

MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, MAY 18, 1904

Number 1078

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IMPORTANT FEATURES.

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THE MISSION TO THIBET.

Great Britain is once more engaged in one of those little wars which have helped to make British history during the past hundred years. Rarely is England without one or more of these conflicts with rebellious tribes or with tribes that are unwilling to be subjugated and accept the boon of English civilization. It is only recently that a protracted campaign against the Mad Mullah of Somaliland has been brought to a successful termination, much hard fighting and considerable loss having been the record of the affair. Now there is war against the Thibetans which can have no other end than the march of the British to Lhasa.

This Thibetan expedition was not intended as a hostile campaign if British statements are to be believed. It was merely a peaceable mission to Lhasa, the Thibetan capital, for the purpose of securing the keeping of treaty engagements. Of course, an armed force was taken along, but it is explained that this force was too small to serve as a menace to the Thibetans. Similar missions have been sent in the past, but they almost invariably wound up, as this is likely to finish, namely, in the conquest of the people they were supposed to merely visit.

It was the pretended intention originally merely to send Colonel Younghusband to Lhasa to expostulate with the Grand Lama and offset the growing Russian influence in the Thibetan capital. The Thibetans were unable to understand the British mission in the light stated, and after placing all possible obstacles in the way of its progress, they finally attacked it with a large force. If the British desired an excuse for adopting more drastic measures against Thibet, here was one ready to hand. Of course, the Thibetans

were dispersed with frightful loss, as British missions rarely go into a semi-barbarous country without a powerful military escort. Notwithstanding the first repulse, the Thibetans have continued to attack the British expedition.

As a result of this stubbornness on the part of the Thibetans the British government has felt justified in throwing off all concealment and has announced that the British expedition must now go to Lhasa at all costs. Although the British Foreign Office announces that the capture of the Thibetan capital would not menace the autonomy of the Thibetan government, there is no one so foolish as to believe that the British will ever release their hold on the country. To all intents and purposes Thibet will hereafter be a British protectorate, just as Egypt and Zanzibar are, and Russian intrigue will be again balked in its efforts to secure a fresh foothold in Middle Asia on the frontiers of the great Indian Empire.

It will now, of course, be necessary to greatly re-enforce Colonel Younghusband's expedition, as it is certain that there will be considerable fighting to do before the Thibetan capital, Lhasa, the domicile of the Grand Lama, is reached and final victory has crowned another of England's little wars.

GENERAL TRADE REVIEW.

In spite of the advancing State convention season the decline and dulness of recent days are being followed by quite a rally in Wall Street markets. While the attention of the people is being given to the selection of delegates to the national conventions and the selection of candidates for State officers in many localities there is enough to exclude the possibility of any great volume of speculative business. But in spite of these hindrances and the discouraging effects of unfavorable crop reports, especially as to wheat, and the large outgo of gold, over \$50,000,000 since April 8, there is in evidence more of a rally in stocks than for several weeks. It is scarcely to be expected that the movement will be sustained or attain any great volume while the temporary hindrances indicated are in force. An encouraging feature of the situation, and one which may be having more effect than is generally considered, is that the united front presented by employers, and seconded by the public, against the unjust and unseasonable demands of labor organizations is preventing interruption in industries in all parts of the country. The failure of initial attempts to start serious disturbances like that of the recent strikes in this city nips many attempts in the bud and nothing is heard of them. It is

indeed fortunate that this factor of disturbance has come so far under control, for if the concerted movements all along labor lines, encouraged by the easy victories of last year, had been without control the effects must have been disastrous.

General trade reports throughout the country are far from encouraging, although the greatly increased production is not sufficient to prevent depletion of stocks by demand. Nearly twice the quantity of iron output now as compared with four or five months ago is being taken and used. Building enterprises are attracting much attention, and while transportation earnings are not favorable as compared with the highest records known of a year ago, still they are very large as compared with ordinary times. Textiles are meeting little encouragement, idle mills increasing as a result of high materials, and the dulness is apparent to a considerable extent in the boot and shoe trade.

