 cents a package of merchandise weighing eleven pounds would be carried from one extreme end of the country to the other. For 25 cents this package would be carried from Portland, Maine, to Portland, Oregon; or to San Francisco or to Juneau, Alaska, and for the same rate it would be carried to Honolulu or Manila. If a package were lost in the mails the Government is required by the bill to reimburse to the extent of \$10 if there has been no registration or valuation on the package. If registered and valued the Government would insure the package up to \$25 at a mere nominal charge, so you see it is proposed to have the Government go extensively into the insurance business as well as transportation and on equally profitable or rather losing terms.

Statistics from the Postoffice Department show the actual cost in this country of carrying second-class mail matter to be about 7 cents per pound. Therefore, on the average eleven-pound package the Government would receive 25 cents for a service that cost 77 cents. Also bear in mind that as the proposed plan ignores all business principles in carrying packages long and short distances at the same price, the Government would be sure to get the long haul in excess, so that the average cost of carrying the eleven-pound packages would be much beyond 77 cents, but it would in no case get more than 25 cents.

No argument can be offered in behalf of this monstrosity such as we all recognize in the chief transmission of newspapers and magazines. All our people are willing that this shall be done even at some loss, but to apply this to merchandise is a proposition that I can not believe the American people, and especially the general public, will consent to.

This bill is backed by the catalogue and mail order houses, and some influential men, such as Col. Pope, of Hartford, are working for it, and money and strong personal influence will be used in its behalf at Washington and elsewhere. The large and yearly increasing deficit in the Postoffice Department stands in the way of these marauders on the public treasury. The rural delivery system has added several millions yearly to this deficit, and it is possible Congress will not consent to open such a floodgate into the treasury as this scheme would surely do. Another objection to it that will help to fight it is the crowded condition of the mails that would be bound to follow in case of this bill becoming a law. This congestion of the mails would simply be stupendous. A merchant or consumer at Portland, Ore., for instance, in want of goods could order, say from New York, many goods in packages of eleven pounds and less, and instead of shipping by express or freight he would use the mail. Suppose he wanted a shipment of silks weighing 100 pounds or less, he could divide the goods into nine packages and pay \$2.25 for what would cost him at present express rates exactly six times this amount,

while by freight the cost would be considerably larger than this charge by mail. The Government would lose several dollars in the transaction.

If this bill were to become a law we can now have no conception of the disturbances and loss the country would sustain from it. I urge strenuously all of my readers to use your influence with your

members of Congress and your United States Senators to have them understand your determined opposition to the passage of any such bill.

Cultivate the habit of becoming acquainted with your trade; don't be in the position of requiring customers to ask your clerks to point you out.

## 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

## 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

### The Mutual Relation of Jobber and Retailer.

The retail dealer must succeed and make money if the jobber is to get good orders and get his pay for them. An up-to-date, enterprising retail hardware merchant who can buy everything in his line at right prices and at the same time look after sales, credits and collections, has no small job on his hands. I think it is a much harder vocation than that of the manufacturer or the jobber.

A jobbing house has a force of experienced men for each department, with a buyer for as many lines of goods as he is capable of properly caring for, who is supposed to know the quality, reputation and price of nearly everything in this branch of trade. He can act as a primer for both the retail dealer and the manufacturer. Any complaint coming to the house from the retail dealer is referred to the sales department and the character of the difficulty is soon sifted and the jobber is then in position to bring the complaint to the manufacturer.

As you have all learned by experience, this is a busy season of the year, when the retail dealer has his hands full with closing up the previous year's business and looking about in a general way for the demands of the coming year's trade. He hasn't much time for details and the jobber can help him here effectively by bringing to his attention all the new, desirable and salable things or lines in the trade that would help to increase his sales and profits during the coming year. I believe it is very essential that the retail dealer spend a few days every year in a large jobbing house, because new lines of goods are being added which are more profitable than the old, regular lines that have been a part of the business from time immemorial. The dealer should know the goods and the kind that are being advertised and sold to keep abreast with the times. We must sell a greater variety each year. The dealer who sticks to the old line of hardware and allows the other fellows to handle all the side lines, such, for instance, as harnesses, paints, cutlery, Yankee notions, etc., will find his sales diminishing every year and his income smaller.

No jobbing house should, through its salesmen, try to influence the retail dealer to buy heavily goods that he knows will not sell readily, neither should he "tuck on prices" to a customer unfamiliar with the goods and prices. He may do this for a while successfully, but in the long run he will be the loser. Nearly every salesman on the road knows when he is taking an order whether or not his customer is buying just what he should buy. If he suggests taking more of one kind or less of another, he should do so conscientiously, and the dealer should give his suggestions a careful consideration. The salesman is representing the jobber and is supposed to be primed on all the details of the coming year's trade.

I do not favor buying goods from a jobber that caters to or sells to any one outside of the legitimate

trade, neither do I think a dealer is justified in giving the jobber the "go-by" who protects him by refusing to sell to customers or department stores. The jobber has goods to sell and is going to sell them. If retail dealers don't patronize him he won't lie down and let his goods rust on the shelf. Then I say why not work harmoniously together? Instead of buying from manufacturers' agents in large quantities, buy in smaller quantities from the jobber as your wants require. Let the jobber and retail merchant work together. Ask the jobbers to come and make addresses and give suggestions at our meetings and act as leaders among us. They are in better position to protect us through the manufacturers than we are ourselves, and both the jobber and retail dealer will be benefited by working in closer touch with each other.

The time for selling goods at a profit of 30 or 40 per cent. is past. The success of both jobber and retail dealer lies in the volume of business done. When the jobber sends you a cut and description of an article study it well, learn all the truth about it, put it in print and go at it with as much enthusiasm as if it was the first article you ever undertook to sell. An essential point in selling goods is to learn all there is to know about the goods before attempting to describe them to the customer. Your being "loaded" makes your talk with the customer of some effect. You should also know something about similar articles kept by competitors and should develop reasons why your goods should command the buyer's preference. If you have salesmen you should outline methods for them to effectively present your goods to customers.

I am full of the idea that retail dealers and jobbers would both be greatly benefited by coming into closer touch with each other. Probably the jobber has given a great deal more thought to the subject than the retail dealer and might be able to make suggestions as to ways and means of getting together for profit and the advancement of all the interests in our line of merchandise that would be wholly new to us. I would suggest that they give us the benefit of their ideas on the subject.

L. E. Nash.

### The Largest Screw Driver in the World.

Undoubtedly the most powerful as well as the largest screw drivers in the world have recently been delivered in the vicinity of New York. The Pennsylvania Railroad in planning for its double tube under the North River has decided that it needed them and the engineering department, working with the construction department, has provided them.


The carpenter in using the ordinary screw drivers exerts a power of about 30 pounds. The new screw driver will have a power of 200,000 pounds, equal to that exerted by 6,666 carpenters. They will drive the great piles which must be sunk under the tunnel—they will, in fact, be the piles themselves. Inasmuch as about 1,000,000,000 pounds of metal

will be used in the tubes, a faint idea of what the piles will have over them can be formed.

The screw driver piles are cylinders two and one-quarter feet in diameter, made of cast iron one and one-quarter inches thick. They will be located every 15 feet centrally, so that both tubes will be re-enforced. They will be made in length short enough to be handled in the tunnel, the successive lengths being belted on as the pile sinks. The screw driver, or screw point so-called, is at the end of the pile and is so constructed that it will have one turn to 21 inches and a diameter of four and three-fourths feet.

A wooden headed clerk is dear at three dollars a week. A good clerk is cheap at any price.

## HARNESS

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

**Sherwood Hall Co.**

Limited

Grand Rapids, Michigan



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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.

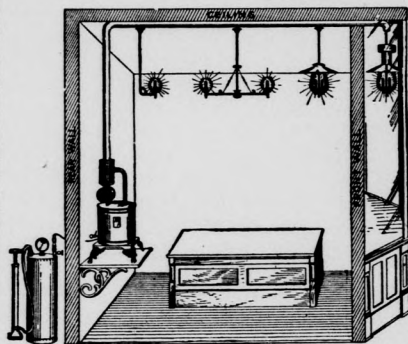
Our PAINT PROPOSITION should be in the hands of every dealer.

It's an Eye-opener.

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

## How 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.

## DO IT NOW

Investigate the

### Kirkwood Short Credit System of Accounts

It earns you 525 per cent. on your investment. We will prove it previous to purchase. It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in book-keeping. It systematizes credits. It establishes confidence between you and your customer. One writing does it all. For full particulars write or call on

**A. H. Morrill & Co.**

105 Ottawa St., Grand Rapids, Mich.

Both Phones 87.

Pat. March 8, 1898, June 14, 1898, March 19, 1901.



# Seasonable Opportunities for Dealers.

The Iowa dealer who sold 100 washing machines last year has given the implement dealers of the United States something to think about. A merciful man ought to be merciful to his wife as well as to his beast, and there is no doubt that any farmer who would bend his aching back over a wash tub for a while would consider it an act of mercy to provide the family with a machine to relieve as much as possible the drudgery of wash day. But washing machines are not the only neglected articles on which thousands of dealers might make a good profit. One of the leading manufacturers of garden implements was forced into the hands of the mail-order houses because the implement dealers of the country would not give this line of implements the attention that it deserves. A score of "side lines" might be named which are not pushed as they ought to be. It costs very little to handle these side lines, and the profit on them is practically a net addition to the annual showing of gain in the balance sheet. The fact that dealers generally neglect them is all the better for the man who is willing to push them, for it gives the progressive dealer a little corner of the business where he does not have to worry about competition.

We can scarcely realize how times have changed in this country in the past ten years. The dealer who tried to sell some side line eight or ten years ago, and got stuck, can often try it now and coin money on the very same article. Farmers have made more money in the last seven or eight years than ever before in the history of American agriculture. Ten years ago they had to hustle to pay for their plows and other "necessities." To-day they have money to buy "luxuries" in the way of implements and machinery, and little things to make life easier or make their farms more productive. It was no harder work and no easier ten years ago to pitch hay by hand, but only the most fortunate farmers could afford then to fit up their barns with tracks, forks and carriers. They had to worry along with the old pump, even if it did kick like a mule, and patch up everything else that prayers or repairs would hold together. "Mother" had to worry along with the old hoe and dismiss childish hopes of implements to lighten her toil in the garden, and a new woven-wire fence around the garden or the house was a dream of wild extravagance. But seven years of fat times have enabled millions of farmers to enjoy the economy and profit as well as the comfort of many of these things, and the dealer who keeps his eyes open can make a nice addition to his stock account by selling things that were practically dead stock a few years ago. Times have changed and the implement dealer must change and broaden out with them, if he would make the most of his opportunities.—Implement Age.

## No Good Can Come from the Present Agitation.

The prevailing agitation for short-

er days of work will certainly be of no use to this country as a whole, if every American who is thus released from toil earlier misuses the additional time placed at his disposal. It has been well said that "the use a young man makes of his time between supper-time and bed-time determines whether he is to be a success or a failure."

Eight hours for work, eight hours for sleep, leave another eight for something else. Of course, there is an hour and a half for meals, from half an hour to an hour ordinarily for getting home, etc. But if the day's work is reduced from ten hours to eight hours, there is two hours net, added to the employee's free time.

What is he going to do with this time? Casual observation would indicate that nine-tenths of all the workers thus favored will be no better off than they were before. They will have more time to waste the money they earn, and that will be about the only difference noticeable. The shortened day will simply be an economic loss to the country.

There is no necessity for this, of course, but did you ever notice that necessity is the main driver of a great many people? It is the only influence to which they respond.

A great mercantile house has in the office the framed motto from Emerson: "The chief need in life is for some one to make us do the best we can." That is to say, to supply the stimulus to will power that results in action. This does not mean simply "bossism." It goes higher and deeper than that. It gets men to working with a purpose, not simply because they must.

The point for any employee to consider is his own interest. Is it going to benefit him in the long run to drop off two hours' work and loaf that much longer? Will he be any better off by the time he is fifty years old for the change? Can he compete with the man who still works ten hours a day, at some kind of productive job, if not at some set task for wages? What is two hours a day worth, for a lifetime?

It is worth noting, by clerks and all others who work for wages, that it is not going to elevate them much in the world merely to have the day's work shortened. The use they make of the time gained is the great consideration.

It would appear that with a large number of organizations, the usual course of proceeding is to struggle and fight and wrangle to get an hour knocked off the day—then use the extra hour in more struggling, fighting and wrangling to get another hour off! It is needless to say that no good can come of this method of chasing employers into a blind alley, where there is no way out except through the sheriff's office or the bankruptcy court.

If you start out to win something be sure in the first place that it is worth having. Then, having won it, do not abuse it, but use it.

## She Knew Coin Was Plugged.

A friend of the proprietor came into a Fulton street cigar store the other

day and stepped to the slot telephone. Taking down the receiver, he told the girl at the central station what number he wanted. Then, while she was ringing up the number, he called out to the proprietor of the store:

"Say, Bert, why isn't this a good place to work off this plugged dime?"

"It is," said the proprietor. "Chuck it in."

In a moment the girl said: "Ten cents, please."

Down went the plugged dime into the slot.

"Too-oo-oot," went the little horn in the machine.

"Ten cents, please," said the girl again.

"I just put in a dime," he protested.

"I know," she answered, "but you'll have to put in another. That one was plugged."

"I thought probably it would be a good place to work off the plugged dime," the proprietor laughed later. "It was. You worked it off all right."

"But how in the world did she know it was plugged?" asked the friend. "The horn tooted all right."

"Yes," said the proprietor, "but she's a pretty smart girl. She knows—especially when you hold the receiver in your hand and tell somebody you are going to put in a plugged coin."

## One of Many.

Diggs—Young Flasherton reminds me of a turtle.

Biggs—What's the answer?

Diggs—Everything he has is on his back.

## \$500 Given Away

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

## Alabastine

The Sanitary Wall Coating. Destroys disease germs and vermin. Never rubs or scales. You can apply it—mix with cold water. Beautiful effects in white and delicate tints. Not a disease-breeding, out-of-date hot water glue preparation. Buy Alabastine in 5 lb. packages, properly labelled, of paint, hardware and drug dealers. "Hints on Decorating" and our Artists' ideas free. ALABASTINE CO., Grand Rapids, Mich., or 105 Water St., N. Y.



## 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 BAY VIEW HARBOR POINT WUQUETONING WALLOON LAKE CROOKED LAKE MACKINAC ISLAND TRAVERSE CITY NORTHPORT

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

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Grand Rapids, Michigan



## Rapid HEATERS

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"Made to heat and do it"

Did you ever think of the comparative costs of heating by different methods? The following is an accepted comparison:

One ton of coal will heat by Hot Air....1,200 cubic feet

One ton of coal will heat by Steam.....1,600 cubic feet

One ton of coal will heat by Hot Water 1800 cubic feet

Your fuel bills, which come every year, are of much more importance than the first cost. In Hot Water and Steam you pay for the system and get the comforts of proper heat and have all the heat you want all the time. In the other you pay less first cost and much more in the long run on the installment plan in fuel bills and don't get half the heat you want half the time. Better think a bit. Don't wait till winter to rig up. Do it now; it's cheaper.

Rapid Heater catalogues free telling all about proper heating. Send for one.

## Rapid Heater Co., Limited

Home Office and Factory, Grand Rapids, Mich.



### Futility of State Regulation of Marriage.

Written for the Tradesman.

According to a dispatch in the newspapers the Progressive Health Club, of Chicago, is trying to get a law passed forbidding the issuing of any marriage license without a physician's certificate of health attached to it, and to this end have prepared a petition to President Roosevelt asking his co-operation in their endeavor to secure the establishment of a Federal bureau to teach all citizens the ideal possibility of marriage.

This is a worthy and enlightened movement, but it is destined to failure. For one thing the President will lend it neither aid nor support. He is, as is well known, all for booming our infant industries, and any suggestion of putting a prohibitory tariff on matrimony will find no favor in his eyes, and, for another thing, the general public would fight such a law to the death, for it is the proud boast of Americans that anybody can get married in this country. Among our free institutions none is so free as the holy estate of wedlock, and among the liberties that no American will voluntarily surrender is the right to get married whether he is lame, halt or blind, or can support a wife or not.

Important as the subject of the State regulation of marriage is to all, it is a matter in which women are vitally interested, for between death and divorce there is no telling when even a married woman may need to get another husband, and anything that threatens to cut down the available supply of marriageable men is worthy of her serious consideration. In these days of under production of men and over production of women it is no easy thing to catch any sort of a husband, and if this small number is to be weeded out—if the drunkards, and the cranks, and the cigarette fiends, and the physically unfit, are to be thrown out—it plainly reduces a girl's chances to zero. Of course, the few women who do get a husband with a physician's certificate attached to him, stating that he is sound in wind, and limb, and temper, will draw capital prizes in the matrimonial lottery, but it is to be feared that the majority of women would prefer a second rate consolation prize to no prize at all.

Jesting aside, however, there is no other subject so well worthy of consideration as the State regulation of marriage. Pathologically speaking, it would usher in the millennium if only diseased people could be prevented from marrying. Insanity would be stamped out. Idiocy would be prevented. Consumption, scrofula and epilepsy would decline, and, in time, every human being would come into his rightful heritage of being born with a sound mind in a sound body. There is no other thought in the world so appalling, and so fraught with pathos, as that of the

millions of deformed and sickly children whose parents bequeath them nothing else but disease and death. Nothing can atone for the crime that unhealthy people commit against the individual child they bring into the world by marriage and against society, and anything that will tend to lessen it, or even arouse the public conscience on the subject, is a blessing to humanity.

No one will deny the advantage to posterity it would be if only the healthy were permitted to marry, but some will say that in forbidding the sickly to marry we demand that they pay too high a price, and ask with Artemus Ward, what posterity has ever done for us that we should sacrifice ourselves for it? Oceans of arguments and mountains of facts would not convince two young people who happened to be in love with each other that they ought not to marry because they were unfortunate enough to inherit some terrible mental malady or physical disease, yet if we look at the matter practically instead of sentimentally, and after all there comes a time when every romance gets down to the hard, prosaic facts of every day life, we shall see that if the unfit could be prevented from marrying it would make just as much for present happiness as it would for the future good of the race.

If Algernon were prevented from marrying Maud because he was a drunkard or the State refused to grant Gustavus a license to wed Evelina because she had incipient tuberculosis these young people would consider themselves cruelly misused and talk tearfully of broken hearts and blighted lives, and the balance of us would weep sympathetically on their necks and join with them in bewailing their cruel fate.

In reality, we should save our tears for those that no benevolent paternal government prevents from marrying drunkards and invalids. It is the women who are making Keeley Cures of themselves and the men who are tied down to sickly wives who deserve our pity. This is saying nothing of that tragedy of tragedies, when in the rickety and deformed body of her child the mother sees the heritage of the father's vices or when the father has to stand by and watch the child that is the heart of his heart fade away and die because the mother has bequeathed to it weakness and disease, instead of health and strength. The children are the most important result of every marriage, but we are leaving them out now and considering only the man and woman themselves.

The trouble is that marriages, like other things in life, have a way of working out differently from the way one expected them to. When a girl who falls in love and marries a dissipated man thinks of the future she does not see herself dragged down to poverty, a hollow-eyed, anxious woman, getting up in the night to open the door for a maudlin man. Still less does she see herself the mother of sickly little children. She imagines herself, by virtue of that beautiful wifely influence of which we hear so much and see no little, lead-



## 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'  
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# 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



ing him up to the higher life, and it is this picture of herself as a guardian angel that makes her rush into taking a step that she spends the balance of her life in repenting. We can all count up on the fingers of one hand the women we have known that have actually reformed men, but it would take a patent adding machine to enumerate all the ones we know who have wrecked their lives trying to do it, and if there is any way by which the Government can protect women from making fool matches for Heaven's sake let us have it.

The young man who marries a sickly girl makes an equally fatal mistake. When a warm-hearted and generous young fellow falls in love with an ethereal looking young creature, her very delicacy gives her an added charm. He pictures himself chivalrously protecting and cherishing her, and keeping the very wind from blowing coldly upon her, and thus winning the roses back to her cheeks like the hero does in a Laura Jean Libby novel, and he goes and marries her on that romantic hypothesis. Do you suppose that if he had any conception of what having an invalid wife means to a man he would do it? Not on your life. If he is a poor man, it means that he spends his days toiling to pay drug bills and doctors' bills. Whether he is rich or poor, it means that he goes home at night to an ill-kept house, to darkened rooms, to humoring a sick person's whims, to querulous complaints, and hysterics and nerves. There is no martyr in all the calendar of saints

more deserving of our reverence and adoration than the husband who bears patiently with an invalid wife, but any man who is kept from getting himself into such a scrape as marrying a delicate woman ought to erect a monument to the person who saved his life.

If the State once begins to regulate marriage, though, there is no reason why it should stop at a health qualification. There are other things. There is the financial side. Wealth is not necessary to a happy marriage, but a sufficiency is. You can not love properly on an empty stomach, and it is just a plain, simple business proposition that people ought not to be permitted to marry unless between them they have enough money, or some settled occupation, by which they can support a family. When we talk about marriage we say that love is enough, whereas the truth is that very little of us is heart, and the balance of us is stomach that has to be fed, and body that has to be clothed. In reality, we can do without love easier than we can do without anything else, and this being the case when the marriage laws are amended, a good strong financial plank ought to be inserted in them.

Then there is suitability. The State's right to actually pick out a man's wife for him would be pushing paternalism in government too far, but just as for his own safety, and the good of others, the law does not permit a color blind man to run a locomotive, or a deaf one to be a policeman, so it ought not to permit a doty old man to pick out a de-

butante for a wife, or the widower with many children to marry a girl younger than his own daughter, or a rich old woman to buy a boy husband. An active, energetic, matrimonial commission, with a power to enforce its veto, is a crying need in every community. It might do a lot of good, and at the worst, it could not make more unsuitable selections than most people do for themselves.

Unfortunately, though, the State regulation of marriage is a Utopian scheme that we shall never see realized. Cupid laughs at obstacles and fears neither disease nor death. Love is amenable to no law, and as long as men are men and women are women they will marry when, and how, and whom they please.

And the divorce courts will be kept busy trying to sort out the misfits.

Dorothy Dix.

#### One Perfect Woman.

Apropos of the ideal woman, President Remsen told a funny little story the other day which was keenly enjoyed by an audience of women:

"A misguided man," said President Remsen, "was once attempting to address a group of ladies upon the topic 'The Ideal Woman.' By way of introduction he asked, 'Who among you has ever known the ideal woman yourself or known anyone who has ever been intimately associated with an ideal woman?'"

"There was a depressing pause which seemed to indicate a distressing lack of 'perfect woman, nobly planned,' etc.

"To render his oratory more effective the speaker repeated the question, and the eyes of the audience reflected surprise when a meek and badgered-looking woman in the rear lifted a hand above a rusty bonnet.

"So you have known an ideal woman?" questioned the gentleman. "No," faltered the woman, 'but I have known one intimately associated with her. She was my husband's first wife.'"

#### Wanted Roller Skates in Heaven.

Caroline is 5 and Eleanor is 3 and ordinarily they are as light-hearted as two little butterflies, but once in a while they indulge in a serious view of life. It was while she was in one of these graver moods that Caroline looked up the other day and said: "Mamma, I don't want to die; I can't bear the idea of being put down in a big hole in the ground." Her mother, very much startled at the outburst, answered: "Why, Caroline, I don't know that I have ever seen you looking so well, and I hope you are not going to die; but just remember this—it is not the you that is put in the earth; the you goes up to heaven."

"How does the you get there?" asked the practical Eleanor.

"I think that an angel comes and takes it."

"Well," said Eleanor, "when the angel comes for me I hope he takes me out the front hall so I can grab up my roller skates on the way."

A good salesman calls attention to new goods and assists in creating a desire to purchase.

## YOU CAN'T FOOL A BEE

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

# Karo

CORN SYRUP

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

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

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

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

CORN PRODUCTS CO., New York and Chicago.



**FUTURE MOTIVE POWER.****The World's Growing Independence of Fuel Supply.**

A certain class of anxious economists is periodically seized with hysteria over the swift consumption of the world's visible supplies of fuel and seeks to alarm civilization over the dreary prospect before it when all of the coal veins shall have been worked out and all of the forests razed off the face of the earth. The latter tragedy would, indeed, be deplorable, not because the wood of trees is an absolute necessity for kindling the fires which start the wheels that make the world go, but because lumber will always be a desirable material in many industries and the forests themselves are beautiful and important conservers of the water supply. Happily, public opinion is taking the matter of their destruction in hand and there is a dawning hope that with the introduction of intelligent methods of forestry the present wasteful fashion of timber-cutting will be checked. Yet so far as the world's wheels are concerned they could be made to revolve if within a single year every forest were destroyed and every coal mine shut down. Fuel oil, which but a few years ago was supposed to exist in only a limited territory, has been discovered, simultaneously, in vast quantities in various sections of the earth, and it will be many a year and perhaps many a century before the new oil territory can be exhausted, so that the disappearance of fuel need not trouble the minds of this or several generations to come.

Important, valuable and convenient as petroleum is for fuel, no one can follow recent scientific discoveries without becoming persuaded that the motive power of the future will not be dependent upon fuel. So long as the latter is cheap and abundant, as at this writing, it will be burned to generate steam and gas and to develop electricity, the forms of energy most commonly in use in application to machinery. Almost all of the mechanism of to-day is constructed with especial view to the application of one of these three forms of power. To so alter it as to permit of the adoption of other forms would involve enormous expense, and it is safe to say that this will never be undertaken until fuel is no longer available, or a motive power is furnished so cheap and so reliable that this expense will be offset by advantages too manifest to be refused.

These advantages may be found in one of two inventions, to both of which California may proudly lay claim, each of which is the first in its class to successfully harness two of the most tremendous forces of nature, the waves of the sea and the heat of the sun. Along the beach below Santa Cruz may be seen in operation the only wave motor in the world. The infinite restlessness of the vast seas which encircle the earth and the inexhaustible potency stored within them have long interested men of science with their possibilities. It is plain to see that if this power can be placed in bonds and converted into electricity, it can be

transferred by wire to the most distant inland points. Old ocean could run all the machinery that the puny efforts of man can ever place in the world without so much as tiring his back, and it is altogether probable that he will be compelled to perform this service along the seaboard. Whether he will be called upon to send his vitality further will depend upon whether man finds a force more conveniently at hand and better to his liking. This latter may be found in the shape of a sun motor, fashioned upon the device originated by a Pasadena man, whose system of mirrors, attached to a revolving wheel, has already excited attention. As a steady source of power the sun would sometimes fail when it slips behind the clouds, but a system of storage of the energy generated when the motor is at work might obviate this difficulty.

Compressed air is already in use as a motive power, and although in some respects a little unmanageable, it has still given results of importance, and it stands in a favorable position to compete for first place in the near future. Liquid air holds forth marvelous possibilities, but so far, in the hands of its believers, it has behaved like a balky horse, performing perverse tricks, and raising new problems at every stage of its control and application.

Radium, that miraculous new element which has recently forged to the front, which gives off heat indefinitely without apparently subtracting from its bulk of energy, is just now claiming the lion's share of attention. Rare and scarce and precious as it now is, with all the nations searching to detect its presence in minerals and striving to discover means for its inexpensive and simple extraction, the day is not far distant when it may be expected to be cheap and available, and then it may also be expected to run up a ghastly score of fatalities among experimenters. M. Curie and his wife may yet find themselves in the hapless plight of the Arabian wanderer of old who found and let loose the genius in the bottle. When so tiny a particle of matter is found to let off boundless light and heat, one may well shudder at the prospect of liberating a large quantity to work havoc on this little planet. Here, nevertheless, in the smallest imaginable compass, appears to be a storage battery of nature, so light and portable that it might be carried in a vest pocket. How to use it, how to subordinate its energy and compel it to do service to mankind, will engage the study of the best minds of the age. The unexpected revelations concerning radium open a wide field of speculation as to what may be expected to happen next.

This is with justice called the age of electricity, but those who have progressed farthest in their study of this beautiful and mysterious agency, which is lightening the burdens of humanity and bringing untold blessings, are best aware that so far we have not progressed beyond the threshold of electric science. We are only learning how to apply the power, and we have only begun ascertain-



## Saving Pennies

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

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

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They can make your business  
blossom like a rose.

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anything else.

Ask Dept. "K" for 1903 Catalogue.

**The Computing Scale Company  
Makers**

Dayton, Ohio

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





ing its sources. The fall of waters hurrying to the sea, the movement of the ocean's waves, are already in harness, but little attention has yet been paid to making the wind turn dynamos. In fact, the wind, as a source of power, has been very much neglected this last half century. It is possible that another and hitherto undreamed of source of electric power may be made available in the near future. The kite experimenters of the Weather Bureau are approaching the conclusion that the entire upper atmosphere overlying the earth is one vast storage battery of electricity. If we can learn to tap this we may be able to draw upon our electricity direct, without the intervention of mighty dynamos and miles of wire.

For the present, however, the country at large will probably jog along, turning its wheels with the motive powers with which it is already familiar. Electric power of the ordinary development is slowly displacing the rest and opening vistas of activity for itself as it inspires inventors. Yet for a long time to come steam, cumbersome of operation, but sure and reliable, will continue in favor and dispute, inch by inch, the possession of the industrial field.

Frank Stowell.

Piling unprofitable articles at the front of the counter and allowing profitable articles to lie hidden is poor business. Goods that people want they ask for. What they do not want must be shown.

#### High Heels Cause Pains.

It may not be generally known but it is the opinion of intelligent shoe dealers and of medical men as well that the prevailing style of high-heeled shoes is the cause of much of the lameness from which American women suffer.

"There's another of those women with broken-down feet," said a shoe store man as he walked back to the case for a particular shape of shoe. "Didn't you know there was an epidemic of that sort of thing? No? Well, there is, and the French heel is to blame for it. There's a whole lot of women who think they have rheumatism in their feet, but they haven't. It's simply a case of the arch of the foot being broken down. They wore French heels that threw their heels up in the air, and then next season they went to the low heels. The change threw the bones of the instep out of place and now when they walk the bones cause them pain.

"I have fixed up any number of feet for them. Some of them have been to springs where they treat rheumatism, and some of them even to Europe. When they come in here to buy shoes they speak incidentally about their troubles, and generally a silver plate and a shoe that will hold the bones in place fixes them up.

"Often I can tell what is the matter with a woman's foot just by seeing her walk. You see that shoe all worn off at the side? And this one, worn at the toe? Well, that is because the women have tried to ease the pres-

sure on those broken-down bones. A foot that is formed right and that is in perfect health will wear the shoe evenly across the sole. If women only knew what was the matter with their feet the doctors would miss a lot of fees for treatments for rheumatism."

#### He Took the Bananas In.

"What have you got in that package?" said the attendant at the new museum on Jefferson avenue.

"Bananas," answered the boy. "Dozens of 'em. Want one?"

"No, and you can't bring them in here."

"Why not?"

"It's against the rules. But you can check the package in that room and get it when you come out."

"Cost anything to check it?"

"Five cents."

The boy said he wouldn't pay it and went away.

Ten minutes later he reappeared without the package.

"I guess I can go in now, all right," he said.

"Hold on. Have you got those bananas concealed about you?"

"Yes, sir; all but the skins. I threw them away."

And there was a grin of triumph on his face as he went through the door.

#### Intelligence of Reptiles.

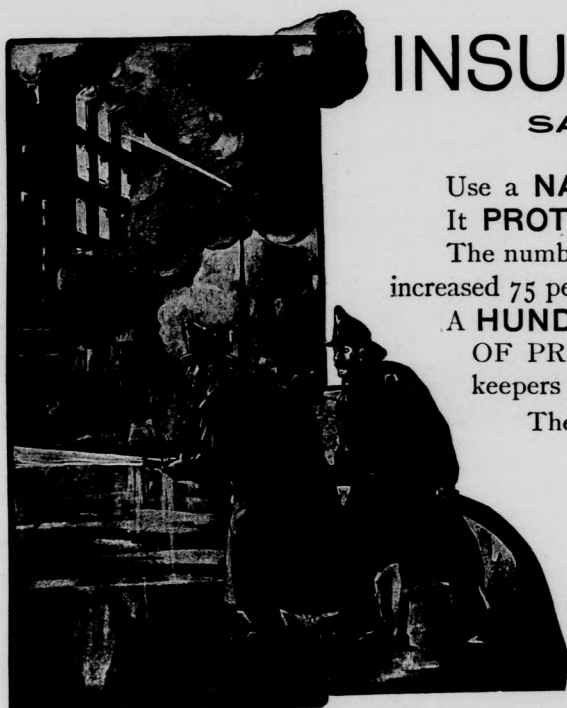
An Austrian doctor has lately published the results of his observations upon the special senses of animals, especially upon the sense of reptiles. He concludes that these are capable

of going directly toward water, which appears to attract them, even at long distances. Light acts upon them independently of heat. Their sight is generally good and probably their most acute sense, yet their vision is limited. Crocodiles cannot distinguish a man at distances above ten times their length. Fish see for only short distances. The vision of serpents is poor; the boa constrictor, for example, can see no further than one-third of its own length. Some snakes see no further than one-eighth of their own length. Frogs are better endowed and see twenty times their length.

#### A Mixed Metaphor.

It sometimes happens that a speaker's enthusiasm runs away with him and his metaphors, as, for instance, when a zealous supporter of a certain organization recently thundered forth: "He is a person, my friends—I know what I am saying, for I have had personal experience—he is a person who would not hesitate to slap you on the back before your face and give you a black eye behind your back!"

Andrew Carnegie has given away \$100,000,000 since he declared his intention of escaping the disgrace of dying rich. The amount he has devoted to the establishment of libraries is not so large as generally supposed, reaching only about \$30,000,000. It is believed that his latest appropriation of \$5,000,000 to be used in rewarding heroes will afford him as much pleasure as any he has made.



## 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 store-keepers **INSURE** their profits by using **NATIONAL** registers.

The improved "**NATIONAL**" protects

1. Cash sales,
2. Credit sales,
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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 \_\_\_\_\_

## MODERN METHODS.

## Experience of a City Man on a Country Newspaper.

"Do you think you can run her?" asked Colonel Tom, glancing admiringly around at his Washington press and printing paraphernalia, while three lazy-looking journeymen printers continued a monotonous click with the type in their "sticks."

"Run what?" I demanded, under a vague impression that he thought I was going to manipulate the Washington press, too, in addition to presiding as editorial elder.

"The Newtown Bazoo—my paper," he explained.

"I do not think that the question of my ability ever bothered me so little," I answered, with something of sarcasm.

"I don't know," returned Colonel Tom, in dubious meditation, stroking his smooth chin; "an editor has to watch a great many combs," he half-way soliloquized.

"I have no doubt," said I, by way of cutting rejoinder to this inferential mud-throwing at my capacity, "that the editor of the Newtown Bazoo is oppressed with grave cares."

Colonel Tom glanced at me with a look of genuine compassion, as might a doctor at a consumptive who characteristically derides the fears of sad-eyed science.

It was but natural that the Colonel should have a tender solicitude for the Bazoo. It had sent him to the Legislature; it had acquired for him the leading law practice of his section of the State; it had made him pre-eminently the most popular and

best known man in his locality; it had sent him on various delightful excursion jaunts; it had made him a very lion in politics and among the fair sex, and, in fine, it was sending him to Congress. The clever material instrument which had showered so many blessings and distinctions upon his bachelor life was naturally regarded by him as more than material, as something half human, and occupied a very tender spot in the Colonel's heart. It also represented an annual income of some \$3,000 above all expenditures, and that, too, with the Colonel's own loose and bountiful fingers on the purse-strings. It came out once a week, a curious compilation of sense and nonsense, of news and slush, of pathos and genuine feeling, of letters and "personals" of especial interest to the writer and to the persons noted. But there was a genial undertone in all, reflective of the refinement, education and sunny good will to man that abided in the author of the sheet, which accounted for its success and for its "breaking" various rivals that had begun operations under the inspiration of the Bazoo's success.

I had met the Colonel at the Legislature, where he was representing the people and I, the people's friend, a daily newspaper. A very close friendship had sprung up between us and he entertained considerable admiration of me for certain things I had written about him. He told me confidentially that he proposed to run for Congress, and the only thing that marred his enthusiasm in this prospective plan was that he

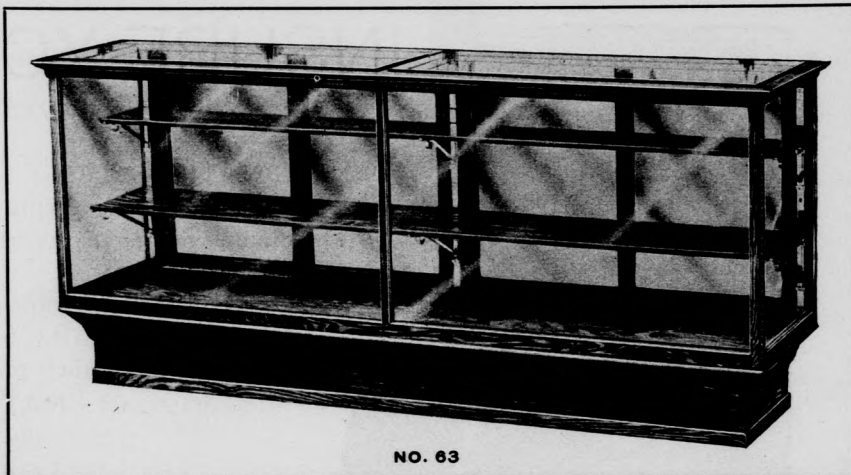
would have to leave the Bazoo in somebody's hands who might attempt to "run" it. The Colonel then elucidated a remarkable theory to me. "It might be very well to 'run' one of these city dailies," said he, "but a country weekly should not be 'run.' It should 'run' its editor." I did not catch the Colonel's point with the emphasis of understanding that later fell to my lot. "Now, I wish I could induce you to take charge in my absence. A man that can write plainly and yet keep on good terms with these howling legislative hyenas ought to have just the right sort of judgment to keep the Bazoo at its high water mark." I thanked him for the compliment and that was the end of the subject until the Colonel won the race for Congress by an overwhelming majority. Then I got the most urgent appeal from the Colonel to come and "represent him editorially." That's how he came to propound the query set forth in the initial sentence. His doubts were inspired by certain reforms of management which I assured him were necessary to the proper conduct of a good newspaper, and to these suggestions he paid a sort of profound, respectful, but negative, attention. He said nothing.

The Colonel was a very remarkable compound. He possessed the simplicity of a child, with a profound legal knowledge and a quickness and subtlety of perception and application which made him one of the most formidable antagonists at the bar, as well as a man whom his clients loved. He had received a

splendid education, which he put to more practical use than nine-tenths of college-bred men. He was a voracious reader, but confined himself strictly and studiously to the greatest authors. He had hundreds of thousands of lines of the great masters of prose and poetry stored away in his mind, and practicable at will. His modesty and attentiveness accentuated his gifts and acquirements and made him the most delightful of companions. His instincts were pre-eminently social. In the presence of the fair sex the Colonel was shy—very shy—as if he had come into the belief some way that every woman he met was his mental superior, and he had better look sharp lest he make a fool of himself. He attended every social function of the town and reaped the greatest amount of modest pleasure therefrom. Although good-humored, assent to every proposition, a pleasant laugh at every attempt at wit, an adroit word when the conversation lagged, a wise and discreet opinion when interrogated on any subject, constituted the sum total of his conversation. Despite his extreme modesty a tremendous degree of deference was paid him, the most simple understanding, recognizing a superiority in the man of which he himself was not at all conscious.

The Colonel was tall and, despite an annually increasing obesity, well proportioned. He had a very florid complexion, and went smooth-shaven. As an orator he was a man of tremendous power and a fearful adversary in debate. It was when the

# Correct Style Cases



NO. 63

In the matter of style, every case turned out here is fashioned on correct lines. Besides this, every case turned out here is the work of mechanics, who have the advantage of the best to be had in material and modern machinery with which to gain advantage over time and bring down the cost of production without lessening quality. All this means much to the buyer of cases and store fixtures. It means thorough satisfaction—not only at time of purchase, but on the lifetime wearing qualities in material, workmanship and finish. We want you to investigate the merits of our cases and learn our prices. Write to-day for catalogue and detail particulars.

## GRAND RAPIDS FIXTURES CO.

Corner Bartlett and South Ionia Streets  
GRAND RAPIDS, MICH.

The Original Show Case Factory of Grand Rapids

New York Office, 724 Broadway

Boston Office, 125 Summer Street



galleries of the representative hall were crowded with the fair sex, however, that the Colonel's powers as a speaker were not pronounced. What his speech then lacked in logical directness it gained in a profusion of poetic adornments.

The Colonel was in love; had been in love for six or eight years, and to this source much of his ambition and success was directly traceable. The object of his affection was calculated to elicit surprise in any man gifted with seeing women a little more as they are. She was a great, tall woman, with blue-green eyes and inordinate vanity and self-esteem. "I," "my," "me," "mine," punctuated her speech more frequently than periods. She was a literary aspirant, with a predilection for poetry. She had no more music in her soul, however, than the first cow one meets in the road. She could not even write correct jingles. She was a heavy burden upon the columns of the Bazoo, to which she contributed "poetry" with cornucopia abundance. Her horn was never empty; although few, indeed, were the minds which drank of these Pierian springs. I do believe the Colonel was the only man who ever read her abominable perpetrations. In speech she was plausible enough, but possessed an ambition out of all proportion to her powers. The women despised her with one accord and the men, who were not too chivalrous, made no end of fun of her literature. Despite her unpopularity, however, no "poem" of hers failed to be dedicated to someone of unrecognizable "initials." I believe the Colonel used to long to see one of them turn up some day with his initials decorating the title. He considered her a marvel.

Well, the Colonel left for Congress and I took charge of the Bazoo. It was a seven column, eight-page, all home-print weekly. The Colonel despised "plates."

I devoted my first attention to disciplining the three young men who did the local work. They used a great deal of space recklessly. Here, for instance, is a fair specimen: "We are pained to have to chronicle that our esteemed fellow-townsmen, H. J. Blank, Esq., the brilliant attorney, suffered a most distressing accident last Tuesday. While sawing a plank for a chair in his office he drove a sliver into his thumb, severely lacerating and uprooting the nail. Dr. Mott dressed the wound at Holmes' drug store, and we are happy to state that our esteemed townsman's thumb is much improved." They were voluminous and daring in this sort of work and when I called them together in the sanctum, singling out this scintillation, among a heap of similar rubbish, for criticism, I immediately set the staff at loggerheads with the editorial executive.

"Now, gentlemen," said I, "we will dispense altogether with this character of news. If Attorney Blank had had a leg amputated as the consequence of a railroad accident, you might with propriety devote a couple of lines to the fact in the story of the accident. But henceforth, when our esteemed legal townsman de-

votes his talents to manufacturing wooden bottoms for his office chairs, he has to take the consequences of his rashness, without any sympathy from the Bazoo. Slivers don't go hereafter."

"But Colonel Tom always—"

"Never mind about Colonel Tom. I believe I am responsible for the Newtown Bazoo at the present writing."

This scathing criticism was not cordially received, especially as it awakened a broad grin on the mugs of the three journeymen printers sticking type in the next room and whose roaming had rendered them thoroughly "up to snuff."

I next stirred up the illwill of the composing room, that part of it at least which belonged to Newtown, by calling in one of the journeymen printers and directing him to take charge of the composing room; and, taking a copy of the last issue and running a blue mark through nine-tenths of the advertisements.

"I want these advertisements reset," I said, "in something resembling modernism and with a slight degree of self-respecting good taste. I want, also, a uniform style of heads and a presentable make-up. Do away with these camel-back atrocities," I said, pointing to one scare head which had its heaviest, biggest type in the fourth line. "I don't want the entire job department exhausted in your limitless variety of heads. It might look very unique—doubtless does!—but, then, do without it."

The journeyman was tickled and flattered, a clever devil of a fellow, who no sooner got back to the composing room than he began to twit the old foreman, a home-bred printer, by grotesquely exaggerating all my criticism.

When I went to dinner I found that the Bazoo office happenings were the talk of the town and that the town was considerably partisan. I had, I saw, a determined stand to make; not only to reform the Bazoo, but to whip the entire town in line with my reformation; for, due to the peculiar qualities of its idolized chief, genial Colonel Tom, the Bazoo was not private property, but a living, breathing, beloved institution, the property of the town, so far as interest went. It was consequently curious to watch the effect of the next issue. It was scanned and read and criticised from every possible standpoint with the keenest interest and varying opinions. It was completely revolutionized and modernized. I had a strong following, but among the weekly chronics, who poured in a flood of highly original "personals" and local jokes (intelligible to only a limited number), I raised a storm of bitterness and resentment with the blue pencil. A great deal of the slush did not appear at all, and very nearly all of it was entirely recast.

Colonel Tom apparently bore this with meekness, amiability and fortitude. He afterwards told me that never during his first term in Congress had he been favored with such extensive correspondence from the dear people, his constituents. It now began to dawn on me what he meant

You are cordially invited to visit  
our booth in the Pure Food Department,  
Block 90, The Agricultural Building,  
at the Louisiana Purchase Exposition,  
St. Louis, Mo.

Ladies will find a place to rest  
and an opportunity to write letters.  
A competent Domestic Science teacher  
will be in attendance to give hints  
and instructions in the Art of Bread  
Making.

Northwestern Yeast Co.

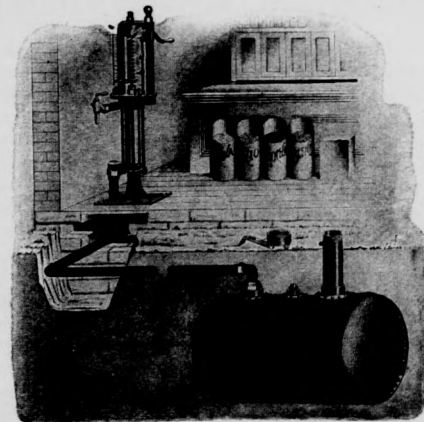
Manufacturers of YEAST FOAM.