When the Eastern war began there were predictions that it would be marked by shocking atrocities. The Russians were pictured as bloodthirsty and the Japanese as barbarians, who could not be expected to observe the amenities of modern warfare. There have been a few occurrences that were characterized by cruelty, but in the main the combatants have conducted themselves in a manner indicating that humane impulses are not foreign to them. Respect has been shown to the dead and consideration to the sick and wounded when they have fallen into the hands of the enemy. The spirit of the Japanese is rather more desperate than that of the Russians. Many of them have displayed a preference for death rather than failure or surrender.

The Japanese have the advantage of thorough familiarity with the region in which military operations are now progressing. They acquired it in their war with China ten years ago. They are perfectly familiar with the "lay of the land" and with every stream, road, hill and village. Moreover, they make friends with the inhabitants, who can probably be depended upon to give them valuable assistance.

Denmark has taken a step ahead of Delaware in the punishment of wife beaters. Delaware clings to the whipping post, and the sheriff or a deputy plies the lash. A new Danish law provides punishment by means of an electrical flogging apparatus, and not only sends wife beaters to the machine, but all culprits that have been guilty of brutality and cruelty.



Examines Vie With Graduating Goods in Steketee's Windows.

The most prominent thing to strike the eye in either of the four Steketee dry goods windows this week is three pieces of very stylish etamine—dark navy blue with 2-inch zibeline polka dots of black at regular far-apart intervals. The three are off the same piece of goods, and are draped exactly alike—on large high arched standards, way above all the rest of the pieces, with the exception of an old rose silk petticoat and a bright green one, which alternate with the etamine and are in some invisible manner attached to the background. This etamine is all draped over red silk, which adds to elegance of the goods and shows a fine color scheme that might be utilized in the making up of the patterns. Perhaps red looks the best of any color to combine with it as a lining, and having the three pieces of goods appear exactly the same gives a homogeneity to the window; but I think it would be better to have the linings all different, so as to show a variety.

There are two other pieces of etamine in the window. They are of precisely the same pattern, but are a brown in tone, as to background, and the polka dots are perhaps a shade darker. The tint of brown is a pure Havana, although one would declare up and down that the goods are green. They are draped over that color, which, showing through, gives that illusion.

These five pieces of etamine carry the tempting statement that the "Was price" came to \$12 and the "Now price" is \$7—quite a drop and one that should be sufficient to move the patterns. Only an extremely slender person, however, could wear them with impunity. Let the possessor of embonpoint beware as she values her good appearance.

Other articles to attract attention in this window are: Ladies' hosiery, practical leather handbags, belts, linen and duck stocks and silk undershirts.

To the uninitiated it would seem as if the old-fashioned "balbriggan" hose are again to set up a claim to public favor, as one sees no exhibit for women's wear without several hose of this description, either with silk clocking or a little embroidery or openwork at the lower half of the article. Steketee has one pair with a tiny old-rose figure sprinkled over the entire lower half.

Most of the other hosiery on exhibition is black and white in combination or grey. One pair of black that is very neat has the lower part composed of a lace design, while three little diamonds embroidered in several different colors ornament the ankle in front, one above the other.

It is to be observed that black, black and white, and grey and their combinations predominate in foot-coverings for both men and women.

The big oblong heavy-looking handbags with the handsome gilt mountings and pretty silk linings seem to have the call just now. Some have a plain lining and some a figured, to suit various tastes, and it is hard to decide between them.

One handsome red leather bag is lined with a plain thick corded silk or exactly the same shade, with all the cunning little accessories in their respective side pockets, and the contrast of the leather doodads and the gilt top of the smelling bottle with the silk of the lining is extremely pleasing.

An all black bag, as to the outside, has the inside of white moire silk, dotted with small heliotrope-colored blossoms. This would suit elderly ladies (we have no "old ladies," thanks to the way the women "keep themselves up" nowadays!) and delight many younger ones as well who are fond of the light purple tints.

A wonderfully fetching bag made up in dull reddish brown and black mottled leather had an old-fashioned silk lining of black neatly barred off with the hair-lines of white about the width of a mere pin head, and this was sprinkled all over with the smallest specks of white.

There is one bag in a mode tint, to go with a dress of the prevailing fashionable shade. It has a wonderfully twisted handle, in a round shape as big as your finger, and of a very intricate design. The trimmings are of shining gilt, and thick dove-colored moire silk forms the lining. It is elegant simplicity personified.

One can find a pocketbook for every sort of occasion on which it is appropriate to carry one, to match any sort of gown—heavy business-looking bags or dainty little conceits more for ornaments than use, or anything between these two, and the girl of good taste knows just what to select to go with each separate costume. They come in every color, in every shade of every color, and in combinations of these, and at all prices, from 5 or 10c "up." It is needless to remark that the "up-er" they are the more elegant. The beautiful bead ones such as our grandmothers used to carry are imported mostly from Austria, and are made by such cheap labor that this country does not attempt to compete with the imported goods. To my mind, there is nothing to be compared with these and although the handsomest ones represent the outlay of a lot of money, by careful use they may last a lifetime.

In the stocks the teeny-weentiest little pearl buttons play an important part. They are so small they look like those on very, very old baby-clothes that some of us have reverently laid away in our most sacred bureau drawers—little togs that our fathers wore in their far-away infancy, and then we, when we put in our appearance in this more-or-less (as we look at it) vale of tears! Ah, well.

They smell of lavender yet, those dear little garments, and, if the father is still with us or not, we drop a tear on the yellowed lace and carefully lay them back in the old folds

that have been there ever since we can remember.

* * *

The next window contained men's auxiliaries exclusively—shirts, neckties, gloves, "sox." And how giddy the Sterner Sex are getting as to these last. Their feet may look ever so propriety-like across the instep and around the ankle, but you may be sure there is a diminutive red-red—or other—stripe going around the toes and at the place where they pull 'em on—just enough to allow a man to get a touch of his favorite color if he may not display it to the unfeeling world!

* * *

Strictly ladies' shirt waists occupied the window at the right of the entrance—all white—sheer goods trimmed with embroidery or lace and China silk decorated with simple tucks or tucks and openwork. The prices ranged from \$1.29 (same as \$1.30) to \$5.98 (same as \$6).

* * *

The coming June graduates—that is, the feminine portion—may easily find something to please in the big show window toward the rising sun, where are displayed dozens of delicate objects for use or ornament on that momentous occasion. These are all of moderate price, suited to the purse of the girl of limited means, the filmy dress goods being especially reasonable, none exceeding the price of 50c per yard, and, as all the little fixin's so soon count up into the dollars, and the sweet girl graduates always want everything new "right straight through," it would seem the part of prudence to at least glance at Steketee's offerings before fully deciding on the important outfit.

Aristocrats Who Labor For a Livelihood.

When the American heiress is wedded to a foreign prince or nobleman of aristocratic lineage, with a real title, no matter how threadbare or worm-eaten, the event attracts more or less attention, but few know of or think of the titled foreigners in this country who do not marry American heiresses.

In this connection it will surprise not a few persons to learn that the numbers of foreign nobility in this country are quite large, and that while some of them are dissipated, loafers or unconscionable swindlers, most of them are honest and industrious and work for their livelihood.

A census of the educable children of Chicago is being taken, and for that purpose 300 enumerators are employed. According to the Chicago Chronicle, two French counts, four Polish noblemen, an English baronet, two Russian princes, an Austrian viscount and about seven sons of the foremost British nobility are included in the list of canvassers. Linguists of every European nationality are included in the 300 men employed for the work. It is their duty to get not only the statistics of the possible and actual school population, but to arrive at an accurate report of the total population of Chicago, the number of defectives, invalids, child toilers, criminals and law evaders in the community.

Chicago has a large foreign population, composed of people from so many different countries that men familiar with all their languages and tongues are required. Chicago is peculiar in that respect. The Chronicle reports that there are seven Frenchmen of good birth and accomplishments on the accepted list. One Japanese of rare linguistic ability, one Chinaman, eleven Germans, nearly all of whom bear scars of the Teutonic universities; half a dozen Irish graduates of Trinity College and Mount Melleray, nine Englishmen of Oxford and Stonyhurst, five of whom saw service in the British Army in India, Africa and Oceanica; ten Poles who speak Polish, German and French with equal facility, and about 200 Americans, most of whom have command of two or three foreign languages, have been employed in the canvass.