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### BOWSER LONG DISTANCE GASOLINE STORAGE OUTFIT

IT IS AN ABSOLUTE PROTECTION FROM FIRE AND RESULTING LOSS



PUMP IN STORE--TANK BURIED

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TANK OF HEAVY STEEL, RIVETED AND SOLDERED

IT IS PERMITTED BY THE INSURANCE COMPANIES

MEASURES GALLONS, HALF GALLONS OR QUARTS

PUMP ALL OF METAL

ASK FOR CATALOG "V" "W"—THERE'S NO TIME LIKE NOW

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

when he expounded the theory that a newspaper—a country weekly—should “run its editor.” But, as I’ve said, the Colonel bore his fate with all humility and wrote me a very paternal letter. There was a feeble attempt at jocularity and congratulation in his letter, like a “sick smile”—“Well, my boy,” wrote he, “you’ve done it. You have certainly reformed her. Keep a stiff upper lip.” With the Colonel on my side, I knew I could whip the opposition into line. I held the whip handle and recognized the fact.

On the second day of the next week, however, I was honored with a call which seriously threatened to knock this prop from under me. The “poet” came into the sanctum and introduced herself and her manuscript—a po’m, a vernal po’m, one that would have made a donkey raise his upper lip and bray a good hearty laugh.

With an immaculate assurance, such as only a masterful genius might command, she threw herself into a chair, introduced herself condescendingly and produced the gem that was the reason of her visit. She was brilliantly voluble, was kind enough to compliment me on the last issue—though, she added, it of course lacked the charm of the only Colonel Tom (to which I heartily assented, in that the “charm” was displayed in “being run”), and said: “Now I want this published in next issue.”

I read it through and counted the lines, and did a little private gloating. “It will cost you \$10.50,” I said, in a matter-of-business way.

Astonished, she asked, hesitatingly: “I—I do not quite—quite understand.”

“There are seventy lines here, madam. At 15 cents, it foots up \$10.50, doesn’t it?”

“Why, this is a new order of affairs, indeed.”

I nodded my head in most profound assent. “No doubt about it, my dear madam!”

“Why, the admirable Colonel was always eager to get my po’ms.”

“I admire him for it profoundly, madam. But poetry comes high these days; there are so few poets, you know. I’m sorry, but that’s a new rule I’ve established. Now that long printer you see in there—‘Shorty’ we call him—has a poem in next issue which he is paying the Bazoo \$40 to print. It is brief, but it will make him a \$4,000 reputation. It’s worth the investment, you know, and being a newly unearthed genius, it is the policy of a well-regulated paper not only to claim the credit of unearthing him, but to make some profit out of it.”

I could see tall “Shorty’s” neck crease with silent laughter as he heard this king bee lie about his forthcoming poem. It was at the same time marvelous to see the rage, envy and astonishment striving for the mastery in the poet. With the first lack of assurance she had ever experienced, she clumsily beat a retreat, and I read in her eyes an appeal to the last high court, Colonel Tom. Nothing connected with my professional experience had ever af-

forded me such supreme pleasure, for right here it is in order to explain, that while she professed to adore the open-hearted Colonel Tom, it was altogether a poetical license, a license by which she systematically “pulled his leg” for the limited notoriety her abominations brought her in the Bazoo.

As I anticipated, her appeal prevailed. I received her poem from Colonel Tom with the indorsement, “Never, never on any account reject the work of this admirable and gifted woman.” With that came a most pathetic letter, in which Colonel Tom said that while he would oppose no objection to my policy in other lines, yet certainly he “must have a voice in this matter.”

I answered: “Dear Colonel Tom—Are you editing the Bazoo or holding down your job in Washington? If you are getting tired, let’s exchange places. While I am editing the Bazoo, I want it understood that I do the editing or vacate. This matter is final. ‘Bella Sybilla’ gets no more space in the Bazoo for her poetry until you once more take the reins. Her epics and lyrics—Heaven save the mark!—with which she has weekly burdened the Bazoo are a disgrace to the paper and a ludicrous reflection on your good taste—not to say common sense. This is final. Either ‘Sybilla’ or I take a back seat. Say which?”

A characteristic reply came: “Everything is O. K. Run the Bazoo to suit yourself. I will arrange the other end of the disagreement.”

It thus eventuated that a peculiar combination of circumstances—particularly the Colonel’s remoteness from the scene of action—enabled me to do what the Colonel considered a marvel and a secret, “run a country weekly instead of being run by it.”

Three weeks afterwards Bella Sybilla, poet, swept grandly into the office and from a withering altitude said: “Will you be kind enough to print this in your next issue—with such alterations,” she added with biting sarcasm, “as you may deem fit.” I read a column story, with great scarehead, to the effect that “the noted and gifted poetess, Bella Sybilla, whose reputation for versatility and beauty of verse had charmed an entire state and made her famous throughout its confines was going to New York in order to confer with certain leading publishers upon her forthcoming book of poems. Her fame had spread beyond the State and the great publishers were eager to put her work before an expectant public,” etc. It closed with an extravagant encomium from the Bazoo and hearty wishes for her success.

“Certainly, madame,” I said. She thanked the editorial factotum and whisked grandly out.

“Say, Jeff, go and verify this, will you?”

“How will I go about it?”

“Interview the lady at her home and draw your conclusions as to the facts in the case from what she shows you to substantiate them—publishers’ letters, etc.”

Jeff acquitted himself masterfully—so masterfully the “poetess” did

## MERCHANTS

PUSH and ENERGY in the right direction WILL build you a fabulous BUSINESS; start to-day by ordering this

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One Pound Three Pounds

10 and 25 Cents Retail



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

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

Couldn't be better if you paid a dollar.

The Verdon Cigar Co.  
Manufacturers  
Kalamazoo, Michigan

JOHN T. BEADLE

WHOLESALE MANUFACTURER

BEADLE'S  
CUSTOM-MADE HARNESS



## HARNESS

TRAVERSE CITY, MICHIGAN

FULL LINE OF HORSE BLANKETS AT LOWEST PRICES



not send her thanks for the published news of her departure. Jeff had been won over to the editorial side of looking at his business, had become imbued with a regard for facts, even when they dealt with the absolute deserts and achievements of "public people."

About one month later Colonel Tom wrote me, asking if I could furnish him an approximate estimate of what it ought to cost to publish a book of certain specifications.

I answered: "My dear, good Colonel; dear at any price—very."

Later on a book came to the office, entitled "The Poetical Works of Bella Sybilla." It impressed me as being in style of mechanical execution very much like that Colonel Tom described. Soon the Sunday editions of a certain New York daily, marked, began to put in an appearance at the office. The marked print was on the "Children's page," jingles, and signed Bella Sybilla!

Colonel Tom blew into the office about this time, fresh from Washington, handsome from high living, honest work—so he put it—and congressional dignity. The office soon was thronged with his constituents and friends, shaking hands with the old lion and delighted to see him.

"What do you think of my editorial representative, eh, gentlemen?" said he, poking me in the side with his umbrella and laughing as only Colonel Tom could laugh. "Be gosh, gentlemen, you must not think it hard if he has run things here to suit himself, for he has not only been running this paper but also trying to run its owner's private affairs—affairs of the heart, be gosh!" continued he, roaring.

I had never seen him in such fine spirits, despite his uniformly splendid disposition.

"Affairs of the heart, Colonel Tom!"

"Ah, never you mind about that," said Colonel Tom, with a roguish, triumphant twinkle in his eye.

After the crowd had left the Colonel took me jocularly to task about my treatment of Bella Sybilla, poet.

"Ah, my dear Tom!" said I, catching up the New York paper. "Glad you mentioned it! I want to show you how eternal and irrevocable is the law of gravitation. Look, Tom! Feast your eyes! See, 'Children's Page!' See, Tom, 'Bella Sybilla!' Children's jingles, Tom; club-footed jingles at that, dear Tom! Why, a child would nauseate at it!"

Tom adjusted his spectacles, looked at the poetry, and laughed, shouted with merriment, and exclaimed, "My boy! I have got her! By George, at last I have got her! My boy, when a woman deliberately gives it out that she is as great a genius as Shakespeare and only needs the opportunity to develop it, she is not in a 'winnable' condition, and the only thing to do is to enable her to develop the genius to her heart's content. It cost me over \$2,000 to do it! This book alone cost me \$2,000—dead weight on the shelves, of course. Then she tried the publishers who buy, but they wouldn't buy! The 'Children's Page' editor

of that paper appears to be the solitary exception. Well, you see she is a self-made convert, my boy, and I've got her! It cost me something to do it—I footed all the bills, you know—but now she is cured and I have some chance of getting at the real heart within her."

"Yes, Colonel Tom, the 'real heart,'" I echoed.

"You see, I played it finely; I pretended to be enormously struck with the magnificence of her product; I offered to 'back' them and take a third of the profits—and—and, my boy, I had her promise that when she 'had fought and won,' when she'd 'developed her genius,' and so done her duty to the world, she'd take my hand and make me supremely happy."

"Supremely happy, Colonel Tom?" I echoed commiseratingly.

He paid no attention to my remark, but burst out into jubilant laughter. "Well, she didn't develop her genius, my boy, and, cured of her infatuation, she is coming home, to be—to be my—"

The boy came in with the mail, from which Colonel Tom eagerly singled out and tore open a letter. It was brief, and with the first glance his high spirits crumpled like a straw in a furnace. He bent his forehead down upon the editorial desk and groaned in an agony of pain. And then, without lifting up his head or looking at me, he handed me the letter. It read:

"Dear Sir and Friend: I have failed in our common plans, but not ingloriously, I think. I have discovered that it takes time and more heartache and struggle than I'd give for any glory to scale the rugged gradus ad Parnassum. I have given up the struggle. I suppose you know that I was married last week to Gerald Hicks, the very wealthy

broker. I should be very much pleased to be favored with an account of what you've spent in backing me that I might refund it. Yours, with profound esteem,

"(Mrs.) Gerald Hicks."

It was my turn. I got up and shouted and kicked my heels together with delight. I was intoxicated with a sense of pleasure. "Tom! Tom! My stalwart heart of gold! From the profoundest, remotest depths of my soul, my heart cries out its congratulations. Tom—"

"Oh, but, my boy," groaned Colonel Tom, "I loved her so long and so cruelly—"

"And the more's the marvel, Tom, the more's the marvel, Tom! Don't you remember what Emerson says about character, my good Tom—'like an acrostic or Alexandrine stanza; read it forward, backward or across, it spells the same thing.' Now, Tom, what do any one of all these magnificent epics or lyrics spell, Tom? Why, Tom, the hero is engaged, carving the name of 'Bella Sybilla!' The rainbow spans the sky for the purpose only of being a signboard for the name of 'Bella Sybilla.' The ocean roars in its hoarse throat, 'Bella Sybilla.' The dewdrop and the precious pearl, the violet's sweet blue cup, the mountain's massive wall, the rose's cheeks, all, all are defaced with the name of 'Bella Sybilla.' Anachrean sang but prophecies of her; Solomon saw her picture in his every wife; Moses and Dante and Saul bathed their mighty souls in the inspiration of this light which was to shine; Shakespeare re-echoed her in his every lovely female vagary, and the constellations are arranged so as to bedeck the heavens with the blazoned name of 'Bella Sybilla.' Oh, Tom, when you lisp your honest prayers to-night, breathe one gently for the repose of the soul of Gerald

Hicks, broker. You have at last got at the 'real heart' of the Bazoo's poet!"

J. M. Levegue.

Fortune never comes with both hands full.

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# HAND SAPOLIO

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

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

### Michigan's Unconstitutional Highway Commissioner.

In a modest home at 705 Fourth avenue, Detroit, the editor of Country Roads found Hon. Horatio S. Earle, who is serving the State of Michigan as highway commissioner, hard at work at his desk, answering letters, making out specifications and plans for roads, which he sends out to those asking for them, free of charge.

In answer to the question, why he didn't hire a stenographer to do his writing, the Ex-Senator said, "I do not feel called upon to hire help and pay them out of my own pocket and give the product of their work to the State free of charge, but I will give all of my time that I possibly can spare from my business."

He said, "As much as I love the work, had I known how much I was saddling upon myself I would never have gone into it, but as I am en-



Hon. H. S. Earle

listed, I see no other honorable way out than to go straight ahead until we get such laws passed as will bring about better roads, and the constitution changed so that those laws will stand.

"Way back in old New England in 1895 I was particularly struck with the rise in real estate values along the improved roads. And I was impressed with the idea that if persons who were born and brought up down East went back there and bought homes and fixed them up luxuriantly after they had made a fortune in the West, one of the reasons was because they have had good roads. And I am sure that if good roads are so attractive as to draw persons a thousand miles or more, if we had them in Michigan they would draw money from the cities into the country to develop the country districts and make them more attractive to others in the city to go out, and to those in the country to stay out where the ozone is pure and where they raise the best girls and boys.

"But the more I studied over these matters the more I became convinced that the farmer should not be the only one to pay for the building of good roads, and I came out flat footed for National and State aid. At the time I did, it was thought to be

a crazy idea, but that time has gone by and to-day it is believed in by a large majority of the people and I am happy to learn that the National Aid Bill has been favorably reported in the United States Senate, and will be before the next session of Congress, and I believe, will be passed.

"I do not ask that my particular ideas be adopted, but simply invite all to think over the matter, and I am sure that some equitable plan will be found for dividing the cost of building good roads so as to make sure that we will have them."

Below we print some statistics handed us by Mr. Earle:

Mr. Editor—The tables below give an object lesson in the value of good roads; however, the rise in valuation can not be wholly ascribed to them, but a large percentage can be. There is one sugar factory in Menominee county and three in Bay county, hence the enormous increase in valuation of some townships.

Menominee county has 127 miles of county road; about twenty miles of stone, fifty of gravel and the balance, well graded dirt roads.

Bay county has 100 miles of county road, all of which is stone.

A tax is raised upon all of the property in the county and placed in the hands of the county road commissioners, who build and keep the roads in repair. They remain county roads and the county is liable for damages that formerly the townships were liable for.

Michigan has fourteen counties under this law, called the County Road Law.

#### Menominee County.

Township	1896	1903	Gain
Cedarville	\$ 144,030	\$ 278,670	\$ 134,640
Holmes	191,050	350,210	159,160
Ingallston	63,045	160,810	97,765
Mellen	66,965	181,050	114,085
Meyer	189,825	365,465	175,640
Menominee	150,000	556,295	406,295
Nadeau	173,760	428,545	254,785
Stephenson	262,331	729,300	466,969

\$1,242,006 \$3,050,345 \$1,808,339

#### Bay County.

Township	1896	1903	Gain
Bangor	\$ 363,200	\$1,150,035	\$ 786,835
Beaver	353,100	386,095	32,995
Frankenlust	525,995	640,235	114,240
Fraser	257,165	316,255	59,090
Garfield	115,630	170,275	54,645
Gibson	114,320	173,230	58,910
Hampton	940,745	1,815,300	874,555
Kakawlin	327,505	517,790	190,285
Merritt	460,915	515,120	54,205
Monitor	756,170	1,118,250	362,080
Mt. Forest	87,500	127,455	39,955
Finconning	282,860	452,720	169,860
Portsmouth	421,900	986,765	564,865
Williams	358,670	667,540	298,670

\$5,465,675 \$9,033,055 \$3,567,380

Respectfully submitted,

Horatio S. Earle,  
State Highway Commissioner.

#### Done Again.

They met at the cross-roads.

"What is Sile looking so glum about these days?" asked the farmer with the eggs.

"Gosh! He thinks he's been bunoed again," drawled the rail-splitter.

"Do tell!"

"Yeas. By heck, he paid a dollar for a bottle of stuff that was advertised to make you live 200 years an' now he's discovered that some one has predicted that the world will come to an end this year."

No wise girl ever lets the young man she has spotted for her own see her with her hair in curl papers until after the minister has said his fatal say.

### The Courage That Conquers.

Emerson says, "There is a Hercules, an Achilles and an Arthur in the mythology of every nation, and in authentic history, a Leonidas, a Cromwell, a Nelson and a Napoleon." Courage is therefore a primitive element in the constitution of man. It is a part of our inheritance. In the annals of war Washington, Grant, Sheridan and Dewey are magnificent examples of this heroic element.

It should be kept in mind, however, that there are two kinds of courage. In Parker's "The Right of Way," Beauty Steele, was cool and fearless in the presence of imminent death, and it is only by mere chance that he is rescued from a watery grave. Alice of Old Vincennes possesses as high a degree of courage as does Beauty Steele. Along with her courage she possessed intelligence. Alice of Old Vincennes is a beautiful example of the courage that conquers.

Courage is fundamentally a matter of temperament. The man or woman who does not possess the impulse can not acquire it. No amount of training will avail.

Maxim Gorky, the young and promising Russian novelist, is a typical illustration. At the age of seven he was without father or mother. He was apprenticed three or four times, but in each case ran away from his master. At the age of fifteen he found himself assisting a cook on a boat floating down the Volga. Up to this time Gorky disliked reading and gave no promise of greatness. The cook put into his hands two or three classics. These classics awakened the sleeping giant. Maxim Gorky, a mere tramp, an outlaw suddenly resolved to acquire knowledge and power.

At the age of thirty-two or thirty-three, having been rejected as unfit for the Russian army, having been imprisoned seven times, he furnished Scribner's Sons, of this country, the manuscript of his first great novel. In this novel he displays a courage that is little less than brutal, but the best critics recognize in Gorky the elements of a magnificent hero. Without the aid of the college or the university or the plaudits of the great, he has already achieved in literature the marvelous. He does not know the meaning of fear. He does not know the meaning of failure. He is a man of indomitable courage, a courage that is directed by a magnificent intellect.

The courage that conquers was lived and practiced by Stephenson, Fulton and Morse. At the dawn of the twentieth century it is exemplified in the work of Edison, Tesla and Marconi. In business it is exemplified by Wanamaker, Rockefeller and Carnegie. In anti-slavery days it found expression in John Brown. John Brown belonged to the advance guard of heroes in the civil war. John Brown possessed the courage that conquers. He hated slavery and he had the courage to express his hatred in a way that awakened the conscience of the American republic. Lincoln possessed the same courage mellowed by the divine charity of the Master.

In making the world better the courage that conquers has ever attracted the attention of humanity. In Homer, Dante, Goethe, Shakespeare, Scott, Tennyson, Longfellow, Whittier and Emerson we find this same courage, this marvelous element of human nature.

Millet, the painter, had the courage to paint on canvas the peasant life of France. The peasant life of France is the life that is lived by the majority of her children. When Millet finished the Angelus he entertained doubts as to whether he had sufficient wood and clothing to make his wife and children comfortable. Millionaires declined to decorate their parlors with his paintings because the life he portrayed condemned their mercenary spirit.

America has furnished the world three martyrs. Every one of the magnificent trinity worked out in concrete form the beauty and splendor of the courage that conquers. If the youth of America had never received any other legacy than the lives of Lincoln, Garfield and McKinley they would have occasion to regard America as the promise of the new democracy that shall make America the leader and teacher of the whole world.

W. N. Ferris  
Big Rapids, Mich., May 1, 1904.

### For Business Girls.

The following little list was compiled some years ago by a young girl just starting on a business career. It has proved an invaluable help to her, she says, and so she gladly "passes it on" to any who are interested:

Be honest.  
Don't worry.  
Be courteous to all.  
Keep your own counsel.  
Don't complain about trifles.  
Be loyal to your employer.  
Don't ask for vacations.  
Be businesslike, not womanish.  
Be prompt—a little ahead of time if possible.

Be neat and attractive, but unobtrusive, in your person.  
Take kindly criticism in the spirit in which it is intended.

Do the very best you can each day and every day, so that when there is a chance for promotion you will not only be "called, but chosen."

### Some Useful Advice.

Don't start nervously if a child makes a noise or breaks a dish—keep your worry for broken bones.

Don't sigh too often over servants' shortcomings.

Don't exhaust all your reserve force over petty cares. Each time that a woman loses control over herself, her nerves, her temper, she loses a little nervous force, just a little physical well being.

Don't go to bed late at night and rise at daybreak, and imagine that every hour taken from sleep is an hour gained.

Don't always be doing something; have intermittent attacks of idling. To understand how to relax is to understand how to strengthen the nerves.

Don't fret and don't worry are the most healthful of maxims.



Body Is Often Renewed.

Of course everyone knows that the human body is wholly changed every seven years—the school physiologists teach that much—but it will surprise some to learn that certain portions of the anatomy undergo more frequent changes. It takes but four weeks to completely renew the human epidermis. You have new eyelashes every five months, you shed your fingernails in about the same time and the nails of your toes are renewed annually. The white of the eye, known as the cornea, is in a continual state of renewal, being kept clear and clean by the soft friction of the eyelids. These are a few manifestations of the restorative powers retained by man, who is less fortunate than the lower animals.

Crabs can grow fresh limbs; the snail can renew even a large portion of its head; with eyes and feelers lizards do not worry about the loss of a tail, and if you make a cut in the caudal appendage of some of these last mentioned creatures they will grow another tail straightway and rejoice in the possession of two.

But man still possesses the wonderful restorative little cells which scientific men call leucocytes. They are always coursing through the body to renew and to defend the body from its enemies, the harmful bacteria of various maladies. These cells generate antitoxins to kill our enemies. They do battle for us in hundreds of ways, and yet the majority of us know nothing of these great services rendered by our tiny friends inside.

Pockets At Last.

Women are at last wearying of their pretty handbags. They much prefer to utilize their voluminous blouse fronts as receptacles for handkerchiefs, card cases, pocket-books, gloves and powder boxes.

And since milady has signified where she desires to keep her treasures the clever Paris tailor has decided that, rather than have his creations ruined, pockets must be supplied. The result is that fashionable spring models have two little flat pockets in the lining of the blouse coat placed just above the waist line, in the part of the bodice that hangs freest of the figure.

If this idea is not abused the pockets need not spoil the fit of the garment. One may be used for a small handkerchief and the other for a flat case large enough for a few cards and some money.

With such pockets the ever-present fear of losing one's purse will be a thing of the past.

Essence of Orange Leaves.

One of the remarkable industries of Paraguay is the preparation of essence of orange leaves. More than 150 years ago the Jesuit priests, who then ruled that secluded country, imported orange seeds and planted groves, which have now become immense forests, filled with small establishments for extracting the essence, which is exported to France and the United States for use in soap and perfumery making. It is also employed by the natives in Paraguay as a healing ointment and a hair tonic.