The work will continue until July 1, and it is the hope and belief of the Board of Education that the new census will come very near to perfect accuracy not only as to the school census required, but also as to fixing authoritatively the population of Chicago and the physical, mental, moral and sociological status of the whole community. Never before was the work launched so effectively or under circumstances so favorable, and it is the intention of the Board to make this census a complete guide and handbook for the enforcement of the compulsory education law and for the estoppage of illegal juvenile labor.

A Really Unexpected Proposal.

When he proposed marriage she asked for time to think it over.

"This is so unexpected," she said.

He gave her the necessary time and she finally decided that he fulfilled all the requirements of the situation. Then they reached a point where they could discuss matters calmly.

"Of course," he said jokingly, "it wasn't really unexpected at all."

"Oh, yes, it was," she replied.

"Absurd!" he exclaimed. "A girl always says that. She knows what's coming and when it's coming, because she is just naturally an expert in such matters."

"I thought I was, but you fooled me," she insisted.

"And it was a complete surprise?"

"It was."

"I don't understand," he commented.

"Well," she explained ingenuously, "you had overlooked so many splendid chances that I gave you for a proposal that I had begun to think nothing ever would give you nerve enough to speak out, so it really was unexpected."

"Oh!" he said, and that was all. There didn't seem to be anything else to say.

Some Picturesque Windows.

All shades in the medium and light tans, buffs, pale browns and sage, ranging to the most delicate tints of light fawn, have been eagerly taken up by dealers in men's furnishings and are being displayed in the most picturesque form in the windows and cases of the prominent stores.

STAPLE AS GOLD

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

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

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

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

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

It never fails to satisfy the consumer.

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



Movements of Merchants.

South Haven—Carl Ely has opened a new drug store.

Clare—M. P. Enders has sold his furniture stock to George Easler.

Adrian—R. J. Clegg succeeds Linsner & Clegg in the meat business.

Park Lake—F. C. Lawrence succeeds Wm. Eichenberg in general trade.

Kalamazoo—Chas. T. Mallo has opened a cigar store at 207 East Main street.

Niles—Clyde Thompson has opened a furniture store in the Landon building.

Marlette—The capital stock of the Commercial State Bank has been increased from \$25,000 to \$40,000.

Hillman—Austin Rea has purchased the hardware and agricultural implement stock of Richard Bates.

Beaverton—Wm. Herendeen has sold his interest in the Beaverton Hardware Co. to H. Cross and A. Otte.

Lake Odessa—R. H. Miller, of Alma, has purchased the shoe stock of C. D. Roof, who will re-engage in business elsewhere.

South Haven—R. G. Noyes has purchased the stock in the Crown drug store and will continue the business at the same location.

Battle Creek—Ted Austin has engaged in the china and crockery business in the building formerly occupied by the furniture stock of George Turner.

L'Anse—Mason & Vent, dealers in general merchandise, have dissolved partnership. The business is continued under the style of Mason & Campbell.

South Frankfort—Geo. E. Coleman has sold his drug, book and stationery stock at this place to J. B. Collins & Sons and removed to Traverse City.

Holland—The meat market and grocery stock of C. Van Duren was damaged by fire last week to the extent of about \$800, which was covered by insurance.

Lansing—Wm. D. Rouser has purchased the grocery stock of W. J. Scott & Son, at 504 Michigan avenue east, and has already assumed possession of same.

Big Rapids—The A. R. Morehouse grocery stock has been purchased by S. B. Norcross and Bert Wolcott, who will continue the business at the same location.

Hawkins—A. B. Davis has sold his general merchandise stock to O. L. Smith and has removed to Bunyan, Wis., where he will engage in the same line of business.

Hillsdale—F. B. French has opened an implement and farm machinery store in the Heenan building at 38 Bacon street. He will also handle harnesses and buggies.

Flint—H. & J. Danbean, proprietors of the Yale Cigar Co., have dissolved partnership by mutual consent. The business will be continued by Joseph Danbean.

Muskegon—A. R. Walker, of Ann Arbor, has purchased an interest in the wholesale confectionery business of Snyder & Thayer. The new style is Snyder, Thayer & Walker.

Holland—E. S. Gale, who formerly conducted a general store on the north side of the Bay, has opened a fish market in connection with the meat market of J. Kuite, on Eighth street.

Detroit—The Detroit Umbrella Co., Ltd., has been organized to take over the umbrella business of H. A. Newland & Co., and will open in a store on Jefferson avenue between Bates and Randolph streets.

Detroit—Fred G. Schultz has bought out the grocery business of C. Benzin & Sons, 433-435 Maple street. Mr. Schultz has been connected with David Stott, the miller, for a number of years.

Portland—Frank Kilner has disposed of his cigar, tobacco and stationery stock to G. R. Babcock, of Grand Rapids, and will remove to Montana, where he will probably make his future home.

Owosso—John T. Walsh has purchased the cigar stock of Chas. J. Thorne and will continue the business at the old stand. Mr. Thorne has gone West for an indefinite stay in hopes of recovering his health.

Republic—John O. Utberg, dealer in feed, groceries and meats, will shortly erect a new building. He has sold his bakery business to Alfred Peterson, formerly his head baker, who will fit up his own building for occupancy.

Albion—The College Hill grocery, at the corner of Cass and Oswego streets, has changed hands, the stock having been sold by Mrs. Matilda J. LeFever to A. F. Gillick, of Midland. Mrs. LeFever will engage in the millinery business at this place.

Thompsonville—Menold Bros. are remodeling the interior of the store building recently purchased and will occupy same with their drug and grocery stock. They are also erecting a warehouse, 28x30 feet in dimensions, at the rear of their store building.

Republic—Munson & Peterson, dealers in drugs, jewelry, hardware, lumber and coal, have dissolved partnership. C. Munson will conduct the drug business and Carl Peterson will erect a new building on the present site and continue the hardware and jewelry business.

Calumet—H. M. Geucke, Conrad Wieder and G. Benson have engaged in the harness, vehicle and sundries business. The capital stock is \$20,000, and is divided equally among the stockholders. The style under which the business will be conducted is the Wieder Harness Co.

Detroit—Wm. N. McLennan, of Bay City, and H. C. Hitchcock and J. M. Clifford, of this place, have engaged in the wholesale and retail lumber business under the style of the City Lumber Co. The authorized capital stock is \$15,000, held in equal amounts by the members of the company.

Bad Axe—Thomas Cosgrove, Catherine E. Cosgrove and Richard E. Fremont have formed the Cosgrove-Fremont Co. to engage in the hard-

ware, vehicle and farming implement business. The capital stock is \$4,000, of which Mr. Fremont holds 200 shares; Mr. Cosgrove, 150 shares, and Mrs. Cosgrove, 50 shares.

Kalamazoo—A neat booklet, entitled "Wake Me Up in Kalamazoo," has been issued by the Printing and Publicity Committee of the Board of Trade of this city, in charge of W. L. Brownell. The pamphlet has been sent out for the purpose of putting the Board of Trade more strongly before the people, and of increasing the list of members. It contains a rousing appeal to the citizens of Kalamazoo in behalf of the movement for progress and development and should be productive of the desired results.

Manufacturing Matters

Hillsdale—The Worthing & Alger Co., manufacturer of fur robes and coats, has increased its capital stock from \$70,000 to \$110,000.

Grant—Arthur Dysinger, manufacturer of the Dysinger, Highway and Arthur D. cigars at Nawaygo, has removed his factory to this place.

Saginaw—The Herzog Table Co. has increased its capital stock from \$25,000 to \$50,000, the additional stock having been taken almost entirely by the members of the company.

Constantine—The American Carbolite Co. is the style of a new enterprise organized to manufacture carbolite, calcium carbide, etc. The authorized capital stock is \$200,000, the principal stockholder being H. E. Hartenstein.

Adrian—The Acme Preserve Co. has merged its business into a corporation with a capital stock of \$30,000. The stockholders and their holdings are W. H. Shattuck, 99 shares; H. C. Shattuck, 50 shares, and E. B. Barrett, 1 share.

Flint—The Blue Grass Stock Food Co. has merged its business into a corporation under the same style. The company is capitalized at \$1,000. The stock is held by Louisa Kersten, 60 shares; G. N. Kersten, 19 shares, and F. S. Kendig, 1 share.

Kalamazoo—The Birdino Game Co. has been formed to manufacture games and amusement specialties. The company is capitalized at \$20,000, the stock being owned as follows: Stewart A. Taylor, 800 shares; C. L. Barnes, 200 shares, and W. M. Hartty, 200 shares.