Hardware Price Current

AMMUNITION				Bar Iron		Light Band		3 c rates		
Caps				Nobs—New List						
G. D., full count, per m.				40	Door, mineral, jap. trimmings		75			
Hicks' Waterproof, per m.				50	Door, porcelain, jap. trimmings		85			
Musket, per m.				75	Levels					
Ely's Waterproof, per m.				60	Stanley Rule and Level Co.'s		dis			
Cartridges				Metals—Zinc						
No. 22 short, per m.				2 50	600 pound casks		7 1/4			
No. 22 long, per m.				3 00	Per pound		8			
No. 32 short, per m.				5 00	Miscellaneous					
No. 32 long, per m.				5 75	Bird Cages		40			
Primers				Pumps, Cistern		75				
No. 2 U. M. C., boxes 250, per m.				1 60	Screws, New List		85			
No. 2 Winchester, boxes 250, per m.				1 60	Casters, Bed and Plate		50&10			
Gun Wads				Dampers, American		50				
Black edge, Nos. 11 & 12 U. M. C.				60	Molasses Gates					
Black edge, Nos. 9 & 10, per m.				70	Stebbin's Pattern		60&10			
Black edge, No. 7, per m.				80	Enterprise, self-measuring		30			
Loaded Shells				Pans						
New Rival—For Shotguns				Fry, Acme		60&10				
Drs. of oz. of Size				Common, polished		70&10				
No. Powder Shot Shot Gauge				Patent Planished Iron						
120 4 1 1/4 10 10				"A" Wood's pat. plan'd, No. 24-27.		10 80				
129 4 1 1/4 9 10				"B" Wood's pat. plan'd, No. 25-27.		9 80				
128 4 1 1/4 8 10				Broken packages 1/4 c per lb. extra.						
126 4 1 1/4 6 10				Planes						
135 4 1/4 1 1/4 5 10				Ohio Tool Co.'s fancy		40				
154 4 1/4 1 1/4 4 10				Sciota Bench		50				
200 3 1 10 12				Sandusky Tool Co.'s fancy		40				
208 3 1 8 12				Bench, first quality		45				
236 3 1/4 1 1/4 6 12				Nails						
265 3 1/4 1 1/4 5 12				Advance over base, on both Steel & Wire						
264 3 1/4 1 1/4 4 12				Steel nails, base		2 75				
Discount 40 per cent.				Wire nails, base		2 30				
Paper Shells—Not Loaded				20 to 60 advance		Base				
No. 10, pasteboard boxes 100, per 100.				72	10 to 16 advance		5			
No. 12, pasteboard boxes 100, per 100.				64	8 advance		10			
Gunpowder				6 advance		20				
Kegs, 25 lbs., per keg.				4 90	4 advance		30			
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.				2 90	3 advance		70			
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.				1 60	2 advance		45			
Shot				Fine 3 advance		70				
In sacks containing 35 lbs.				Casing 10 advance		15				
Drop, all sizes smaller than B.				1 75	Casing 8 advance		25			
Augurs and Bits				Casing 6 advance		35				
Snell's				60	Finish 10 advance		25			
Jennings' genuine				25	Finish 8 advance		35			
Jennings' imitation				50	Finish 6 advance		45			
Axes				Barrel 1/2 advance		85				
First Quality, S. B. Bronze				6 50	Rivets					
First Quality, D. B. Bronze				9 00	Iron and Tinned		50			
First Quality, S. B. S. Steel				7 00	Copper Rivets and Burs		45			
First Quality, D. B. Steel				10 50	Roofing Plates					
Barrows				14x20 IC, Charcoal, Dean		7 50				
Railroad				14 00	14x20 IX, Charcoal, Dean		9 00			
Garden				33 00	20x28 IC, Charcoal, Dean		15 00			
Bolts				14x20 IC, Charcoal, Allaway Grade		7 50				
Stove				70	14x20 IX, Charcoal, Allaway Grade		9 00			
Carriage, new list				70	20x28 IC, Charcoal, Allaway Grade		15 00			
Flow				50	20x28 IX, Charcoal, Allaway Grade		18 00			
Buckets				Ropes						
Well, plain				4 50	Sisal, 1/2 inch and larger		10			
Butts, Cast				Sand Paper						
Cast Loose Pin, figured				70	List acct. 19, '86		dis 50			
Wrought Narrow				60	Sash Weights					
Chain				Solid Eyes, per ton		30 00				
Common				1/2 in. 5-16 in. 3/4 in. 1 in.	Sheet Iron					
BB				7 c. 6 c. 6 c. 6 c. 4 c.	Nos. 10 to 14		\$3 60			
BBB				8 c. 7 c. 6 c. 6 c. 6 c.	Nos. 15 to 17		3 70			
Crowbars				Nos. 18 to 21		3 90				
Cast Steel, per lb.				5	Nos. 22 to 24		4 10			
Chisels				Nos. 25 to 26		4 20				
Socket Firmer				65	No. 27		4 30			
Socket Framing				65	All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.					
Socket Corner				65	Shovels and Spades					
Socket Slicks				65	First Grade, Doz.		6 00			
Elbows				Second Grade, Doz.		5 50				
Com. 4 piece, 6 in., per doz.				net 75	Solder					
Corrugated, per doz.				1 25	1/4 @ 1/2		21			
Adjustable				dis. 40&10	The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.					
Expansive Bits				Squares						
Clark's small, 18; large, 26				40	Steel and Iron		60-10-5			
Ives' 1, 18; 2, 24; 3, 30				25	Tin—Melyn Grade					
Files—New List				10x14 IC, Charcoal		\$10 50				
New American				70&10	14x20 IC, Charcoal		10 50			
Nicholson's				70	10x14 IX, Charcoal		12 00			
Heller's Horse Rasps				70	Each additional X on this grade, \$1.25.					
Galvanized Iron				Tin—Allaway Grade						
Nos. 16 to 20; 22 and 24; 25 and 26; 27.				28	10x14 IC, Charcoal		\$9 00			
List 12 13 14 15 16 17					14x20 IC, Charcoal		9 00			
Discount, 70.					10x14 IX, Charcoal		10 50			
Gauges				14x20 IX, Charcoal		10 50				
Stanley Rule and Level Co.'s				60&10	Each additional X on this grade, \$1.50.					
Glass				Boiler Size Tin Plate						
Single Strength, by box				dis. 90	14x56 IX, for No. 8 & 9 boilers, per lb.		13			
Double Strength, by box				dis. 90	Traps					
By the Light				dis. 90	Steel, Game		75			
Hammers				Oneida Community, Newhouse's		40&10				
Maydole & Co.'s, new list				dis. 33 1/2	Oneida Com'y, Hawley & Norton's		65			
Yerkes & Plumb's				dis. 40&10	Mouse, choker, per doz.		15			
Mason's Solid Cast Steel				30c list 70	Mouse, delusion, per doz.		1 25			
Hinges				Wire						
Gate, Clark's 1, 2, 3.				dis. 60&10	Bright Market		60			
Hollow Ware				Annealed Market		60				
Pots				50&10	Coppered Market		50&10			
Kettles				50&10	Tinned Market		50&10			
Spiders				50&10	Coppered Spring Steel		40			
Horse Nails				Barbed Fence, Galvanized		3 00				
Au Sable				dis. 40&10	Barbed Fence, Painted		2 70			
House Furnishing Goods				Wire Goods						
Stamped Tinware, new list				70	Bright		80-10			
Japanned Tinware				20&10	Screw Eyes		80-10			
Iron				Hooks		80-10				
Bar Iron				2 25 c rates	Gate Hooks and Eyes		80-10			
Light Band				3 c rates	Wrenches					
Nobs—New List				Baxter's Adjustable, Nickleled		30				
Door, mineral, jap. trimmings				75	Coe's Genuine		40			
Door, porcelain, jap. trimmings				85	Coe's Patent Agricultural, Wrought		70&10			
Levels										
Stanley Rule and Level Co.'s				dis						
Metals—Zinc										
600 pound casks				7 1/4						
Per pound				8						
Miscellaneous										
Bird Cages				40						
Pumps, Cistern				75						
Screws, New List				85						
Casters, Bed and Plate				50&10						
Dampers, American				50						
Molasses Gates										
Stebbin's Pattern				60&10						
Enterprise, self-measuring				30						
Pans										
Fry, Acme				60&10						
Common, polished				70&10						
Patent Planished Iron										
"A" Wood's pat. plan'd, No. 24-27.				10 80						
"B" Wood's pat. plan'd, No. 25-27.				9 80						
Broken packages 1/4 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						
20 to 60 advance				Base						
10 to 16 advance				5						
8 advance				10						
6 advance				20						
4 advance				30						
3 advance				70						
2 advance				45						
Fine 3 advance				70						
Casing 10 advance				15						
Casing 8 advance				25						
Casing 6 advance				35						
Finish 10 advance				25						
Finish 8 advance				35						
Finish 6 advance				45						
Barrel 1/2 advance				85						
Rivets										
Iron and Tinned				50						
Copper Rivets and Burs				45						
Roofing Plates										
14x20 IC, Charcoal, Dean				7 50						
14x20 IX, Charcoal, Dean				9 00						
20x28 IC, Charcoal, Dean				15 00						
14x20 IC, Charcoal, Allaway Grade				7 50						
14x20 IX, Charcoal, Allaway Grade				9 00						
20x28 IC, Charcoal, Allaway Grade				15 00						
20x28 IX, Charcoal, Allaway Grade				18 00						
Ropes										
Sisal, 1/2 inch and larger				10						
Sand Paper										
List acct. 19, '86				dis 50						
Sash Weights										
Solid Eyes, per ton				30 00						
Sheet Iron										
Nos. 10 to 14				\$3 60						
Nos. 15 to 17				3 70						
Nos. 18 to 21				3 90						
Nos. 22 to 24				4 10						
Nos. 25 to 26				4 20						
No. 27				4 30						
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.										
Shovels and Spades										
First Grade, Doz.				6 00						
Second Grade, Doz.				5 50						
Solder										
1/4 @ 1/2				21						
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.										
Squares										
Steel and Iron				60-10-5						
Tin—Melyn Grade										
10x14 IC, Charcoal				\$10 50						
14x20 IC, Charcoal				10 50						
10x14 IX, Charcoal				12 00						
Each additional X on this grade, \$1.25.										
Tin—Allaway Grade										
10x14 IC, Charcoal				\$9 00						
14x20 IC, Charcoal				9 00						
10x14 IX, Charcoal				10 50						
14x20 IX, Charcoal				10 50						
Each additional X on this grade, \$1.50.										
Boiler Size Tin Plate										
14x56 IX, for No. 8 & 9 boilers, per lb.				13						
Traps										
Steel, Game				75						
Oneida Community, Newhouse's				40&10						
Oneida Com'y, Hawley & Norton's				65						
Mouse, choker, per doz.				15						
Mouse, delusion, per doz.				1 25						
Wire										
Bright Market				60						
Annealed Market				60						
Coppered Market				50&10						
Tinned Market				50&10						
Coppered Spring Steel				40						
Barbed Fence, Galvanized				3 00						
Barbed Fence, Painted				2 70						
Wire Goods										
Bright				80-10						
Screw Eyes				80-10						
Hooks				80-10						
Gate Hooks and Eyes				80-10						
Wrenches										
Baxter's Adjustable, Nickleled				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.	5
8 gal. each	52
10 gal. each	56
12 gal. each	78
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 60
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70
Churns	
2 to 6 gal. per gal.	6 1/2
Churn Dashers, per doz.	84
Milkpans	
1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6
Stewpans	
1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 10
Jugs	
1/2 gal. per doz.	60
1 gal. per doz.	45
1 to 5 gal., per gal.	7 1/4
Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun	35
No. 1 Sun	36
No. 2 Sun	48
No. 3 Sun	85
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Per Gross.	
Pints	4 25
Quarts	4 50
1/2 Gallon	6 50
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun	1 60
No. 1 Sun	1 72
No. 2 Sun	2 54
Anchor Carton Chimneys	
Each chimney in corrugated carton	
No. 0 Crimp	1 80
No. 1 Crimp	1 78
No. 2 Crimp	2 78
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	1 91
No. 1 Sun, crimp top, wrapped & lab.	2 00
No. 2 Sun, crimp top, wrapped & lab.	3 00
XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.	3 25
No. 2 Sun, crimp top, wrapped & lab.	4 10
No. 2 Sun, hinge, wrapped & labeled.	4 25
Pearl Top	
No. 1 Sun, wrapped and labeled	4 60
No. 2 Sun, wrapped and labeled	5 30
No. 2 hinge, wrapped and labeled	5 10
No. 2 Sun, "small bulb," globe lamps.	80
La Bastie	
No. 1 Sun, plain bulb, per doz.	1 00
No. 2 Sun, plain bulb, per doz.	1 25
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60
Rochester	
No. 1 Lime (65c doz.)	3 50
No. 2 Lime (75c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
Electric	



### Weekly Market Review of the Principal Staples.

**Dress Goods**—Trading has been what might be characterized as stagnant for the most part, although here and there have been recorded some orders for immediate delivery. These for the most part were for certain fabrics or patterns that the buyers went shy of when preparing for this season, and the small lots which they selected have been wholly or nearly all disposed of even with the comparatively small retail buying. Very naturally the buying for fall has not been, and at this season of the year is not expected to be, very brisk. Furthermore, this condition is expected to continue for some weeks yet. The jobber is out of the market as far as his first purchases are concerned and he is liable to wait even longer than usual because of a natural uncertainty in regard to trend of styles. The large retailers who make their purchases in the primary market will probably be ready to do business before long from this source. Here, however, there may be a longer delay than usual, owing to the effect the late spring has had on the retail trade.

**Woolen and Worsteds**—The situation has shown little signs of clearing in the case of woolens and worsteds, but there is a general feeling in the market that woolens will not fare so badly after all, certainly not as badly as was thought likely to be the case a few weeks after the lines had been opened, and when cancellations of woolens came in so quick and strong; at the same time it is thought pretty sure that worsteds will be in pretty good favor. The fate of mercerized worsteds will not be known for some time, for the greatest caution will be exercised in regard to these goods and just how matters will turn out is exceedingly uncertain. Probably those lines that contain real merit in both quality and design will receive their full quantity of business, but those which depend upon designs only and have been slighted as to quality will come out the small end of the horn no matter what the initial buying promised.

**Cloakings**—The cloaking buyers are taking practically no interest in the primary market to-day, compelled as they are to await style developments before they can come to any conclusions themselves. The initial orders for plain cloakings were considerably in excess of those of fancy, yet this means nothing for the future. Some of the buyers state that they see signs which indicate developments along the lines of fancies, but matters are not clear enough yet to warrant them in buying on this supposition. Some fair quantities of zibelines were purchased not long ago and coverts and kerseys are thought to be pretty safe fabrics. Rainproof fabrics are considered pretty sure, as the demand season

after season has increased in those lines irrespective of the trend of fashion and otherwise.

**Knit Goods**—A better grade of knit goods is required by the trade. In nearly all sections of the country customers are willing to buy a better quality than they have been buying in the past. Merchants should not forget this fact and should urge attention of customers to their better grades. This can be done by displaying the better grades. It can also be done by coaching the sales staff to urge the merits of better goods. Larger sales will result from such methods on the part of merchants. If salespeople are diplomatic and have proper instructions the returns will be satisfactory for the efforts expended. In illustration of this there is a line of men's underwear which is appealing to a certain class of trade. The mesh garment is accepted by some people as possessing merit. If these goods are exhibited in the show windows, talked of in the advertisement and urged upon the attention of the trade by salespeople more of them will be sold. There are other and higher qualities of regular lines that deserve similar treatment. The trade is willing to experiment now regarding higher priced merchandise than heretofore. This is because the people are in better circumstances financially. It will not be forgotten by merchants that the more higher priced, better grade goods sold the greater will be the profits.

**Carpets**—The continued unfavorable weather has delayed cutting up, but distributors hope that favorable weather will enable them to do an average business. Manufacturers who confined their sales to jobbers report a good business. Those who made it a practice to sell to retailers as well as to jobbers, not only during the past season, but also in past years, have not fared so well. One large manufacturer, who has made a practice of selling to the retail trade, has sent out stock sheets of the present season's goods now on hand. Judging by the number of pieces of each pattern mentioned on the sheet he must be well loaded up with a great part of his production of three-quarter goods for last season. Ordinarily such a condition would have a disturbing effect on the opening prices of the coming season, but at the present time no one is troubling himself about the surplus stock this manufacturer may be carrying or trying to work off through bargain sales in department stores. For a few seasons past white wool, suitable for light-colored velvets and tapestry carpets, has been scarce and manufacturers have been obliged to produce patterns in dark colors, principally reds and greens. These colors have become so common that a change was necessary and next season's goods will show moderate colors. The very fact that the manufacturer who has a large stock of the past season's goods on hand is trying to work them off through department stores' bargain sales shows that he considers that they will not be a factor in setting the prices of the coming season.

## Summer Underwear

Don't get caught waiting too long in placing your order for Summer Underwear. We are in position to show you one of the most complete lines in Michigan in Gents', Ladies' and Children's Underwear.

Ladies' Underwear we have in long sleeves, short sleeves and sleeveless.

Children's Underwear in long sleeves and short sleeves

Gents' Underwear in jersey ribbed and balbriggan in all grades and prices.

Write For Samples

**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

## Wrappers



We still offer our line of fancy mercerized Taffeta Wrappers in reds, indigos, light blues and blacks; also full standard Prints and Percalés; best of patterns in grays, blacks, indigos, light blues and reds, sizes 32 to 44, at \$9.

Also a line of fancy Print Wrappers in light colors, Simpson's and other standard goods, lace trimmed, at \$10.50.

Our usual good line of Percalé Wrappers in assorted colors, \$12.

We solicit your patronage.

**Lowell Manufacturing Co.**

87, 89 and 91 Campau St.

Grand Rapids, Michigan



**Art Squares**—One of the novelties shown this season is the Algerian art square, made from cocoa fibres in sizes as large as 10x14 feet. These are imported goods and the colors are solid, largely green and red, but in some the solid red or green centers are broken by irregular diamond figures in yellow and dark blue.

#### Duty of the Retail Clothier in the Present Emergency.

Referring to the open shop resolutions adopted by the National Association of Clothiers, representing 95 per cent. of the clothing output of the United States, Men's Wear remarks:

It is possible that some of our readers will feel the effect of the resolutions passed by the National Association of Clothiers at Philadelphia. The National organization came out openly and strongly in favor of the open shop.

Everyone identified with the clothing business knows how handicapped the manufacturers have been during recent years by the increasing restrictions which the unions have put on them. It is not too much to say that those houses which have had no union affiliations have fared better than those which have been tied up and forced to comply with the union exactions. Everyone recognizes that the merit of the product of leading manufacturers without the label stands higher than the product of any manufacturer pushing goods bearing the union label. In other words the pre-eminently successful clothing manufacturers of the United States are those who have individualized their business, and who have been free from union domination. Therefore when the National body decides in annual convention that further tolerance of the restrictions which the unions have placed upon manufacturing facilities is unbearable, and when it is further considered that those houses outside the lines of union interference have enjoyed the greatest prosperity, from both these facts the conclusion is natural that the National Association, in passing the resolutions it did, did a wise and good thing and to the advantage of the whole trade.

We do not believe any live retailer cares to have the union dictate to him how to run his business. We do not think the proprietors of any successful American institution, whether a small store or a large store, a small factory or a large factory, want to be told that they can do this, or can not do that, that they must work just so long, and that they must not attempt this or that even to accommodate a good customer. When the success of our nation has resulted from permitting the genius of the individual to be free to evolve its own success, continued un-American union dictation becomes impossible. There is no one thing that has made the American Nation so strong to-day as the fact that each man and woman has been at full liberty to do what he or she deemed wisest, and the result has been that we have outstripped the old nations of the world in power, wealth, intelligence and happiness. There is no reason why there should

not be labor unions, but the hampering restrictions constantly insisted upon by them make the unions, as at present conducted, inimical to the best interests of every intelligent and ambitious man and woman in the United States.

As indicating the feeling of successful retail merchants we reproduce the following letter which explains itself. It is particularly significant just as the traveling men are getting away on their trips. For various reasons we have suppressed the name of the retailer and the clothing manufacturer:

"I had a visit from a union labor delegate from Rochester the other day, but I turned him down. However, I do not know what action the local union will take in the matter, but I informed this gentleman that I was not dictating to — how they should conduct their business. There are several more firms besides — on the unfair list, and I thought that your firm should know what was being done so I just post you. I am going into town in a week or ten days and I will have a talk with you then."

The boycott is no longer effective, at least not against shrewd merchants. Here and there some retailer may get scared temporarily, but generally the boycott is, so to speak, passe. Even admitting for argument's sake it is not, practically all Rochester and all Philadelphia are being boycotted and yet one very important house in the first named market is doubling its manufacturing capacity! This fact speaks volumes, for business men do not act without duly weighing every contingency and hundreds of thousands of new dollars would not be put into another plant unless people wanted the clothing it would produce. This house has a pretty big capacity to-day, \$3,000,000, and to double this up means orders. When the union's ineffectual attempt to successfully boycott the few or many (whichever way you choose to look at it) is considered, what chance of success can it have in boycotting everyone? This is what it means to force the issue now. What a pity it is that the union can not see its folly and not attempt the impossible. There is no objection, as generally admitted, to labor unions properly conducted, but the situation is impossible when a union attempts to usurp the position and privileges of the man who has through years of effort accumulated capital and seeks to control this capital and to dictate the spending of it.

A few times in the history of the world has this been attempted, but the French Revolution did not last long. This is a selfish world. It has been pushed forward by the effort of the individual, and until human nature is changed the process will continue.

It is hoped that the union leaders will see the futility of attempting to force the issue. If they are wise they will see the point. Let us hope that they will.

A cigar isn't always what it is puffed up to be. The same may be said of a man.

#### What the Union Label Stands For.

Some clothing manufacturers having more interest in dollars than in the freedom of their employes or even their own freedom, deliberately deprive themselves from hiring and prevent honorable citizens from practicing their calling and supporting their families by making contracts to employ only members of a certain "order."

Is this consistent with American citizenship?

The manufacturer who thus deliberately deprives himself of his rights and the rest of his fellow citizens of their rights can be distinguished by the "label" upon his product.

The label signifies nothing but subservience to unionism.

This label has been and is used to exploit cheap clothing. The more trashy the product the more need of the label. In fact, the "label" sells this sort of goods. The retailer is the best judge of what the union label on clothing stands for. In the main it stands for cheap clothing.

Cheap clothing means low wages. Low wages mean the sweat shop.

Overlooking the advertising force of the customer is a serious mistake. A satisfied customer talks—so does one that is dissatisfied.

We Are Distributing  
Agents for Northwest-  
ern Michigan for

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

**Paints, Varnishes  
and Colors**

and

**Jobbers of Painters'  
Supplies**

We solicit your orders. Prompt  
shipments

**Harvey &  
Seymour Co.**  
GRAND RAPIDS, MICHIGAN

## THIS IS IT

An accurate record of your daily  
transactions given by the

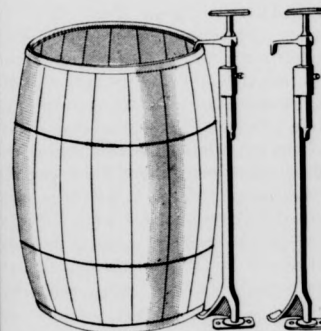


**Standard Cash Register Co.**

4 Factory St.,

Wabash, Ind.

## ATLAS ADJUSTABLE BARREL SWING



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

Stands for Strength, Durabil-  
ity, Cleanliness, Convenience.

For sale by wholesale grocers.

**Atlas Barrel Swing Co.**  
Petoskey, Mich.

## Hocking Dry Measure and Bag Filler (Bottomless)

If you could lift this measure you would see the apples dumped—in the bag—at one stroke—and measured without tearing the bag or spilling the apples on the floor.

You would save two apples in the heap, that pays for the bag. Don't amount to much, but how much do you pay for paper bags in a year? Do you see the point?

If you can't get the Hocking measures of your jobber or paper house, a postal gets them from us.

Price for four piece set, including peck, one-half peck, one-quarter peck, one-eighth peck, heavy galvanized sheet steel.....\$2 25

**W. C. Hocking & Co.**  
11-13 Dearborn St., Chicago, Ill.





Michigan Knights of the Grip  
President, Michael Howarn, Detroit;  
Secretary, Chas. J. Lewis, Flint; Treasurer, H. E. Bradner, Lansing.

United Commercial Travelers of Michigan  
Grand Counselor, J. C. Emery, Grand Rapids; Grand Secretary, W. F. Tracy, Flint.