Newport—The Newport Canning Co. has incorporated its business under the style of the Newport Canning & Packing Co. The authorized capital stock is \$10,000. The members of the company are Jerome J. Valade, Geo. Martin and J. A. Wiedemeyer, who share equally in the capital stock.

Tecumseh—The Tecumseh Macaroni Co. is the style of a new enterprise established at this place. The company will manufacture macaroni, noodles and other paste goods. The authorized capital stock is \$15,000, held in equal amounts by Chas. H. Heck, F. B. Bauer, Jas. W. Wightman and B. J. Garlinghouse.

Adrian—The Adrian Manufacturing Co. has been organized to engage in the manufacturing, foundry

and machine shop business. The authorized capital stock is \$100,000. The stockholders are Alex. Zagelmeyer, West Bay City, 3,500 shares; F. E. Schoomaker, Adrian, 1,500 shares; J. F. Cooper, Adrian, 1,000 shares; E. P. Oviatt, Lansing, 1 share, and C. R. Miller, Adrian, 1 share.

Detroit—The Sommer Motor Co., capital stock \$40,000, has filed articles of association with the county clerk. Half the capital stock has been paid in, \$5,000 being in cash and \$15,000 in the machinery stock, etc., of the Hammer-Sommer Auto Carriage Co., Ltd. The incorporators are the following Detroit men: Herman A. Sommer, 1,997 shares; William J. Sommer, Arthur Schreiter and Alex. J. Reno, each one share.

The Boys Behind the Counter.

Pontiac—Samuel P. Rockwell, pharmacist at the Eastern Michigan asylum here, has resigned that position to accept one as traveling salesman for the Michigan Drug Co. He will be succeeded by Charles E. Smith.

Hart—Verne Gongwer has severed his connection with the Lyon Furniture Co. and taken a position in A. DeVoist's grocery store.

Port Huron—Geo. Bausenbach, for several years manager of Grinnell Bros.' music house in Port Huron, has been transferred to the main house in Detroit. A. F. Keshpaugh will manage the local store.

Muskegon—Charles W. Dearborn, who has been employed in the department store of W. D. Hardy & Co., will remove to Benton Harbor, where he has secured a position as a window trimmer in the dry goods store of Young, Peck & Co.

Saginaw—Arthur E. Jochen, who a year ago resigned a position at Heavenrich Bros. to take the active management of Jochen's bakery, has taken the management of Heavenrich Bros.' shoe department.

Thompsonville—After three years' service in Wm. Imerman's clothing store, Lowell Paul has severed his connection with that establishment and is now assisting his brother Jefferson in the Paul Mercantile Co.

Cadillac—George Rish, of Grand Rapids, has taken a position in the bakery department of Johnson & Kaiser's grocery.

Charlotte—Roy Barney, Fred Hubbard and Harper Krebs are behind the counter in the new Barney grocery store.

Bellaire—E. A. Hillyer succeeds Richard Clapp as book-keeper in the grocery store of L. C. Van Liew & Co.

Commercial Credit Co., Ltd.

Widdicombs Building, Grand Rapids
Detroit Opera House Block, Detroit

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



The Grocery Market.

Sugar (W. H. Edgar & Son)—Since the date of our last advice to the Tradesman—May 10—all refiners have advanced to the uniform net basis of 4.75c New York, less 1 per cent. for cash. Europe has advanced to a parity approximating 4c, duty paid, with centrifugals. The spot market for centrifugals is quoted at 3¼@3½c—a wide margin. The latter figure is doubtless as low as holders will accept. Cuba has sold at equal to 3.97c, duty paid—sales being to speculators. The whole situation is strong, but while strong the market is admittedly quiet. The very large withdrawals of recent date hardly justify any considerable volume of shipping orders until the accumulations incident to the heavy withdrawal orders referred to diminish. A moderate business is all that can reasonably be expected. Contract terms are becoming more rigid in their enforcement, which we consider a healthy condition.

Tea—Late advices from Japan are to the effect that the price of new tea has advanced since the opening to a point equal to if not slightly in advance of last year. The fact that exports will be smaller this year, by reason of the late season and the using of many thousand men for war purposes, is responsible. This has not affected the market on this side, although it is very firm at this writing. Cables from Formosa also quote those teas as having advanced 2c from the opening, which makes the market about the same as last year. The cause is smaller exports. There have been no changes in the tea situation during the past week. The market is firm and the demand fair.