Grand Rapids Council No. 131, U. C. T.  
Senior Counselor, S. H. Simmons; Secretary and Treasurer, O. F. Jackson.

#### How Not To Get the Best Service Out of Men.

Retailers are not the only persons in the merchandise trade who make mistakes in handling their sales forces. Many larger institutions than the average retail concern are guilty of almost inexcusable blunders in dealing with the men who sell the goods.

To an impartial observer it is clearly evident that many so-called sales managers have missed their calling. They lack knowledge of men, of human nature, and good methods of keeping their men enthused and feeling right. They write letters much as if they were talking to a wooden Indian instead of a being of flesh and blood and feelings. Some of these blunder workers have had no experience on the firing line. Others have been there but have forgotten some of the essentials they learned in those earlier days. Others seem to be entirely lacking in judgment.

Not long ago an energetic salesman whose record year in and year out speaks volumes in his praise, had a "red letter" day. Everywhere he went success seemed to smile on him. He sold retailers splendid orders and wound up the day with a fine business from the jobbers. Of course, he was feeling elated at night.

The next day he devoted to cleaning up odds and ends, which is slow work, and being all small orders the aggregate was not large. On his work in that particular place he naturally expected to receive a nice word from the house. He deserved it. Any sales manager with an eye to business would have known that right there a good strong letter, full of appreciation and encouragement, would mean dollars for the house. It would steam that salesman up to greater and still better effort.

This is what the salesman received: We are in receipt of your report for Wednesday and also for Thursday. It looks as if you were so much elated over your Wednesday's record that you did not consider it necessary to work on Thursday. Please bear in mind that it is the steady worker who saws the most wood.

What a great head! What a powerful brain! What a far-seeing individual that sales manager must be! What a splendid inspiration he is to those loyal hustlers on the road who help maintain him in his position.

The sales manager who takes account of human nature in handling the various members of his staff, be it large or small, is the most successful. In any business the manager

who keeps close to his force, who is willing to encourage them at the right time as well as levy firm and friendly criticism at other times, gets the best results. In the instance referred to above the sales manager actually discouraged one of his best men, where, with a little sense and consideration, he could have greatly encouraged him. There are others like him, but happily there are many who are not.—Commercial Bulletin.

#### Alcoholic Drink Seldom Beneficial to Human Beings.

The committee of fifty scientists which has for ten years been studying the liquor question has issued its fourth preliminary report in two volumes. The following are the main conclusions drawn: Effects of moderate or occasional use of alcoholic drinks differ with individuals, age, occupation and climate. With the majority of occasional moderate drinkers no special effect upon health seems to be observed by themselves or their physicians.

In some such cases drinking is harmful; in a few it is thought to be beneficial. Eighty per cent. of the leading brain workers of the United States use alcoholic drinks occasionally or regularly or in moderation. The use of such drinks to stimulate mental effort gives, on the whole, bad results. Even occasional or moderate use is likely to be harmful to young persons, mainly because of the danger of its leading to excess. Among diseased or infirm persons over 50 years of age, alcoholic beverages, while sometimes useful, should be taken, if at all, with the last meal of the day. "Fine old whiskies" and "fine old brandies" are nearly as likely to produce injurious effects as are the cheaper sorts, if taken in the same quantities.

In moderate quantities, beer, wine and diluted whisky have a certain food value, but they are seldom used for food purposes—rather for their effect on the brain. In large quantities, they are poison. Alcoholic drinks in moderate quantities may be useful as restoratives in fatigue after work is done, but they often produce depression and harmful results when used just before and during labor, physical or mental.

The man who is always telling what a lot of good he would do if he had money never has any.

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

#### 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

LIVINGSTON HOTEL



The steady improvement of the Livingston with its new and unique writing room unequalled in Mich., its large and beautiful lobby, its elegant rooms and excellent table commends it to the traveling public and accounts for its wonderful growth in popularity and patronage.

Cor. Fulton & Division Sts., Grand Rapids, Mich.

When in Detroit, and need a MESSENGER boy send for

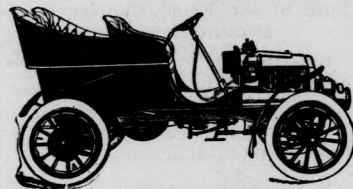
#### The EAGLE Messengers

Office 47 Washington Ave.

F. H. VAUGHN, Proprietor and Manager

Ex-Clerk Griswold House

#### 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.



#### 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.



### Three New Members Added to the Host.

Grand Rapids, May 9—Grand Rapids Council, No. 131, U. C. T., held a regular meeting Saturday evening, May 7. There was a good attendance and plenty of interest taken in the business of the Council. Applications from three commercial travelers were received and referred to the Investigating Committee.

Daniel Cleland, of Coopersville, and James C. Van Heulen and Walter F. Ryder, of this city, were initiated.

The boys are making great preparations for attending the annual meeting of the Grand Council, which convenes in Jackson May 20 and 21. They expect to have special cars for the party. The railroads have granted a concession of one fare for the round trip, good returning up to and including May 23.

One of the happy surprises of the evening was when Senior Counselor S. H. Simmons recited the poem, About Ben Adam, as part of the lecture during the initiation. It was rendered as only Sam can render it and made a decided hit and added much to the interest and impressiveness of the work.

W. S. Burns added another laurel to the wreath which already adorns his brow by announcing that he had been successful in educating one hotel man to the fact that a commercial traveler's money is worth one hundred cents on the dollar; in other words, that he should not pay twice as much for a meal as any one else.

Taken all in all the meeting was an enjoyable one and of great good to those in attendance.

The Grand Council would like to see Grand Rapids Council well represented. We have the largest Council in the State and are hustling every minute to keep it ahead. Jackson has gone to a good deal of trouble and expense to give the boys a good time, so turn out a good big crowd and go to Jackson to show them we are sincere and willing to help them spend their money.

Members of the U. C. T. are entitled to round trip tickets for themselves and the immediate members of their families at one fare, but not less than 1½ cents per mile in each direction, plus 25 cents for each, providing that certificate is delivered to agent at office where said ticket is purchased May 19 or 20, and provided further that such ticket is good on date of sale only and is limited to return on and including May 23.

### Gripsack Brigade.

Henry S. Bingham, who has represented the Buhl Sons' Co., of Detroit, for the past twenty-nine years, has resigned.

Edward DeBeers, formerly on the road for the Budlong Pickle Works, has taken the position of Central Michigan salesman for W. J. Quan & Co., Chicago.

C. P. Reynolds, manager of the U. C. T. base ball team, has arranged for a ball game to be played at Reed's Lake Saturday, May 14, at 3 p. m., with Majestic or G. R. & I. teams. Everybody and their friends are invited to come out and root.

J. W. Thorn, the veteran traveling salesman who pulled off the road a few months ago to engage in the mercantile business at Bennington, has yielded to the attractions of the road and resumed his old territory for the Kalamazoo Railway Supply Co.

H. E. Staples, who is a traveling salesman in the employ of Armour & Co., has been transferred from West Virginia, where he has been stationed for the last year, to Michigan, with headquarters at Cheboygan. Mr. Staples' family is moving to that city from Parkersburg, W. Va.

Wm. T. Merritt, for the past sixteen years engaged as Western traveling salesman for the Alabastine Co., died at the family residence, 283 Goodrich street, May 7, as the result of tuberculosis. Deceased was born in Cayuga county, New York, June 9, 1843, removing to Grand Rapids with his parents when a small child, where he was reared to manhood. He enlisted in the Second Michigan Cavalry in 1861, serving all through the war, a portion of the time as First Lieutenant and Adjutant. He traveled on the road for thirty-four years, being one of the oldest men in point of service in the city. He came home from his last trip March 8, suffering from tuberculosis, and although he was not bedridden any of the time he gradually grew worse until death came to his relief. The funeral was held at the family residence on Monday, the services being conducted by the Rev. John N. McCormick. The interment was in Oak Hill cemetery.

### Considering the Establishment of Automobile Service.

Pontiac, May 10—The suggestion made by Mayor Riker in his first annual address to the Common Council Monday evening, in reference to Pontiac securing a greater share of the trade of Oakland county, bids fair to bear results in the very near future. At the conclusion of the Council meeting there was an informal discussion of the matter and it was the opinion of all the members that something should be done along this line.

Alderman P. H. Monroe called attention to the possibility of an automobile service between this city and Rochester which the Council believed would prove a good investment, not only for the city at large but for those who would engage in the passenger traffic. Mr. Monroe, who is President of the Pontiac Body Co., related that he has been figuring on an automobile truck to be used for carrying bodies to Detroit. As far as he has been able to secure estimates he believes that a truck for freight purposes could be constructed for about \$800. This would be forty horse power and capable of a speed of fifteen miles an hour.

As applied to passenger traffic between this city and Rochester the opinion was expressed that passenger transportation could be provided at no very great expense.

While Pontiac is only twelve miles distant from Rochester train and car service between the two places is not satisfactory. Train service is pro-

vided by the Air Line division of the antiquated Grand Trunk and consists of two trains each way, daily except Sunday. The electric service is that supplied by the Pontiac and Flint divisions of the United Railway. To go by electric car from Pontiac, a passenger must first go to Royal Oak where he can get a car for Rochester. The distance by way of Royal Oak is 28 miles, more than twice the distance in a direct line.

The question of the organization of a Business Men's Association was also discussed. The opinion prevailed that such an organization would be of benefit in the way of securing the location of new enterprises here.

### The Boys Behind the Counter.

Petoskey—W. A. Garrison, formerly of Levering, has taken a position in the furnishing goods department of the store of S. Rosenthal & Sons.

St. Louis—Joseph Demers, who has long been long associated with D. E. Harrison in the clothing and men's furnishing goods business in this city, has resigned his position to take a more lucrative position with Heavenrich Bros. & Co., at Saginaw.

Cedar Springs—Glenn Easton has taken a position in Skinner's drug store.

Adrian—Fred B. Andrews has severed his connection with the City Pharmacy and taken a position in Lee B. Millard's drug store.

Traverse City—John Barnes, a druggist of Big Rapids, has taken a position in this city with the Johnson Drug Co.

Port Huron—J. E. McAllister, who has been a clerk at Knill's Central drug store, has accepted a position in Parke, Davis & Co.'s establishment in Detroit.

Kalkaska—Robert Merrifield has taken a position with C. W. Prevost, the hardware dealer.

Quincy—Ward W. Allen is now salesman at J. D. Van Orthwick's grocery, having resigned the position that he has held for the past four years at D. W. Young's grocery.

Calumet—James Prideaux, who for the past eighteen years has been in the employ of the E. F. Sutton Co., Lake Linden, and S. D. North & Son, Quincy, has taken a position with W. H. Hosking & Co. Mr. Prideaux will be employed as window trimmer and general utility man.

In a recent address before the Michigan Municipal League, Dr. Victor C. Vaughan estimated the annual loss in this country due to typhoid fever at \$50,000,000. He said the total number of cases of this disease in the course of the year was about 500,000, of which 50,000 terminated fatally. Placing a valuation of one thousand dollars on each life, he arrived at the total given above. The doctor said that this terrible death list should have no existence, for by the exercise of proper care and precautions, all of these lives might be saved.

H. H. Herrick, traveling representative National Biscuit Co., Elkhart, Ind.: I have been a subscriber to your paper for about fifteen years and consider it the best all-round trade journal published.

### After the Armour Car Lines.

A representative of the Interstate Commerce Commission has been in the city during the past week investigating the complaints filed with the Commission by shippers at Sparta and Paw Paw relative to the transportation of Michigan fruit by the Armour Car Lines.

The Commission is uncertain whether it has the power to reform the abuses charged, but it was determined that the matter should have the fullest public investigation. All the fruit dealers vitally affected by the monopoly are anxious to go to Chicago and lay the matter before the Commission at the hearing on June 3.

It is charged that by an arrangement with the railroads the Armour Car Line has secured and has maintained for years a practical monopoly of the fruit-carrying trade of the entire State. Knowing that shippers are unable to procure any other cars for their fruit, the Armour Car Lines are charged with imposing exactions which are burdensome, and which have to a large extent throttled the development of the fruit industry of Michigan.

The railroads, as well as the shippers, are said to be in the power of the private car monopoly. The chief complaint of the fruit interests is regarding rates. It is stated that for an indifferent service the shippers are compelled to pay rental as high as \$45 a car and never below \$20. In addition they are forced to pay the company exorbitant prices for icing the cars, the sums ranging from \$10 to \$25 per car.

The alleged exactions of the company are said in some cases to amount in the aggregate to a substantial per cent. of the value of the shipment. At any rate the profit left to the shipper is so small that no effort is made to increase the fruit traffic of the State.

Protests from the shippers are met with the reply: "If you do not like it get other cars." An effort to follow the advice discloses the fact that there is no other car line engaged in the traffic and that the cars which the railroads supply are unfit for service. Formerly, it is stated, the Armour Car Lines iced the cars at actual cost, whereas now they are said to charge two and three times the cost and to make a handsome profit from this item alone.

The general character of the service provided by the car lines is also attacked. It is stated that cars are sent whenever it pleases the company to send them, no matter what the exigencies of the shipper may be. The railroads also pay the car lines alleged excessive compensation called "mileage" for the privilege of hauling the cars.

Before you criticise another person for failing to do his duty size yourself up carefully and see whether you have done your duty yourself.

It is mighty hard for a man with a ripe boil on the back of his neck to take a philosophical view of the situation.





**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, Freeport.  
 Secretary—W. H. Burke, Detroit.  
 Treasurer—J. Major Lemen, Shepard.  
 Executive Committee—D. A. Hagans, Monroe; J. D. Muir, Grand Rapids; W. A. Hall, Detroit; Dr. Ward, St. Clair; H. J. Brown, Ann Arbor.  
 Trade Interest—W. C. Kirchgessner, Grand Rapids; Stanley Parkhill, Owosso.

#### Fresh Stock the Druggists' Best Advertisement.

How often, when a failure occurs in any line of business, it is discovered that a large amount of the stock on hand is old, obsolete and unsalable? It would seem that this very condition of affairs would justify a careful search for the cause and the application of the proper remedy. Is not the whole situation explained by this one fact, that when a new supply of goods is received by the average merchant it is piled or dumped upon the old, thus leaving the original supply as a perpetual corner-stone for successive pyramids of fresh goods? Under these conditions, it is not surprising that a certain amount of goods would become shopworn, faded, stale and useless. No matter what the kind of goods, when a new lot arrives, that which is on hand should be carefully removed and the fresh supply put in the place assigned to it. The old lot should either be placed on top or otherwise arranged so as to be the first that is sold. This rule should be applied to every class of goods, whether sold by the yard, pound or piece. This method, properly observed, guarantees a continuous rotation of stock and will keep everything neat, fresh and attractive. Old stock should not be tolerated by any druggist that desires to keep abreast of the times and effectively meet his competitors. When new stock of a certain character is received it is the general custom to mark it with both the cost and selling prices. Equal care should be taken to mark, along with the other figures, the date of its receipt. When the annual or semi-annual inventory is taken, every article in the store should be itemized, and opposite, in parallel columns, there should be noted the cost price, the selling price and the date it was placed in stock. After the inventory has been completed it should be carefully analyzed and separated into sections. Every article over six months old should be at once moved, even at a sacrifice if necessary. Of course, the character of the goods will determine the length of time that their retention on the shelves will be safe. Fresh, clean and attractive looking stock is a druggist's best advertisement. It

indicates his enterprise and judgment as nothing else can, and it is certain to attract the attention of his patrons and command trade.

Thomas W. McLain.

#### Regulating Prices in Germany.

If you are a German you are not allowed to sell below cost price to the injury of your fellow traders. It is in Germany regarded as an "offense against good manners." Paragraph 826 of the Code of Civil Law, which deals with the matter, reads as follows: "Whoever wilfully does another an injury in a way offending against good manners is bound to compensate the other for the damage." A German contemporary narrates an edifying story of this kind in Dusseldorf, and the fate that befell the seller. According to this account a proprietor of some stores in Dusseldorf persisted in selling a certain soap powder at a price against which the local oil and colormen found it impossible to compete. The soap powder manufacturer informed the stores that, as the stuff was being sold at 37 pfennigs for three packets, the minimum selling price according to the terms of the manufacturer being 45, no more powder could be delivered. Whereupon the proprietor got supplies indirectly, and went on selling as before, but not for long, since five oil and color warehousemen who were being badly hit brought an action against him on the strength of the paragraph cited above, and, what is more, got the verdict. The Court sentenced the seller to pay the plaintiffs 1,200 marks, together with 4 per cent. interest, calculated from the time when the action was begun, mulcted him in all legal costs, and made it known that he would be fined again for every future case of selling below the minimum price.

#### Crab Apple Blossoms Not a Trade Mark.

Some time ago the Crown Perfumery Co., of London and New York, brought an action against Lazell, Dalley & Co. to restrain them from using the words "Crab Apple Blossoms" as a name of a perfume. The Hon. Chas. F. Brown, referee, says: "In my opinion the plaintiff must fail in his action for the reason that the words which he claims to have appropriated as a trade mark are misleading and deceptive in that they are calculated to convey to purchasers the impression that the perfume is made from crab apple blossoms or contains as an ingredient extract from them.

"That when the owner of a trade mark applies for an injunction to restrain the defendant from injuring his property by making false representations to the public, it is essential that the plaintiff should not, in his trade mark or in his advertisements and business, be himself guilty of any false or misleading representations; that if the plaintiff makes any material false statement in connection with the property which he seeks to protect, he loses his right to claim the assistance of a court of equity; that where any symbol or label claimed as a trade mark is so constructed or worded as to make or

contain a distinct assertion which is false, no property can be claimed on it, or in other words, the right to the exclusive use of it can not be maintained.

"It is conceded in this case that crab apple blossoms do not enter into the composition of the plaintiff's perfume at all. The fact that the perfume does not contain any extract of the blossoms of the crab apple tree is the basis of the plaintiff's claim to the trade mark, for, of course, it is conceded that a person can not have a trade mark in the name of a flower the use of which, as applied to a perfume, would express truly the sources from which the perfume was derived.

"Words are said to be descriptive when they are used to signify a fact, and when they do signify a fact which others may by the use of them express with equal truth, others have an equal right to use them for that purpose.

"In the first place the word used is not 'blossom,' but 'blossoms.' The argument would be plausible if the perfume were known as crab apple blossom; but it is not; it is called 'Concentrated Crab Apple Blossoms.' I think the fair import of that expression and the use of the plural 'blossoms' are that crab apple blossoms in a condensed or concentrated form are contained in the perfume.

"The argument of the learned counsel, however, rests upon the assumption that the name was a proper one to be given to a perfume. This, it seems to me, evades the whole question in controversy. The words are either descriptive of the perfume or deceptive and misleading. In neither case can the right to their exclusive use as a trade mark be maintained."

#### Medical Saline Solution.

It is quite customary among physicians and physiologists to refer to the physiological 0.6 per cent. salt solution as "normal saline solution." The Pharmaceutical Journal claims that this is liable to be confounded with the chemist's normal volumetric solution of sodium chloride which has occasionally been supplied for physiological purposes when normal saline solution was asked for. In one case the patient died; in the other the result is unknown.

Physiological salt solution is usually wanted in a hurry, and it is quite likely that in the confusion such an error might be made. As the chemical normal saline solution is nearly ten times as strong as the physiological solution, disastrous results are likely to happen. Since this chemical saline solution is but one of a series of volumetric solutions, each of which is styled "normal," chemists can hardly be asked to change the name. It would, therefore, be better for physicians not to use the term "normal" saline solution, as applied to the 0.6 per cent. solution of sodium chloride for physiological purposes, and to adhere carefully to the term "physiological" or "medical" salt solution.

It is easier to get a poor wife than a good cook.

#### Horseradish Cure.

A prominent merchant said: "I have been reading in the papers that John D. Rockefeller has been cured of stomach trouble by playing golf. That is true to a certain extent, but the great cure was common, everyday horseradish.

"I happen to know Mr. Rockefeller. When he was in Colorado—I think it was over a year ago—he weighed 140 pounds. To-day he weighs 176 pounds, and is in good health. The papers told of how he offered \$1,000,000 for a cure. I don't think that statement was true, but he received thousands of cures. So many of the letters contained the suggestion of horseradish that he took it up, and with the outdoor work, soon conquered his troubles. I am having pretty good luck, as I am getting better. I have been suffering from the same trouble—same trouble as Mr. Rockefeller has had for a good many years. I buy the root and nibble away at it, and get relief within a few minutes."

A local horseradish dealer said that a number of persons come to his stand daily and buy the root of horseradish and eat it for stomach trouble.

#### The Drug Market.

Opium—Is still very dull and weak.  
 Quinine—Is unchanged.  
 Morphine—Is steady.  
 Carbolic Acid—Is very firm at the advance.

Russian Cantharides—Are scarce and advancing.

Cod Liver Oil—Is tending lower on account of the large catch and production.

Menthol—Is sold below cost of importation.

Oil Peppermint—Is in good demand and very firm.

American Saffron—Continues very scarce and high.

Gum Camphor—Is quiet at last decline, but everything favors higher prices.

Goldenseal Root—Continues scarce and has further advanced.

#### WAIT FOR THE BIG LINE

#### FIREWORKS



Flags,  
Torpedo  
Canes

and all Celebration Goods

No other line is so complete.  
 Wait for traveler or order by mail.  
 Prices right.

PUBLIC DISPLAYS for any amount supplied on short notice.

FRED BRUNDAGE

32-34 Western Ave. MUSKOGON, MICH.

#### FOR SALE

Soda Fountain, good as new. Cost \$450.00—will sell for \$60.00 and ship on approval. Address

"Soda"  
 Care Michigan Tradesman



## WHOLESALE DRUG PRICE CURRENT

Advanced—  
Declined—

Acidum		Erechthites		Tinctures	
Aceticum	60 8	Erechthites	4.25@4.50	Aconitum Nap's R	60 8
Benzoinum, Ger.	70@ 75	Erigeron	1.00@1.10	Aconitum Nap's F	60 8
Boricum	60 17	Gaultheria	2.50@2.60	Aloes	60 8
Carbolicum	26@ 29	Geranium	oz. 75	Aloes & Myrrh	60 8
Citricum	38@ 40	Gossypil. Sem gal	50@ 60	Arnica	60 8
Hydrochlor	3@ 5	Hedeoma	1.40@1.50	Assafoetida	60 8
Nitricum	8@ 10	Juniper	1.50@2.00	Atropine Belladonna	60 8
Oxalicum	12@ 14	Lavendula	90@2.75	Aurant Cortex	60 8
Phosphoricum, dil.	42@ 45	Limonis	1.50@2.25	Benzoin	60 8
Salicylicum	14@ 15	Mentha Piper	4.25@4.35	Benzoin Co	60 8
Sulphuricum	14@ 15	Mentha Verid.	2.00@5.50	Barosma	60 8
Tannicum	1.10@1.20	Morruhuac, gal.	2.00@3.50	Cantharides	60 8
Tartaricum	38@ 40	Myrica	4.00@4.50	Cardamom	60 8
Ammonia		Olive	75@2.00	Cardamom Co	60 8
Aqua, 18 deg.	4@ 6	Picis Liquida	10@ 12	Castor	60 8
Aqua, 20 deg.	6@ 8	Picis Liquida gal.	oz. 35	Catechu	60 8
Carbonas	13@ 15	Ricina	90@ 94	Cinchona	60 8
Chloridum	12@ 14	Rosmarini	oz. 21	Cinchona Co	60 8
Aniline		Succin	5.00@5.00	Columba	60 8
Black	2.00@2.25	Sabina	90@1.00	Cubebae	60 8
Brown	80@1.00	Santal	2.75@7.00	Cassia Acutifol	60 8
Red	45@ 50	Sassafras	85@ 90	Digitalis	60 8
Yellow	2.50@3.00	Sinapis, ess. oz.	oz. 65	Erigeron	60 8
Baccae		Tigil	1.50@1.60	Gentian	60 8
Cubebae	22@ 24	Thyme	40@ 50	Gentian Co	60 8
Juniperus	5@ 6	Thyme, opt	oz. 20	Gulaca	60 8
Xanthoxylum	30@ 35	Theobromas	15@ 20	Gulaca ammon	60 8
Balsamum		Potassium		Hyoscymus	60 8
Cubebae	12@ 15	Bi-Carb	15@ 18	Iodine	60 8
Peru	oz. 15	Bichromate	13@ 15	Iodine, colorless	60 8
Terabin, Canada	60@ 65	Bromide	40@ 45	Kino	60 8
Tolutan	45@ 50	Carb	12@ 15	Lobelia	60 8
Cortex		Chlorate po 17@19	16@ 18	Myrrh	60 8
Ables, Canadian	18	Cyanide	34@ 39	Nux Vomica	60 8
Cassiae	12	Iodide	2.75@2.85	Opil	60 8
Cinchona Flava	18	Potassa, Bitart pr	30@ 32	Opil, comphorated	60 8
Euonymus atro.	30	Potass Nitras opt	7@ 10	Opil, deodorized	60 8
Myrica Cerifera	12	Potass Nitras	6@ 8	Quassia	60 8
Prunus Virgin.	12	Prussate	23@ 28	Rhatany	60 8
Quillaja, gr'd.	14	Sulphate po	15@ 18	Rhel	60 8
Sassafras, po. 18	14	Radix		Sanguinaria	60 8
Ulmus	25, gr'd.	Aconitum	20@ 25	Serpentaria	60 8
Extractum		Althae	30@ 33	Stromonium	60 8
Glycyrrhiza Gla.	24@ 30	Anchusa	10@ 12	Tolutan	60 8
Glycyrrhiza, po.	28@ 30	Arum po	oz. 25	Valerian	60 8
Haematox	11@ 12	Calamus	20@ 40	Veratrum Verde.	60 8
Haematox, is.	13@ 14	Gentiana	12@ 15	Zingiber	60 8
Haematox, 1/4s.	14@ 15	Glycyrrhiza pv 15	16@ 18	Miscellaneous	
Haematox, 1/4s.	16@ 17	Hydrastis Cana.	oz. 15	Aether, Spts Nit 3	30@ 35
Carbonate Precip.	15	Hydrastis Cana.	oz. 15	Aether, Spts Nit 4	34@ 38
Citrate and Quinia	2.25	Hellebore, Alba.	12@ 15	Alumen, gr'd po 7	3@ 4
Citrate Soluble	75	Inula, po	18@ 22	Anatto	40@ 50
Ferrocyanidum S.	40	Ipecac, po	2.75@2.80	Antimoni, po	4@ 5
Solut. Chloride	15	Iris plox	35@ 40	Antimoni et Po T	40@ 50
Sulphate, com'l.	2	Jalapa, pr	25@ 30	Antipyrin	oz. 25
Sulphate, com'l. by	90	Maranta, 1/4s	oz. 35	Antifebrin	oz. 20
bbl, per cwt.	7	Podophyllum po.	22@ 25	Argent Nitras, oz	oz. 48
Sulphate, pure	7	Rhel	75@1.00	Arsenicum	10@ 12
Flora		Rhel, cut	75@1.35	Balm Gilead buds	45@ 50
Arnica	15@ 18	Rhel, pv	75@1.35	Bismuth S N	2.20@2.30
Anthemis	22@ 25	Spigelia	35@ 38	Calcium Chlor. is	oz. 9
Matricaria	30@ 35	Sanguinari, po 24	oz. 22	Calcium Chlor. 1/4s	oz. 10
Folia		Serpentaria	65@ 70	Calcium Chlor. 1/4s	oz. 12
Barosma	30@ 33	Senega	75@ 85	Cantharides, Rus.	oz. 120
Cassia Acutifol.	20@ 25	Smlax, off's H	oz. 40	Capsici Fruc's af.	oz. 20
Tinnevely	20@ 25	Smlax, M	oz. 25	Capsici Fruc's po.	oz. 22
Cassia, Acutifol.	25@ 30	Scilla, po 35	10@ 12	Cap'l Fruc's B po.	oz. 15
Salvia officinalis.	12@ 20	Symplocarpus	oz. 25	Caryophyllus	25@ 28
1/4s and 1/4s	12@ 20	Valeriana Eng.	oz. 25	Carmine, No 40	oz. 20
Uva Ursi.	8@ 10	Valeriana, Ger	15@ 20	Cera Alba	50@ 55
Gummi		Zingiber a	14@ 16	Cera Flava	40@ 42
Acacia, 1st pld.	oz. 65	Zingiber j	16@ 20	Cassia Fructus	oz. 35
Acacia, 2d pld.	oz. 45	Semen		Centraria	oz. 10
Acacia, 3d pld.	oz. 28	Anisum	oz. 15	Cetaceum	oz. 45
Acacia, sifted sta.	oz. 28	Apium (gravel's)	13@ 15	Chloroform	55@ 60
Acacia, po.	45@ 65	Bird, is	oz. 6	Chloro'm. Squibbs	oz. 11
Aloe, Barb.	12@ 14	Carul	10@ 11	Chloral Hyd Crst.	35@ 40
Aloe, Cape.	oz. 25	Cardamom	70@ 93	Chondrus	20@ 25
Aloe, Socotri	oz. 30	Coriandrum	8@ 10	Cinchonidine P-W	38@ 48
Ammoniac	55@ 60	Cannabis Sativa	7@ 8	Cinchonide Germ	38@ 48
Assafoetida	55@ 60	Codonium	75@1.00	Cocaine	4.05@4.25
Benzoinum	50@ 55	Chenopodium	25@ 30	Corks list d p ct.	75
Catechu, is.	oz. 13	Dipterix Odorate	80@1.00	Creosotum	oz. 45
Catechu, 1/4s.	oz. 14	Foeniculum	oz. 18	Creta	bbl 75
Catechu, 1/4s.	oz. 16	Foenugreek, po	7@ 9	Creta, prep	oz. 5
Camphorae	75@ 80	Lini	4@ 6	Creta, precip	9@ 11
Euphorbium	oz. 40	Lini, gr'd	3@ 6	Creta, Rubr.	oz. 8
Galbanum	oz. 10	Lobelia	75@ 80	Crocus	1.50@1.60
Gamboge	1.25@1.35	Pharlaris Cana'n	64@ 8	Cudbear	oz. 24
Gualacum	po. 35	Rapa	5@ 6	Cupri Sulph	6@ 8
Kino	po. 75c	Sinapis Alba	7@ 8	Dextrine	7@ 10
Mastic	oz. 60	Sinapis Nigra	9@ 10	Ether Sulph	78@ 92
Myrrh	po. 45	Spiritus		Emery, all Nos.	oz. 8
Opil	3.10@3.15	Fruementi W D.	2.00@2.50	Emery, po 90	85@ 90
Shellac	60@ 65	Fruementi	1.25@1.50	Flake White	12@ 15
Shellac, bleached	65@ 70	Juniperis	Co O T. 1.50@2.00	Galla	oz. 23
Tragacanth	70@1.00	Saccharum N E	1.90@2.10	Gambler	oz. 9
Herba		Spt Vini Galli	1.75@5.50	Gelatn, Cooper	oz. 60
Absinthium, oz pk	25	Vini Oporto	1.25@2.00	Gelatn, French	35@ 60
Eupatorium, oz pk	20	Vini Alba	1.25@2.00	Glassware, ft box	75 & 5
Lobelia	oz. 25	Sponges		Less than box	70
Majorum	oz. 25	Florida sheeps w/	2.50@2.75	Glue, brown	11@ 13
Mentha Pip oz pk	25	carriage	2.50@2.75	Glue, white	15@ 25
Mentha Vir oz pk	25	Nassau sheeps w/	2.50@2.75	Glycerina	17@ 25
Rue	oz. 39	Velvet extra shps'	oz. 1.50	Grana Paradisi	oz. 25
Tanacetum V.	22	wool, carriage	oz. 1.25	Humulus	25@ 55
Thymus V. oz pk	25	Grass sheeps w/	oz. 1.00	Hydrarg Ch Mt.	oz. 95
Magnesia		Hard, slate use.	oz. 1.00	Hydrarg Ch Cor	oz. 90
Calcined, Pat.	55@ 60	Yellow Reef, for	oz. 1.40	Hydrarg Ox Ru'm	oz. 105
Carbonate, Pat.	18@ 20	Syrups		Hydrarg Amm'o'l.	oz. 115
Carbonate K-M.	18@ 20	Acacia	oz. 50	Hydrarg Ungue'm	50@ 60
Carbonate	18@ 20	Aurant Cortex	oz. 50	Ichthyobolla, Am.	90@1.00
Oleum		Zingiber	oz. 50	Indigo	75@1.00
Absinthium	3.00@3.25	Ipecac	oz. 50	Iodide, Resubl	3.35@4.00
Amygdalae, Dulc.	50@ 60	Ferri Iod	oz. 50	Iodoform	4.10@4.20
Amygdalae Ama.	8.00@8.25	Rhel Arom	oz. 50	Lupulin	oz. 50
Anisi	1.75@1.85	Smlax Off's	50@ 60	Lycopodium	75@ 80
Aurant Cortex	2.10@2.20	Senega	oz. 50	Macs	65@ 75
Bergamit	2.35@2.55	Scilla	oz. 50	Liquor Arsen et	oz. 25
Caliputi	1.10@1.15	Scilla Co	oz. 50	Liq Potass Arsenit	10@ 12
Caryophylli	1.60@1.70	Tolutan	oz. 50	Magnesia, Sulph.	2@ 3
Cedar	35@ 70	Prunus virg	oz. 50	Magnesia, Sulh bbl	oz. 1 1/2
Chenopadii	oz. 20	Sapida		Sapo, M	10@ 12
Cinnamoni	1.10@1.20	Mannia, S F	75@ 80	Sapo, G	oz. 15
Citronella	40@ 45	Menthol	6.50@7.00	Seidlitz Mixture	20@ 22
Conium Mac.	80@ 90	Morphia, S P & W	2.35@2.60	Sinapis	oz. 18
Copaiba	1.15@1.25	Morphia, S N Y Q	2.35@2.60	Sinapis, opt	oz. 30
Cubebae	1.90@1.95	Morphia, Mal	2.35@2.60	Snuff, Maccaboy.	oz. 41

## Drugs

We are Importers and Jobbers of Drugs,  
Chemicals and Patent Medicines.

We are dealers in Paints, Oils and  
Varnishes.

We have a full line of Staple Druggists'  
Sundries.

We are the sole proprietors of Weatherly's  
Michigan Catarrh Remedy.

We always have in stock a full line of  
Whiskies, Brandies, Gins, Wines and  
Rums for medical purposes only.

We give our personal attention to mail  
orders and guarantee satisfaction.

All orders shipped and invoiced the same  
day received. Send a trial order.

**Hazeltine & Perkins**  
**Drug Co.**  
**Grand Rapids, Mich.**



## GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED		DECLINED	
Index to Markets		Index to Markets	
By Columns		By Columns	
A	Axle Grease	1	Axle Grease
	Bath Brick		Bath Brick
B	Brooms	1	Brooms
	Brushes		Brushes
C	Butter Color	1	Butter Color
	Confections		Confections
D	Candles	1	Candles
	Canned Goods		Canned Goods
E	Carbon Oils	2	Carbon Oils
	Catsup		Catsup
F	Cheese	2	Cheese
	Chewing Gum		Chewing Gum
G	Chloro	2	Chloro
	Chocolate		Chocolate
H	Clothes Lines	2	Clothes Lines
	Cocoa		Cocoa
I	Cocoa Shell	2	Cocoa Shell
	Coffee		Coffee
J	Crackers	3	Crackers
	Dried Fruits		Dried Fruits
K	Farinaceous Goods	4	Farinaceous Goods
	Fish and Oysters		Fish and Oysters
L	Fishing Tackle	10	Fishing Tackle
	Flavoring Extracts		Flavoring Extracts
M	Fly Paper	5	Fly Paper
	Fresh Meats		Fresh Meats
N	Fruits	11	Fruits
	Gelatine		Gelatine
O	Grain Bags	5	Grain Bags
	Grains and Flour		Grains and Flour
P	Herbs	10	Herbs
	Hides and Pelts		Hides and Pelts
Q	Indigo	5	Indigo
	Jelly		Jelly
R	Licorice	5	Licorice
	Lye		Lye
S	Meat Extracts	5	Meat Extracts
	Molasses		Molasses
T	Mustard	6	Mustard
	Nuts		Nuts
U	Olives	6	Olives
	Pipes		Pipes
V	Pickles	6	Pickles
	Playing Cards		Playing Cards
W	Potash	6	Potash
	Provisions		Provisions
X	Rice	6	Rice
	Salad Dressing		Salad Dressing
Y	Saleratus	7	Saleratus
	Salt Soda		Salt Soda
Z	Salt	7	Salt
	Salt Fish		Salt Fish
AA	Seeds	7	Seeds
	Shoe Blacking		Shoe Blacking
AB	Snuff	7	Snuff
	Soap		Soap
AC	Soda	8	Soda
	Spices		Spices
AD	Starch	8	Starch
	Sugar		Sugar
AE	Syrups	8	Syrups
	Tea		Tea
AF	Tobacco	9	Tobacco
	Twine		Twine
AG	Vinegar	9	Vinegar
	Washing Powder		Washing Powder
AH	Wicking	9	Wicking
	Woodenware		Woodenware
AI	Wrapping Paper	10	Wrapping Paper
	Yeast Cake		Yeast Cake

3

Cotton Braided	95
40 ft.	1 35
50 ft.	1 65
60 ft.	1 95
No. 20, each 100 ft long.	1 90
No. 19, each 100 ft long.	2 10
COCOA	
Baker's	38
Cleveland	41
Colonial, 1/4s	35
Colonial, 1/2s	33
Epps	42
Huyler	45
Van Houten, 1/4s	12
Van Houten, 1/2s	20
Van Houten, 1s	72
Webb	31
Wilbur, 1/4s	41
Wilbur, 1/2s	42
COCOANUT	
Dunham's 1/4s	26
Dunham's 1/2s & 1/4s	28 1/2
Dunham's 1/2s	37
Dunham's 1/4s	28
Bulk	12
COCOA SHELLS	
20 lb. bags	2 1/2
Less quants	3
Pound packages	4
COFFEE	
Rio	
Common	10 1/2
Fair	12
Choice	15
Fancy	18
Santos	
Common	11
Fair	12 1/2
Choice	13 1-3
Fancy	16 1/2
Peaberry	
Maracalbo	
Fair	13 1/2
Choice	16 1/2
Mexican	
Choice	16 1/2
Fancy	19
Guatemala	
Choice	15
Java	
African	12
Fancy African	17
O. G.	25
P. G.	31
Mocha	
Arabian	21
Package	
New York Basis.	
Arbuckle	11 50
Dilworth	11 50
Jersey	11 50
Lion	11 50
McLaughlin's XXXX	11 50
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	
Extract	
Holland, 1/2 gro boxes.	95
Felix, 1/2 gro.	115
Hummel's foil, 1/4 gro.	85
Hummel's tin, 1/4 gro.	143
CRACKERS	
National Biscuit Company's	
Brands	
Butter	
Seymour	6 1/2
New York	6 1/2
Salted	6 1/2
Family	6 1/2
Wolverine	7
Soda	
N. B. C.	6 1/2
Select	8
Saratoga Flakes	13
Oyster	
Round	6 1/2
Squire	6 1/2
Faus	7 1/2
Argo	7
Extra Farina	7 1/2
Sweet Goods	
Animals	10
Assorted Cake	10
Bagley Gems	8 1/2
Belle Rose	8 1/2
Bent's Water	16
Butter Thin	13
Cocoanut Taffy	12
Cinnamon Bar	9
Coffee Cake, N. B. C.	10
Coffee Cake, Iced	10
Cocoanut Macaroons	18
Cracknels	13
Current Fruit	10
Chocolate Dainty	16
Chocolates	9
Distie Cookie	8 1/2
Frosted Creams	8 1/2
Ginger Gems	8 1/2
Ginger Snaps, N. B. C.	7 1/2
Grandma Sandwich	10
Graham Cracker	8 1/2
Hazelnut	10
Honey Fingers, Iced	12
Honey Jumbles	12
Iced Happy Family	11
Iced Honey Crumpet	10
Imperial	8
Indiana Belle	15
Jerico	8
Jersey Lunch	8
Lady Fingers	12
Lady Fingers, hand md	12
Lemon Biscuit Square	8 1/2
Lemon Wafer	16

4

Lemon Snaps	13
Lemon Gems	10
Lem Yen	10
Maple Cake	10
Marshmallow	16
Marshmallow Cream	16
Marshmallow waunit.	16
Mary Ann	13 1/2
Malaga	10
Mich Coco F's'd honey	12 1/2
Milk Biscuit	8
Mich Frosted Honey	12
Mixed Picnic	11 1/2
Molasses Cakes, Solo'd	8 1/2
Moss Jelly Bar	12 1/2
Muskegon Branch, Iced	10
Newton	12
Oatmeal Cracker	8 1/2
Orange Slice	16
Orange Gem	8 1/2
Orange & Lemon Ice	10
Pilot Bread	7
Ping Pong	9
Pretzels, hand made	8
Pretzelettes, hand m'd	8
Pretzelettes, mch. m'd	7
Rube Sears	8 1/2
Scotch Cookies	10
Snowdrops	16
Sugar Cakes, scalloped	8 1/2
Sugar Squares	8 1/2
Sultanas	13
Spiced Gingers	8 1/2
Urchins	10
Vienna Crimp	8 1/2
Vanilla Wafer	16
Waverly	9
Zanzibar	9
DRIED FRUITS	
Apples	
Sundried	5 1/2
Evaporated	6 1/2 @ 7
California Prunes	
100-125 25 lb. boxes.	3 1/2
90-100 25 lb. boxes.	4
80-90 25 lb. boxes.	4 1/2
70-80 25 lb. boxes.	5
60-70 25 lb. boxes.	6
50-60 25 lb. boxes.	6 1/2
40-50 25 lb. boxes.	7 1/2
30-40 25 lb. boxes.	8
1/4c less in b. cases	
Citron	
Corsican	12 1/2
Currants	
Imp'd. 1 lb. pkgs.	7 1/2 @ 7
Imported bulk	6 1/2 @ 7
Lemon American	
Orange American	12
Raisins	
London Layers 3 cr	1 90
London Layers 3 cr	1 95
Cluster 4 crown	2 60
Loose Muscates, 2 cr.	2
Loose Muscates, 3 cr.	6
Loose Muscates, 4 cr.	6 1/2
L. M. Seeded, 1 lb. 6	6 1/2
L. M. Seeded, 3/4 lb. 6	6 1/2
Sultanas, bulk.	8
Sultanas, package.	8 1/2
FARINACEOUS GOODS	
Beans	
Dried Lima	5
Med. Hd. Pk'd.	2 15 @ 25
Brown Holland	2 50
Farina	
24 1 lb. pkgs.	1 50
Bulk, per 100 lbs.	2 50
Hominy	
Flake, 50 lb. sack	1 00
Pearl, 200 lb. sack	4 00
Pearl, 100 lb. sack	2 00
Maccaroni and Vermicelli	
Domestic, 10 lb. box	60
Imported, 25 lb. box	2 50
Pearl Barley	
Common	2 50
Chester	2 65
Empire	3 50
Peas	
Green, Wisconsin, bu.	1 35
Green, Scotch, bu.	1 40
Split, lb.	4
Rolled Oats	
Rolled Avena, bbl.	5 50
Steel Cut, 100 lb. sacks	2 70
Monarch, bbl.	5 25
Monarch, 100 lb. sacks	2 55
Quaker, cases	3 10
Sago	
East India	4
German, sacks	3 1/2
German, broken pkg	4
Tapoca	
Flake, 110 lb. sacks	4 1/2
Pearl, 130 lb. sacks	3 1/2
Pearl, 24 1 lb. pkgs	6 1/2
Wheat	
Cracked, bulk	3 1/2
24 2 lb. packages	2 50
FISHING TACKLE	
1/4 to 1 in.	6
1 1/4 to 2 in.	7
1 1/2 to 2 in.	9
2-3 to 2 in.	11
2 in.	15
3 in.	30
Cotton Lines	
No. 1, 10 feet	5
No. 2, 15 feet	7
No. 3, 15 feet	9
No. 4, 15 feet	11
No. 5, 15 feet	12
No. 6, 15 feet	13
No. 7, 15 feet	15
No. 8, 15 feet	18
No. 9, 15 feet	20

5

Linen Lines	
Small	20
Medium	28
Large	34
Poles	
Bamboo, 14 ft., pr ds.	50
Bamboo, 16 ft., pr ds.	50
Bamboo, 18 ft., pr ds.	65
FLAVORING EXTRACTS	
Foots & Jenks	
Coleman's Van. Lem.	
2oz. Panel	1 20 75
3oz. Taper	2 00 1 50
No. 4 Rich. Blake	2 00 1 50
Jennings	
Terpeness Lemon	
No. 2 D. C. pr ds	75
No. 4 D. C. pr ds	1 50
No. 6 D. C. pr ds	2 00
Taper D. C. pr ds	1 50
Mexican Vanilla	
No. 2 D. C. pr ds	1 20
No. 4 D. C. pr ds	2 00
No. 6 D. C. pr ds	2 00
Taper D. C. pr ds	2 00
GELATINE	
Knox's Sparkling, ds.	1 20
Knox's Sparkling, gro.	14 00
Knox's Acidu'd, doz.	1 20
Knox's Acidu'd, gro.	14 00
Oxford	75
Plymouth Rock	1 20
Nelson's	1 50
Cox's, 2 qt. size	1 61
Cox's, 1 qt. size	1 10
GRAIN BAGS	
Amoskeag, 100 in b'e.	19
Amoskeag, less than b'e.	19 1/2
GRAINS AND FLOUR	
Wheat	
No. 1 White	1 02
No. 2 Red	1 02
Winter Wheat Flour	
Local Brands	
Patents	5 65
Second Patents	5 25
Straight	5 05
Second Straight	4 75
Clear	4 45
Graham	4 60
Buckwheat	4 70
Rye	4 00
Subject to usual cash discount.	
Flour in bbls., 25c per bbl. additional.	
Worden Grocer Co.'s Brand	
Quaker, 1/2s	5 35
Quaker, 1/4s	5 25
Quaker, 1/2s	5 15
Spring Wheat Flour	
Clark-Jewell-Well's Co.'s Brand	
Pillsbury's Best 1/2s	
Pillsbury's Best 1/4s	
Pillsbury's Best 1/2s	
Lemon & Wheeler Co.'s Brand	
Wingold, 1/2s	5 50
Wingold, 1/4s	5 40
Wingold, 1/2s	5 30
Judson Grocer Co.'s Brand	
Ceresota, 1/2s	5 65
Ceresota, 1/4s	5 55
Ceresota, 1/2s	5 45
Worden Grocer Co.'s Brand	
Laurel, 1/2s	5 60
Laurel, 1/4s	5 50
Laurel, 1/2s	5 40
Laurel, 1/4 & 1/2s paper	5 40
Meal	
Bolted	2 50
Golden Granulated	2 60
Feed and Millstuffs	
St. Car Feed screened	
No. 1 Corn and oats.	22 50
Corn Meal, coarse	21 00
Winter wheat bran	21 00
Winter wheat mid'ngs	22 00
Cow Feed	21 50
Screenings	20 00
Oats	
Car lots	46
Corn	
Corn, New	55
Hay	
No. 1 timothy car lots	19 50
No. 1 timothy ton lots	12 50
HERBS	
Sage	15
Hops	15
Laurel Leaves	15
Senna Leaves	28
INDIGO	
Madras, 5 lb. boxes	55
S. F., 2, 3, 5 lb. boxes	65
JELLY	
5lb. pails, per doz	1 70
15lb. pails	28
30lb. pails	65
LICORICE	
Pure	20
Calabria	23
Sicily	14
Root	11
LYE	
Condensed, 2 ds	1 40
Condensed, 4 ds	3 00
MEAT EXTRACTS	
Armour's, 2 oz	4 45
Armour's, 4 oz	8 20
Liebig's, Chicago, 2 oz.	3 75
Liebig's, Chicago, 4 oz.	5 50
Liebig's, imported, 2 oz.	4 45
Liebig's, imported, 4 oz.	8 50