Coffee—No. 7 Rios are a little lower in the New York market, but the roasters say it is impossible to buy them at any lower figure. The demand is as good as expected at this season. It is not as heavy with some of the jobbers as last week, but the fluctuation is apparently only temporary as there is no reason in sight why there should be any smaller call. Statistically, the position of coffee is strong, and it is the general opinion that prices will hold up well or even advance from now on.

Canned Goods—All varieties of canned goods are moving in about the usual volume for the season of the year. Tomatoes are doing very well. Corn is not doing much. Other vegetables are moderately active. California reports say that good enquiries are continually coming to hand for peaches and pears, particularly. The cheaper grades of these are well cleaned out, but there are some extras still to be had. The outlook in that State now is good for a large crop of fruit and consequently a large pack. Asparagus and peas are now being packed there. The size of the asparagus pack keeps increasing as the time of putting up

draws near. Prices on the new pack of fruits are expected to be made by the Cannery Association very soon.

Syrups and Molasses—Sugar syrup is in fair demand, both for home and export, and finer grades are a little stiffer in price. Molasses is in fair demand, particularly for fine grades of open kettles. These would be from 2@4c higher were it not for the large quantity of cheap goods on the market. Glucose is unchanged for the week. Compound syrup is unchanged and quiet.

Dried Fruits—Prunes are unchanged, but extremely low prices are quoted on the coast. The cut in seeded raisins has had no effect upon the Eastern markets, except to cause some weak holders to reduce prices, in spite of the fact that raisins at the declined prices could not be delivered in the East for a month yet. The demand for seeded raisins seems dead beyond the possibility of awakening. Loose raisins are in relatively better shape than seeded goods, although the reduction on the coast has not stimulated the demand to any great extent. Apricots are moving well at full prices, and stocks are getting low. Currants are quiet and unchanged. Peaches are in fair demand and will apparently clean up well. Prices may advance; in fact, an advance can already be said to have occurred, since sales can now be made at prices that buyers refused to pay a short time ago.

Rice (Dan Talmage's Sons)—In sympathy with the kindred lines, trade in rice has been quiet. Buyers say "demand slackened, hence but little need for resupply," but give no reason for diminished call. This conservative line of action has given the trade an opportunity to straighten out stocks, and enquiry for special styles by various buyers would indicate that assortments are broken and need replenishing. Prices in primary markets are relatively higher than at this point, hence shipments hither are light and holders firm in their views, although slight concessions are not unusual during periods of dulness. Advices from the South note steady movement on the Atlantic coast. Planters are confident that the remainder of the crop will be placed at present and possibly higher figures at the close. At New Orleans there is more enquiry and a decidedly improved tone, especially on the higher grades.

Lyman Townsend, who has been engaged in the grocery, bakery and restaurant business in this city and at Howard City for the past twenty-five years, has opened a grocery store in his own building at 792 North Coit avenue, corner of Palmer avenue. The Clark-Jewell-Wells Co. furnished the stock.

Victor Roussin, who has been engaged in the drug business at Ludington for the past twenty-two years, will open a new drug store at Cadillac about June 15. The Hazeltine & Perkins Drug Co. has the order for the stock.

As a man grows older the gray matter of his brain begins to show on the outside of his head.

The Produce Market.

Apples—Dealers can now figure their losses on the stock carried through the season. Prices range from \$3@3.50 per bbl.

Asparagus—\$1.50 per box of 2 doz.

Bananas—Prices hold very high and the quality and quantity of the fruit obtained are not at all satisfactory to the jobbers, but they cannot help it. In spite of the high figures a fair trade is noted in this fruit on the basis of \$1@1.25 for small bunches and \$1.75 for jumbos.

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

Beets—50c per bu.

Butter—Creamery is 1c lower than a week ago, commanding 20c for choice and 21c for fancy. Receipts of dairy are increasing and they are beginning to show the effects of grass in color and flavor. Prices are steady on the basis of 10@11c for packing stock, 14c for common and 15c for choice. Renovated, 17@17½c.

Cabbage—\$2.25 for Florida and \$2.50 for Mississippi.