16	7	8	9	10	11
<b>MOLASSES</b> New Orleans Fancy Open Kettle ... 40 Choice ... 35 Fair ... 30 Good ... 22 Half barrels 2c extra <b>MUSTARD</b> Horse Radish, 1 dz ... 1.75 Horse Radish, 2 dz ... 3.50 Bayle's Celery, 1 dz ... 1.50 <b>OLIVES</b> Bulk, 1 gal. kegs ... 1.00 Bulk, 3 gal. kegs ... .90 Bulk, 5 gal. kegs ... .85 Manzanilla, 7 oz ... .80 Queen, pints ... .25 Queen, 18 oz ... .70 Queen, 28 oz ... 7.00 Stuffed, 5 oz ... .90 Stuffed, 8 oz ... .15 Stuffed, 10 oz ... .20 <b>PIPES</b> Clay, No. 216 ... 1.70 Clay, T. D., full count ... .65 Cob, No. 3 ... .85 <b>PICKLES</b> Medium Barrels, 1,200 count ... 7.75 Half bbls, 600 count ... 4.50 Small Half bbls, 1,200 count ... 9.50 Barrels, 2,400 count ... 9.50 <b>PLAYING CARDS</b> No. 90, Steamboat ... .85 No. 15, Rival, assorted ... 1.20 No. 20, Rover, enameled ... 1.75 No. 572, Special ... 1.75 No. 98, Golf, satin finish ... 2.00 No. 808, Bicycle ... 2.00 No. 632, Tourment whist ... 2.25 <b>POTASH</b> 48 cans in case ... 4.00 Penna Salt Co.'s ... 3.00 <b>PROVISIONS</b> <b>Barreled Pork</b> Mess ... 13.75 Back fat ... 14.00 Fat Back ... 14.00 Short cut ... 12.75 Pig ... 17.50 Bean ... 11.50 Brisket ... 14.50 Clear Family ... 12.50 <b>Dry Salt Meats</b> Bellies ... 9 S F Bellies ... 9.50 Extra shorts ... 9 <b>Smoked Meats</b> Hams, 12lb. average ... 11.15 Hams, 14lb. average ... 11.15 Hams, 16lb. average ... 11.15 Hams, 20lb. average ... 10.15 Skinned Hams ... 12 Ham, dried beef sets ... 13 Shoulders, (N. Y. cut) ... 10 Bacon, clear ... 10 California Hams ... 7.50 Boiled Hams ... 16.50 Picnic Boiled Hams ... 12.50 Berlin Ham pr'd ... 8.50 Mince Ham ... 9 <b>Lard</b> Compound ... 6.50 Pure ... 7.50 60 lb. tubs, advance ... 7.50 50 lb. tubs, advance ... 7.50 30 lb. tubs, advance ... 7.50 10 lb. pails, advance ... 7.50 5 lb. pails, advance ... 7.50 3 lb. pails, advance ... 7.50 <b>Sausages</b> Bologna ... 5.50 Liver ... 6.50 Frankfort ... 7.50 Pork ... 7.50 Veal ... 7.50 Tongue ... 7.50 Headcheese ... 6.50 <b>Beef</b> Extra Mess ... 10.00 Boneless ... 10.00 Rump, new ... 10.00 <b>Pig's Feet</b> 1/4 bbls., 40 lbs. ... 1.10 1/2 bbls., 80 lbs. ... 1.10 1 bbl., 160 lbs. ... 1.10 <b>Tripe</b> Kits, 15 lbs. ... 70 1/4 bbls., 40 lbs. ... 1.25 1/2 bbls., 80 lbs. ... 2.60 <b>Casings</b> Hogs, per lb. ... 26 Beef rounds, set ... 15 Beef middles, set ... 15 Sheep, per bundle ... 70 <b>Uncolored Butterine</b> Solid, dairy ... 9.50 Rolls, dairy ... 10.50 <b>Canned Meats</b> Corned beef, 2 ... 2.50 Corned beef, 14 ... 17.50 Roast beef, 20 ... 4 Potted ham, 1/4 ... 8 Potted ham, 1/2 ... 8 Deviled ham, 1/4 ... 8 Deviled ham, 1/2 ... 8 Potted tongue, 1/4 ... 8 Potted tongue, 1/2 ... 8 <b>RICE</b> Domestic Carolina head ... 6.50 Carolina No. 1 ... 5.50 Carolina No. 2 ... 5.50 Broken ... 3.50 Japan, No. 1 ... 5.50 Japan, No. 2 ... 5.50 Java, fancy head ... 5.50 Java, No. 1 ... 5.50	<b>SALAD DRESSING</b> Durkee's, large, 1 doz. 4.50 Durkee's, small, 2 doz. 5.25 Snider's, large, 1 doz. 2.85 Snider's, small, 2 doz. 1.35 <b>SALERATUS</b> 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 %s ... 3.00 <b>SAL SODA</b> Granulated, bbls ... 85 Granulated, 100lb cases ... 1.00 Lump, bbls ... 75 Lump, 145lb. kegs ... 95 <b>SALT</b> Diamond Crystal Table Cases, 24 3lb. boxes ... 1.40 Barrels, 100 3lb. bags ... 3.00 Barrels, 50 6lb. bags ... 3.00 Barrels, 40 7lb. bags ... 2.75 Butter Barrels, 320 lb. bulk ... 2.65 Barrels, 20 14lb. bags ... 2.85 Sacks, 28 lbs ... 2.75 Sacks, 56 lbs ... 67 Shaker Boxes, 24 2lb ... 1.50 Butter Brls, 280 lbs. bulk ... 2.25 Linen bags, 5-56 lbs ... 3.00 Linen bags, 10-28 lbs ... 3.00 Cotton bags, 10-28 lbs ... 2.75 Cheese 5 barrel lots, 5 per cent. discount. 10 barrel lots, 7 1/2 per cent. discount. Above prices are F. O. B. <b>Common Grades</b> 100 3lb. sacks ... 1.90 60 5lb. sacks ... 1.80 28 10lb. sacks ... 1.70 56 lb. sacks ... 30 28 lb. sacks ... 15 <b>Warsaw</b> 56 lb. dairy in drill bags ... 40 28 lb. dairy in drill bags ... 20 <b>Solar Rock</b> 56 lb. sacks ... 22 <b>Common</b> Granulated, fine ... 80 Medium Fine ... 90 <b>SALT FISH</b> <b>Cod</b> Large Whole ... 7 1/2 Small Whole ... 7 1/2 Strips or brisks ... 7 1/2 Pollock ... 4 <b>Hallbut</b> Strips ... 14 1/2 Chunks ... 15 <b>Herring</b> Holland White Hoop, barrels ... 8.25 White hoops, 1/4bbl. ... 4.50 White hoops keg ... 60 White hoops mchs ... 75 Norwegian Round, 100 lbs ... 3.60 Round, 50 lbs ... 2.10 Scaled ... 18 <b>Trout</b> No. 1, 100 lbs ... 5.50 No. 1, 40 lbs ... 2.50 No. 1, 10 lbs ... 70 No. 1, 8 lbs ... 59 <b>Mackerel</b> Mess 100 lbs. ... 14.50 Mess 50 lbs. ... 7.75 Mess 10 lbs. ... 1.75 Mess 8 lbs. ... 1.45 No. 1, 100 lbs. ... 13.00 No. 1, 50 lbs. ... 7.00 No. 1, 10 lbs. ... 1.60 No. 1, 8 lbs. ... 1.35 <b>Whitefish</b> No 1 No. 2 Fam 100 lbs. ... 7.50 50 lbs. ... 3.60 10 lbs. ... 90 8 lbs. ... 75 <b>SEEDS</b> Anise ... 15 Canary, Smyrna ... 6 Caraway ... 8 Cardamon, Malabar ... 1.00 Celery ... 10 Hemp, Russian ... 4 Mixed Bird ... 4 Mustard, white ... 8 Poppy ... 8 Rape ... 4 1/2 Cattle Bone ... 25 <b>SHOE BLACKING</b> Handy Box, large, 3 dz. 2.50 Handy Box, small ... 1.25 Bixby's Royal Polish ... 85 Miller's Crown Polish ... 85 <b>SNUFF</b> Scotch, in bladders ... 27 Macaboy, in jars ... 27 French Rappie, in jars ... 40	<b>SOAP</b> 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 box. 2.80 Dusky D'nd., 100 box. 3.80 Jap Rose ... 3.75 Savon Imperial ... 3.10 White Russian ... 3.10 Dome, oval bars ... 3.10 Satinet, oval ... 4.00 White Cloud ... 4.00 Lautz Bros. & Co. brands Big Acme ... 4.00 Acme, 100 %lb. bars ... 3.10 Big Master ... 4.00 Snow Boy P'dr. 100 pk. 4.00 Marselles ... 4.00 Proctor & Gamble brands Lenox ... 4.00 Ivory, 6 oz ... 4.00 Ivory, 10 oz ... 6.75 Ivory, 10 oz ... 6.75 A. B. Wisley brands Good Cheer ... 4.00 Old Country ... 4.00 <b>Scouring</b> Enoch Morgan's Sons. Sapollo, gross lots ... 9.00 Sapollo, half gross lots. 4.50 Sapollo, single boxes ... 2.25 Sapollo, hand ... 2.25 <b>SODA</b> Boxes ... 5 1/2 Kegs, English ... 4 1/2 <b>SPICES</b> <b>Whole Spices</b> Allspice ... 12 Cassia, China in mats ... 12 Cassia, Batavia, bund. ... 28 Cassia, Saigon, broken ... 40 Cassia, Saigon, in rolls ... 55 Cloves, Amboy ... 23 Cloves, Zanzibar ... 20 Mace ... 55 Nutmegs, 75-80 ... 50 Nutmegs, 105-110 ... 35 Nutmegs, 115-120 ... 35 Pepper, Singapore, blk. ... 25 Pepper, Singap. white ... 25 Pepper, shot ... 17 Pure Ground in Bulk Allspice ... 16 Cassia, Batavia ... 28 Cassia, Saigon ... 48 Cloves, Zanzibar ... 25 Ginger, African ... 18 Ginger, Cochin ... 18 Ginger, Jamaica ... 25 Mace ... 65 Mustard ... 18 Pepper, Singapore, blk. ... 17 Pepper, Singap. white ... 28 Pepper, Cayenne ... 20 Sage ... 20 <b>STARCH</b> <b>Common Gloss</b> 1lb. packages ... 5 3lb. packages ... 4 1/2 5lb. packages ... 5 1/2 40 and 50 lb. boxes ... 3 1/2 Barrels ... 3 1/2 <b>Common Corn</b> 20 1lb. packages ... 5 40 1lb. packages ... 4 1/2 <b>SYRUPS</b> <b>Corn</b> Barrels ... 23 Half barrels ... 25 20lb cans 1/2 dz in case. 1.50 10lb cans 1/2 dz in case. 1.50 5lb cans, 1 dz in case. 1.85 2 1/2 lb cans 2 dz in case. 1.85 <b>Pure Cane</b> Fair ... 16 Good ... 20 Choice ... 25 <b>TEA</b> <b>Japan</b> Sunried, medium ... 24 Sunried, choice ... 32 Sunried, fancy ... 36 Regular, medium ... 24 Regular, choice ... 32 Regular, fancy ... 36 Basket-fired, medium ... 31 Basket-fired, choice ... 38 Basket-fired, fancy ... 43 Nibs ... 22 Siftings ... 9 Fannings ... 12 <b>Gunpowder</b> Moyune, medium ... 30 Moyune, choice ... 32 Moyune, fancy ... 40 Pingsuey, medium ... 30 Pingsuey, choice ... 30 Pingsuey, fancy ... 40 <b>Young Hyson</b> Choice ... 30 Fancy ... 36 <b>Oolong</b> Formosa, fancy ... 42 Amoy, medium ... 25 Amoy, choice ... 32 <b>English Breakfast</b> Medium ... 20 Choice ... 30 Fancy ... 40 <b>India</b> Ceylon, choice ... 32 Ceylon, medium ... 30 Ceylon, fancy ... 40	<b>TOBACCO</b> <b>Fine Cut</b> Cadillac ... 54 Sweet Loma ... 33 Hiawatha, 5lb. pails ... 56 Hiawatha, 10lb. pails ... 54 Telegram ... 58 Pay Car ... 31 Prairie Rose ... 49 Protection ... 40 Sweet Burley ... 42 Tiger ... 38 <b>Plug</b> Red Cross ... 31 Palo ... 35 Kyo ... 35 Hiawatha ... 41 Battle Ax ... 37 American Eagle ... 33 Standard Navy ... 37 Spear Head 8 oz. ... 47 Spear Head, 16oz. ... 44 Nobby Trist ... 53 Jolly Tar ... 39 Old Honesty ... 43 Toddy ... 34 J. T. ... 37 Viper ... 37 Boot Jack ... 30 Honey Dip Twist ... 40 Black Standard ... 38 Cadillac ... 38 Forge ... 30 Nickel Twist ... 50 <b>Smoking</b> Sweet Core ... 34 Flat Car ... 32 Great Navy ... 34 Warpath ... 26 Bamboo, 16 oz. ... 25 I X L, 5 lb. ... 27 I X L, 16 oz. pails ... 31 Honey Dew ... 40 Gold Block ... 40 Magman ... 40 Chips ... 33 Kiln Dried ... 21 Duke's Mixture ... 39 Duke's Cameo ... 43 Myrtle Navy ... 40 Yum Yum, 1 2-3 oz. ... 39 Yum Yum, 1lb. pails ... 40 Cream ... 38 Corn Cake, 2 1/2 oz. ... 24 Corn Cake, 1lb. ... 22 Plow Boy, 1 2-3 oz. ... 39 Plow Boy, 3 1/2 oz. ... 39 Peerless, 3 1/2 oz. ... 35 Peerless, 1 2-3 oz. ... 38 Air Brake ... 36 Can Hook ... 30 Country Club ... 34 Fore-XXXX ... 23 Good Indian ... 23 Self Binder ... 20 Silver Foam ... 34 <b>TWINE</b> Cotton, 3 ply ... 26 Cotton, 4 ply ... 26 Jute, 2 ply ... 14 Hemp, 6 ply ... 13 Flax, medium ... 20 Wool, 1lb. balls ... 6 <b>VINEGAR</b> Malt White Wine, 40 gr. 8 Malt White Wine, 80 gr. 11 Pure Cider, B & B ... 11 Pure Cider, Red Star ... 11 Pure Cider, Robinson ... 11 Pure Cider, Silver ... 11 <b>WASHING POWDER</b> Diamond Flake ... 2.75 Gold Brick ... 3.25 Gold Dust, regular ... 4.50 Gold Dust, 5c ... 4.00 Kirkoline, 24 4lb. ... 3.90 Pearline ... 3.75 Soapine ... 3.75 Babbitt's 1776 ... 3.75 Roseine ... 3.50 Armour's ... 3.70 Nine O'clock ... 3.35 Wisdom ... 3.80 Scourline ... 3.50 Rub-No-More ... 3.75 <b>WICKING</b> No. 0 per gross ... 30 No. 1 per gross ... 40 No. 2 per gross ... 50 No. 3 per gross ... 75 <b>WOODENWARE</b> <b>Baskets</b> Bushels ... 1.00 Bushels, wide band ... 1.25 Market ... 85 Splint, large ... 6.00 Splint, medium ... 4.00 Splint, small ... 4.00 Willow, Clothes, large, 7 1/2 ... 25 Willow, Clothes, med m. 6 ... 0 Willow, Clothes, small, 5 ... 50 <b>Bradley Butter Boxes</b> 2lb. size, 24 in case ... 72 3lb. size, 16 in case ... 68 5lb. size, 12 in case ... 63 10lb. size, 6 in case ... 60 <b>Butter Plates</b> No. 1 Oval, 250 in crate. 40 No. 2 Oval, 250 in crate. 45 No. 3 Oval, 250 in crate. 50 No. 5 Oval, 250 in crate. 60 <b>Churns</b> Barrel, 5 gal. each ... 2.40 Barrel, 10 gal. each ... 2.55 Barrel, 15 gal. each ... 2.70 <b>Clothes Pins</b> Round head, 5 gross bx. 55 Round head, cartons ... 75	<b>Egg Crates</b> Humpty Dumpty ... 2.40 No. 1, complete ... 32 No. 2, complete ... 18 <b>Faucets</b> Cork lined, 8 in ... 65 Cork lined, 9 in ... 75 Cork lined, 10 in ... 85 Cedar, 8 in ... 55 <b>Mop Sticks</b> Trojan spring ... 90 Eclipse patent spring ... 85 No. 1 common ... 75 No. 2 pat. brush holder. 25 12lb. cotton mop heads. 1 90 Ideal No. 7 ... 90 <b>Pails</b> 2-hoop Standard ... 1.60 3-hoop Standard ... 1.75 2-wire, Cable ... 1.70 3-wire, Cable ... 1.90 Cedar, all red, brass ... 1.25 Paper, Eureka ... 2.25 Fibre ... 2.70 <b>Toothpicks</b> Hardwood ... 2.50 Softwood ... 2.75 Banquet ... 1.50 Ideal ... 1.50 <b>Traps</b> Mouse, wood, 2 holes ... 22 Mouse, wood, 4 holes ... 45 Mouse, wood, 6 holes ... 70 Mouse, tin, 5 holes ... 65 Rat, wood ... 80 Rat, spring ... 75 <b>Tubs</b> 20-in., Standard, No. 1.70 18-in., Standard, No. 2.60 16-in., Standard, No. 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 ... 9.45 No. 2 Fibre ... 8.55 No. 3 Fibre ... 8.55 <b>Wash Boards</b> Bronze Globe ... 2.50 Dewey ... 1.75 Double Acme ... 2.75 Single Acme ... 2.25 Double Peerless ... 3.25 Single Peerless ... 2.50 Northern Queen ... 3.00 Double Duplex ... 3.00 Good Luck ... 2.75 Universal ... 2.25 <b>Window Cleaners</b> 12 in. ... 1.65 14 in. ... 1.85 16 in. ... 2.30 <b>Wood Bowls</b> 11 in. Butter ... 75 13 in. Butter ... 1.15 15 in. Butter ... 2.00 17 in. Butter ... 3.25 19 in. Butter ... 4.75 Assorted 13-15-17 ... 2.25 Assorted 15-17-19 ... 3.25 <b>WRAPPING PAPER</b> Common Straw ... 1 1/2 Fibre Manila, white ... 2 1/2 Fibre Manila, colored ... 2 1/2 No. 1 Manila ... 4 Cream Manila ... 3 Butcher's Manila ... 2 1/2 Wax Butter, short c't. 13 Wax Butter, full count. 20 Wax Butter, rolls ... 15 <b>YEAST CAKE</b> Magic, 3 doz. ... 1.15 Sunlight, 3 doz. ... 1.00 Sunlight, 1 1/2 doz. ... 1.15 Yeast Foam, 3 doz. ... 1.15 Yeast Cream, 3 doz. ... 1.00 Yeast Foam, 1 1/2 doz. ... 58 <b>FRESH FISH</b> Per lb. White fish ... 10 Trout ... 9 Black Bass ... 10 Halibut ... 10 Cliscos or Herrings ... 5 Bluefish ... 11 Live Lobster ... 25 Boiled Lobster ... 27 Cod ... 12 1/2 Haddock ... 8 No. 1 Pickerel ... 8 Pike ... 7 Perch, dressed ... 7 Smoked White ... 12 1/2 Red Snapper ... 8 Col. River Salmon 12 1/2 Mackerel ... 19 <b>OYSTERS</b> Cans F. H. Counts ... 37 Extra Selects ... 30 Selects ... 25 Perfection Standards ... 22 Anchors ... 22 Standards ... 22 <b>Bulk</b> Standard, gal. ... 1.25 Selects, gal. ... 1.50 Extra Selects, gal. ... 1.75 Fairhaven Counts, gal. 2.00 Shell Oysters, per 100 lb. 0 Shell Clams, per 100 lb. 0 <b>HIDES AND PELTS</b> <b>Hides</b> Green No. 1 ... 7 Cured No. 1 ... 3 1/2 Cured No. 2 ... 7 1/2 Calfskins, green No. 1 ... 10 Calfskins, green No. 2 ... 8 1/2 Calfskins, cured No. 1 ... 11 Calfskins, cured No. 2 ... 9 1/2 Steer Hides 60lbs. over 8 1/2 Cow Hides 60 lbs. over 8 1/2 <b>Pelts</b> Old Wool ... 50 Lamb ... 50 Shearings ... 50 <b>Tallow</b> No. 1 ... 3 No. 2 ... 3 <b>Wool</b> Washed, fine ... 20 Washed, medium ... 23 Unwashed, fine ... 14 Unwashed, medium 21 <b>CONFECTIONS</b> <b>Stick Candy</b> Standard ... 7 Standard H. H. ... 7 Standard Twist ... 8 Cut Loaf ... 9 <b>Jumbo, 32lb. cases</b> Extra H. H. ... 7 1/2 Boston Cream ... 10 Old Time Sugar stick 30 lb. case ... 12 <b>Mixed Candy</b> Grocers ... 6 Competition ... 7 Special ... 7 1/2 Conserve ... 7 1/2 Royal ... 8 1/2 Ribbon ... 9 Broken ... 8 Cut Loaf ... 8 English Rock ... 9 Kindergarten ... 3 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 <b>Fancy-In Pails</b> O F Horehound Drop. 10 Gypsy Hearts ... 14 Coco Bon Bons ... 12 Fudge Squares ... 12 Peanut Squares ... 9 Sugared Peanuts ... 11 Salted Peanuts ... 12 Starlight Kisses ... 10 San Blas Goodies ... 12 Lozenges, plain ... 9 Lozenges, printed ... 10 Champion Chocolate ... 13 Eclipse Chocolate ... 13 Quintette Chocolate ... 12 Champion Gum Drops ... 8 Moss Drops ... 9 Lemon Sours ... 9 Imperials ... 9 Ital. Cream Opera ... 12 Ital. Cream Bon Bons ... 12 20 lb. pails ... 12 <b>Molasses Chews, 15lb. cases</b> Golden Waffles ... 12 <b>Fancy-In 5lb. Boxes</b> Lemon Sours ... 50 Peppermint Drops ... 60 Chocolate Drops ... 60 H. M. Choc. Drops ... 85 H. M. Choc. L. and ... 85 Dark No. 12 ... 1.00 Brilliant Gums, Cryst. 60 O. F. Licorice Drops ... 50 Lozenges, plain ... 55 Lozenges, printed ... 55 Imperials ... 55 Mottos ... 60 Cream Bar ... 55 Molasses Bar ... 55 Hand Made Cr'ms. 80/90 55 Cream Buttons, Pep. ... 55 and Wintergreen ... 55 String Rock ... 65 Wintergreen Berries ... 55 Old Time Assorted, 25 ... 50 lb. case ... 2.50 Buster Brown Goodies ... 25 30lb. case ... 25 Up-to-Date Assmt. 32 ... 50 lb. case ... 3.50 <b>Pop Corn</b> 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 <b>NUTS</b> <b>Whole</b> Almonds, Tarragona ... 16 Almonds, Ivica ... 16 Almonds, California sft ... 16 shelled, new ... 14 Brazils ... 10 Filberts ... 11 Walnuts, French ... 13 Walnuts, soft shelled. 16 Cal. No. 1 ... 15 Table Nuts, fancy ... 13 Pecans, Med. ... 9 Pecans, Ex. Large ... 10 Pecans, Jumbos ... 11 Hickory Nuts per bu. ... 4 Ohio new ... 1.75 Cocomans, per bu. ... 4 Chestnuts, per bu. ... 4 <b>Shelled</b> Spanish Peanuts, 7 1/2 @ 8 Pecan Halves ... 38 Walnut Halves ... 32 Alibert Meats ... 25 Alcantara Almonds ... 36 Jordan Almonds ... 47 <b>Peanuts</b> Fancy, H. P. Suns. 6 1/2 @ 7 Fancy, H. P. Suns. ... 8 Roasted ... 8 Choice, H. P. J'be. ... 8 1/2 Choice, H. P. J'be. ... 8 1/2 bo, Roasted ... 8 1/2	



## SPECIAL PRICE CURRENT

## AXLE GREASE



Mica, tin boxes .75 9 00  
Paragon .55 6 00

## BAKING POWDER

Jaxon Brand



1/4 lb. cans, 4 doz. case 45  
1/2 lb. cans, 4 doz. case 85  
1 lb. cans, 2 doz. case 60

## Royal



10c size. 90  
1/4 lb. cans 135  
6 oz. cans 190  
1/2 lb. cans 250  
3/4 lb. cans 375  
1 lb. cans 480  
5 lb. cans 13 00  
5 lb. cans 21 50

## BLUING

Arctic 4 oz. ovals, p. gro 4 00  
Arctic 8 oz. ovals, p. gro 6 00  
Arctic 16 oz. ro'd, p. gro 9 00

## BREAKFAST FOOD

Grits

Walsh-DeRoo Co.'s Brands



Cases, 24 2 lb. pack's. 2 00

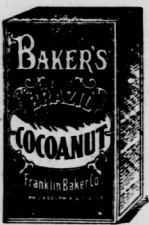
## CIGARS



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

Carcass . . . . . 6 1/4 @ 8  
Forequarters . . . . . 5 @ 6  
Hindquarters . . . . . 8 @ 9  
Loins . . . . . 10 @ 12  
Ribs . . . . . 9 @ 12  
Rounds . . . . . 7 @ 7 1/2  
Chucks . . . . . 5 @ 6  
Plates . . . . . 5 @ 5

## Pork

Dressed . . . . . @ 1 3/4  
Loins . . . . . @ 8 1/4  
Boston . . . . . @ 7  
Shoulders . . . . . @ 7 1/4  
Leaf Lard . . . . . @ 7 1/4

## Mutton

Carcass . . . . . @ 7 1/2  
Lamb's . . . . . 9 @ 11 1/2

## Veal

Carcass . . . . . 4 1/4 @ 7



## CORN SYRUP

24 10c cans . . . . . 1 84  
12 25c cans . . . . . 2 30  
6 50c cans . . . . . 2 30

## COFFEE

Roasted

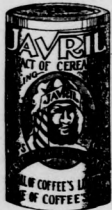
Dwinell-Wright Co.'s Bds.



White House, 1 lb. . . . .  
White House, 2 lb. . . . .  
Excelsior, M & J, 1 lb. . . . .  
Excelsior, M & J, 2 lb. . . . .  
Tip Top, M & J, 1 lb. . . . .  
Royal Java . . . . .  
Royal Java and Mocha . . . . .  
Java and Mocha Blend . . . . .  
Boston Combination . . . . .  
Distributed by Judson  
Grocer Co., Grand Rapids;  
National Grocer Co., De-  
troit and Jackson; B. Des-  
enberg & Co., Kalamazoo;  
Symons Bros. & Co., Saginaw;  
Meisel & Goeschel, Bay City;  
Fielbach Co., Toledo.

## COFFEE SUBSTITUTE

Javril



2 doz. in case . . . . . 4 10

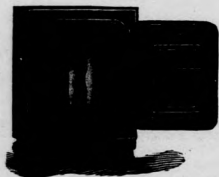
## CONDENSED MILK

4 doz in case



Gall Borden Eagle . . . . . 6 40  
Crown . . . . . 5 90  
Champion . . . . . 4 25  
Daisy . . . . . 4 70  
Magnolia . . . . . 4 00  
Challenge . . . . . 4 40  
Dime . . . . . 3 85  
Peerless Evap'd Cream. 4 00

## SAFES



Full line of the celebrated  
Diebold fire proof safes  
kept in stock by the  
Tradesman Company.  
Twenty different sizes on  
hand at all times—twice  
as many of them as are  
carried by any other house  
in the State. If you are  
unable to visit Grand Rap-  
ids and inspect the line  
personally, write for quo-  
tations.

## SALT



Jar-Salt  
One dozen  
Ball's quart  
Mason jars  
(3 pounds  
each) . . . . . \$5

## SOAP

Beaver Soap Co.'s Brands



100 cakes, large size. 6 50  
50 cakes, large size. 3 25  
100 cakes, small size. 3 85  
50 cakes, small size. 1 95

Tradesman Co.'s Brand



Black Hawk, one box. 2 50  
Black Hawk, five bxs. 2 40  
Black Hawk, ten bxs. 2 25

## TABLE SAUCES

Halford, large . . . . . 3 75  
Halford, small . . . . . 2 25

## Place Your

## Business

on a

## Cash Basis

by using

our

## Coupon Book

System.

We

manufacture

four kinds

of

Coupon Books

and

sell them

all at the

same price

irrespective of

size, shape

or

denomination.

We will

be

very

pleased

to

send you samples

if you ask us.

They are

free.

Tradesman Company

Grand Rapids

We sell more 5 and 10  
Cent Goods Than Any  
Other Twenty Whole-  
sale Houses in the  
Country.

## WHY?

Because our houses are the recog-  
nized headquarters for these  
goods.

Because our prices are the lowest.

Because our service is the best.

Because our goods are always  
exactly as we tell you they are.

Because we carry the largest  
assortment in this line in the  
world.

Because our assortment is always  
kept up-to-date and free from  
stickers.

Because we aim to make this one  
of our chief lines and give to  
it our best thought and atten-  
tion.

Our current catalogue lists the most com-  
plete offerings in this line in the world.  
We shall be glad to send it to any merchant  
who will ask for it Send for Catalogue J.

## BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only  
New York Chicago St. Louis

*If you have not seen the catalogue of the  
Michigan Business University,  
Grand Rapids,  
You are not yet familiar with the best  
Michigan has to offer in the lines of  
Business Education, Scholarship  
and Leadership  
Write for it*

## 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 &amp; Sehler Co.

West Bridge St., Grand Rapids

Golden  
Granulated Meal

We have recently doubled our capacity for  
making this meal. The demand for it has been  
so great we have been doing some tall hustling  
to keep up.

We use the choicest of pure yellow corn  
and there is an absence of black specks in our  
meal, which is truly remarkable when you place  
it along side of other makes.

For those who want it in bulk we put it up  
in neatly branded, strong half barrel cloth  
sacks.

It is also packed in 5 and 10 pound paper  
sacks, which we ship in Grocers' Handy Deliv-  
ery Baskets when so ordered.

These baskets hold 12 five pound sacks or  
6 ten pound sacks and the expense is at the  
rate of thirty cents per barrel more than with-  
out them.

Try a shipment in the baskets. The meal  
will reach you in first class condition.

## Valley City Milling Co.

Grand Rapids, Mich.



# BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

## BUSINESS CHANCES.

For Sale—Our stock groceries and dry goods. Invoice \$1,500. Established trade. Write, Barger & Son, Martin City, Mo. 472

For Sale Cheap—Drug stock in Northern Indiana; invoices about \$800. Address No. 471, care Michigan Tradesman. 471

For Rent—A good brick store in good business town on Michigan Central Railroad; good living rooms above; good storage below; city water and electric lights. Address Box 298, Decatur, Mich. 470

Sixty-six and two-thirds cents on the dollar buys stock of general merchandise in town of 1,000; cash trade. Address G. L. Thornton, Marion, Mich. 469

For Sale—Stock of general merchandise in country village; population 500; good farming country around; stock about \$5,000, consisting of dry goods, groceries, shoes, men's furnishings and crockery; one of the nearest country stores to be found anywhere; none but cash buyers need apply; no trades. Address No. 468, care Michigan Tradesman. 468

For Sale—Stock of crockery, granite, glass and chinaware and a few shoes in a hustling city of 12,000; best location in city; stock invoices \$2,000. Will sell at a bargain. Good reason. Address No. 473, care Michigan Tradesman. 473

I desire to sell outright at cost my stock of general merchandise and store building. Stock in fine shape. Will inventory about \$5,000; good buildings valued at \$3,000; no good general store within eight miles; might exchange for unincumbered productive block or city residence. E. C. Inderlied, Rock Riff, N. Y. 475

For Sale—Stock of hardware, stoves, groceries, shoes, paint, wall paper, etc., part cash and part in clear, good improved real estate; clean stock and paying business; stock invoices about \$25,000. E. W. Lowell, Janesville, Wis. 474

For Sale—Nice stock musical merchandise, books, stationery, jewelry, novelties and sporting goods; fine location, next door to postoffice. Globe Novelty Co., Owosso, Mich. 478

For Sale—Hardware and furniture business. Store building, shop, warehouse, furniture room, lots and house and barn. \$2,500. Stock about \$9,000. Only business of its kind in town. Population 900. Fine farming and lumbering community. Liberal terms. Write or call on B. A. Howard, McBain, Mich. 477

For Sale—22 room hotel, newly furnished, with first-class restaurant, best business in Eastern Oregon; failing health reason for selling. Enquire Granstrom's Cafe and Oyster House, Baker City, Ore. 482

For Exchange or Sale—A highly improved 240 acre farm in Whiteside county, Illinois. James A. Hill, Mechanicsville, Iowa. 481

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

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—At a bargain, an up-to-date stock 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

For Sale—Paying drug business; prosperous town Southwestern Michigan; average daily sales in 1903, \$27.00; in 1904, \$30.00; 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. 443

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

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 warehouse 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—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

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. Jones, 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

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. 45

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.

A position wanted by a manager and buyer with twelve years' practical experience in 5 and 10c. business. Able to open new stores or a department and take full charge. The best of reference given. Address Enterprise, care Michigan Tradesman. 476

Wanted—Position as salesman in retail hardware store. Have had ten years' experience. Address Box 367, Kalkaska, Mich. 466

## 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 Wabash ave., Chicago. (Reference, Dun's Mercantile Agency.) 872

## HELP WANTED.

Wanted—A registered pharmacist or assistant in replying give references and salary. N. Abbott, Moorestown, Mich. 480

Wanted—A1 clothing salesman and stock-keeper. Also one who is handy with the brush. Apply at once. Address Box 1789, Traverse City, Mich. 467

Wanted—Clothing salesman to take orders by sample for the finest merchant tailoring produced; good opportunity to grow into a splendid business and be your own "boss." Write for full information. E. L. Moon, Gen'l Manager, Station A, Columbus, Ohio. 458

Wanted—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

## MISCELLANEOUS.

Wanted—Second-hand soda fountain, something cheap for country store. Address No. 479, care Michigan Tradesman. 479

A good position is always open for a competent man. His difficulty is to find it. We have openings for high-grade men in all capacities—Executive, Technical and Clerical—paying from \$1,000 to \$10,000 a year. Write for plan and booklet. Hapgoods (Inc.), Suite 511, 309 Broadway, New York. 37

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. 455

For Sale—Nearly new Twentieth Century soda fountain complete; cost over a thousand; take \$400, part cash. Burrell Tripp, Allegan, Mich. 455

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

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

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 Londus cigars for sale at a bargain. Geo. W. Coldbeck, St. Johnsbury, Vt. 354

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

**Office Stationery**  
LETTER, NOTE AND BILL HEADS  
STATEMENTS, TRADESMAN  
ENVELOPES, COMPANY.  
COUNTER BILLS. GRAND RAPIDS

# 1 OR 1,000

A loose leaf binder that will hold ONE SHEET as securely as it will ONE THOUSAND. Has an adjustable leather back and NO METAL PARTS whatever.

LET US SEND YOU OUR CATALOGUE

## THE EDWARDS-HINE CO.

Loose Leaf Devices For Every Purpose

8-16 LYON ST., GRAND RAPIDS, MICHIGAN



**Caught in His Own Trap.**

Many merchants have already been caught and many more will get caught in this same game: A customer came into the store and stated that he wished to purchase a belt for himself. The merchant showed him his 50 cent belts and his 25 cent line. The customer tried on several of them and, after handling them over and mixing up the different priced belts, which is very natural for any customer to do in deciding what he likes best, he finally selected one from the mixed-up box, which happened to be a 25 cent belt and which was an extraordinarily good belt for a quarter. The customer said, "This is a 50 cent belt, is it not?" "Yes," replied the merchant, when he was well aware that the belt was only 25 cents, but he reasoned that so long as the customer said it was a 50 cent belt, he might let it go at that and be the gainer to the amount of 25 cents. No, no, I assure you he will be out more than a quarter and a good many quarters, too, before he dies. The customer paid for his belt and went his way.

A few days later this same customer happened to meet one of his friends who remarked, "Why, Bill, you have a belt on just like mine. What did you pay for it—I paid 25 cents for mine."

"Gee, I paid 50 cents for mine. Where did you get yours?"

"I got mine at Smith's store."

"Well, that's just where I got mine. I am going right back and see what he means by doing such kind of business."

Now, what do you suppose the merchant said when the customer faced him and announced the fact that he had sold Bill Blank a belt exactly like his for 25 cents? Can you imagine what he said to the customer? Of course, he could only make the very poor excuse that he had made a mistake, but he did not try to make this excuse and would not make the matter right under any conditions. The customer left the store and hunted up Bill and his belt and they came back to the store again and Bill told the merchant that he only paid 25 cents for his belt, which was exactly like the belt for which his friend paid 50 cents. It can well be imagined what was going on in the store during this time. The Ten Commandments were broken for a few minutes and the men left the store enemies of the merchant, while before this transaction they were his steady customers. The merchant thus lost their patronage and, nine chances to ten, he will lose the trade of many of their friends and their families—and all for the small sum of 25 cents. Had he been the right kind of a merchant he would gladly have given this man back his 25 cents and could have said it was a mistake on his part and that he felt very sorry over it and could have begged his pardon and said, "This is one on me and I guess I will have to set up the cigars." How differently these customers would have felt in the matter. They actually would have thought that this merchant was the only fellow worth trading with, and they cer-

tainly would not have thought of leaving him and would have told their friends how good Mr. Smith was.

All this goes to show how a merchant can hurt his trade and how he can improve it. Merchants, follow my advice and conduct your business by honest methods and you will always be on the road to success.

Meyer M. Cohen.

**Fortunes Spent in Purchase of Women's Thimbles.**

Women who are in the habit of doing their needlework with the aid of a thimble that costs them but a quarter of a dollar will perhaps envy their sisters who wear similar articles that are almost worth a king's ransom.

The costliest thimble in the world is undoubtedly one possessed by the Queen of Siam. It was presented to her by her husband, the King, who had it made at a cost of rather more than \$75,000. This thimble is quite an exquisite work of art. It is made of pure gold, in the fashion or shape of a half-opened lotus flower, the floral emblem of the royal house of Siam.

It is thickly studded with the most beautiful diamonds and other precious stones, which are so arranged as to form the name of the Queen, together with the date of her marriage. She regards this thimble as one of her most precious possessions.

Not long since a Paris jeweler, says London Answers, made a most elaborate thimble to the order of a certain well-known American millionaire. It was somewhat larger than the ordinary size of thimbles and the agreed price was \$25,000. The gold setting was scarcely visible, so completely was it set with diamonds, rubies and pearls in artistic designs, the rubies showing the initials of the recipient.

Five or six years ago a jeweler in the west end of London was paid a sum of nearly \$15,000 for a thimble which the pampered wife of a South African Croesus insisted on having made for her. This was one mass of precious gems—diamonds and rubies—which as thimble ornaments seem almost to monopolize feminine taste.

The late shah of Persia presented a thimble to a lady whose guest he was for a few hours. In the words of the delighted recipient it looked like a cluster of glittering gems, which in reality it was, save for the gold in which they were set. An expert in precious stones valued this thimble at \$7,500.

**Gloves in Olden Days.**

The first gloves were monks. The holy fathers of Sithin were in the days of Charlemagne granted by that monarch the unlimited right of hunting in consideration of their making girdles, gloves and book covers from the skins of the deer they killed. There is an old saying that it takes three nations to make a glove—Spain to produce the kid, France to cut it out and England to sew it together.

Many a man after setting up his ideal proceeds to back away from it.

**Manufacturing Matters.**

Harrisville—The Harrisville Cheese Co. has recently been established to engage in the manufacture of cheese and other milk products. The authorized capital stock is \$1,000, which is held in equal amounts by Jas. Ferguson, M. McLean, L. R. Dorr, J. Wood and others.

Kingsley—The Kingsley Cheese Co. has been organized to engage in the butter and cheese business. The new company is capitalized at \$3,050, the shares of stock being equally divided between Daniel M. Ensign, A. W. Overholt, Geo. Weidner, J. E. Winchcomb and S. Nickerson.

Three Rivers—A new confectionery house has been established at this place under the style of the Monarch Chocolat Creme Co. The authorized capital stock is \$20,000, held in equal amounts by M. M. Leiberhan, E. J. Monahan, Robert Redfield, H. Holdstone and others.

Manistique—The plant, real estate and other property of the Federal Leather Co. was sold at auction May 3 to the Chicago Lumbering Co., of this city, for \$63,800. Business will be resumed in a short time, either by the purchaser or a new company organized to conduct the business independently.

Menominee — The Menominee Brush & Broom Co. has been organized to manufacture brushes, brooms, rugs and material for same. The authorized capital stock is \$20,000, held as follows: Eugene R. Williams, 1,500 shares; Mrs. H. M. Williams, 100 shares, and Alonzo M. Butler, 50 shares.

Hudson—The Hudson Manufacturing Co., manufacturer of pumps, plows and bicycles, has incorporated its business with a capital stock of \$50,000. The officers under the new regime are L. R. Hazen, President; Frank Frost, Vice-President; L. E. Meek, Secretary, and William E. Keister, Treasurer.

Grand Ledge—The Grand Ledge Manufacturing Co. has been organized with an authorized capital stock of \$10,000 to engage in the manufacturing and mercantile business. The new concern has a capital stock of \$10,000, the shares being held by E. E. Edwards, 100; J. Walsh, 40; Benjamin West, 30, and M. West, 30.

Pontiac—Andrews & Stearns have purchased an equipment of bending machinery and will engage in the bending business in connection with their other wood working lines at their plant on Osmun street. The Pontiac Bending Co., which recently occupied a portion of the Andrews & Stearns plant, have erected a factory building of their own.

Capac—The directors of the American Peat Fuel Co. have voted to suspend operations. The reason is that the material in the bog is of too fibrous a nature to make satisfactory peat. The company has \$10,000 invested in the land and plant, of which \$30,000 is in the building and \$48,000 in machinery. The plant was operated last year, but at a loss on account of the character of the material. The property will probably not be a loss, as Mr. Bryant, of the Bryant Paper Co., Kalamazoo, asserts that the bog furnishes material which makes up

into an excellent grade of cardboard and heavy paper. Samples have been sent to the representatives of an English syndicate at Toronto, Ont., who are figuring on buying the land and plant and making paper and cardboard.

**Hides, Tallow and Wool.**

The enquiries for country hides are few. The supply is small. The light holdings by dealers do not make them anxious sellers. The poor quality and high prices do not stimulate tanners to buy. Calf skins are in limited supply, high in price and in good demand. The market is firm all around.

The tallow market, like the Dutchman's wife, is getting no better very fast. Stocks have accumulated and are being crowded on the market and, naturally, it is a declining market, on low values.

Wools are weaker throughout the State. The high cost chaps have their fill and try to hedge by selection where paying the price. The Eastern market does not respond. The indications are for lower prices.

Wm. T. Hess.

The largest fresh water ship in the world has just been launched at Lorain, O., on Lake Erie. The ship is called the A. W. Wolvin. She is 560 feet in length, 56 feet beam, 32 feet hold and draws 18½ feet of water. She has a carrying capacity of 12,000 net tons, which is equivalent to 400,000 bushels of wheat, and is so equipped with modern devices for rapid loading and unloading that she can be loaded in six hours and her cargo be discharged in the same short space of time.

When men will give up as much for tickets to hear a sermon as they will to see a prize fight, look out for the millennium.

Hard work is the best remedy for the blues.

**Business Wants****TOO LATE TO CLASSIFY.****BUSINESS CHANCES.**

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. 484

For Sale—Fine Lippincott Sanitary fountain, 14 syrups, one soda and four mineral draught-arms, mirror fronts on syrup containers. Good condition; a great bargain. Address Box 357, North Judson, Ind. 488

Wanted to Exchange—120 acres improved land, good buildings, good location, or 120 acres wild land, good location, near schools; also eighteen-room hotel and store building in a hustling town on the Pere Marquette Railroad for stock of merchandise or drug stock. Address Lock Box 214, Marion, Mich. 485

**POSITIONS WANTED.**

Experienced drug clerk, not registered, wants a position at once. Good references. Address No. 483, care Michigan Tradesman. 483

**HELP WANTED.**

Wanted—Registered or registered assistant pharmacist. State salary and experience. Address No. 487, care Michigan Tradesman. 487

**MISCELLANEOUS.**

Money—\$31 weekly clear on an investment of \$25. Write us for full particulars. Goodman & Co., 304 E. Fourth street, Cincinnati, O. 456

Send stamp for latest catalogue Michigan fruit farms. Elkenburg, South Haven, Mich. 489

Exchanges—If looking for exchanges or change of location write G. W. Langford, Eylar, Ill. 490