Carrots—40c per doz. for Southern.

Celery—California is out of market. It will be about a month before home grown will be in the market again.

Cocoanuts—\$3.50 per sack.

Cucumbers—65c per doz.

Eggs—Local dealers pay 15@16c on track. Receipts are liberal, but the price is firm.

Game—Live pigeons, 50@75c per doz.

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

Green Onions—15c per dozen bunches.

Green Peas—\$1.35 per bu. box.

Honey—Dealers hold dark at 9@10c and white clover at 12@13c.

Lemons—Messinas and Californias are steady at \$3@3.25 per box.

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

Maple Sugar—10@11½c per lb.

Maple Syrup—\$1@1.05 per gal.

Onions—Home grown are entirely out of market. Bermudas fetch \$2.25 per crate. Egyptians command \$3.50 per sack. Southern (Louisiana) are in active demand at \$2.25 per crate.

Oranges—California Navels, \$2.85 for extra choice and \$3 for extra fancy; California Seedlings, \$2.50@2.75.

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

Pie Plant—75c per box of 40 lbs.

Pineapples—Floridas fetch \$3@3.50 per crate for assorted.

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

Potatoes—Old stock is getting scarce and the demand has shown a steady improvement during the past week. Jess Wisler, the Mancelona potato dealer, has just returned from a trip through Central and Southern Ohio and Indiana and reports small stocks in the hands of jobbers and short supplies in the hands of retailers. He predicts that the market for old stock will go to \$1.50@2 per bu. before new potatoes begin to arrive in sufficient quantities to supply the market. New potatoes are now in good demand at \$1.65 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—25c per doz. for hot house.

Strawberries—Tennessee stock is now in market, commanding \$2.25 per crate. The prospects are that the market will be fully supplied from now on.

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

Tomatoes—\$3 per 6 basket crate.

Wax Beans—\$2.75 per bu. box.

Hides, Pelts, Tallow and Wool.

Sales of country hides have been limited on account of excess of price and scarcity of stock. It is a strong market that tanners can see no money in and therefore hold out as long as possible and then buy sparingly.

Pelts are in good demand for all grades at high values. The market is kept cleaned up.

Tallow is still on the sick list with no show of recovery. Prices go no lower, but it is a dull trade.

Wool booms in the State on account of strife among buyers, wholly speculative. While many buyers drop out and former buyers do not come in, a few others stand to the rack and chase prices upward and have them at the danger point. Sales in foreign markets have a tendency to strengthen our home market. Manufacturers claim a bad situation on cloth sales and no advance warranted from their side. Again, some dealers claim there is a scarcity and the one having the wool at present prices is ahead on the deal. Most old reliable houses keep out and a break is likely to come any day.

Wm. T. Hess.

Freeport Business Men in Line.

Lake Odessa, May 15—At the last meeting of the Business Men's Association E. D. Verity was elected President in place of E. C. Tew, who declined to serve.

The proposition received from the Freeport Cutter Co. to remove its business from Freeport to this place was referred to a committee composed of J. W. Diamond, H. W. Hart and A. H. Weber.

It is a good sign that Jews in the United States are turning from the city to the country. The movement is not as yet a large one, but it is perceptible. Jews as a rule have in the past preferred to live in communities together and have not taken account of the isolation incident thereto. They are not averse to nor incapable of manual labor as often represented. It is true that they have the commercial instinct strongly developed in many cases, but the early traditions of their race are those of an agricultural people. Thousands of them are now living in the crowded tenement districts of American cities who would be far more comfortable and prosperous were they to set their faces toward the rural regions, where their industry and thrift would speedily bring abundant reward.



The Simple Tie That Bound Them.

Written for the Tradesman.

The simple fact was that none of them liked him. "None" in this instance meant, as usual, a large majority, which, as usual, confirms the rule. Why they did not like him was easy to see and soon stated: he was a "stuck-up." In the first place he was from the East and seemed to be proud of it. He had all the ways of a college graduate and when asked if he was, there was too much of the "of course I am" about it to leave a pleasant impression. When asked if Winthrop, his surname, made him a member of the early New England Winthrops, who came over in the Mayflower, he said he was and while he said it modestly enough, the majority who did not like him saw, or fancied they saw, a bit of chin-lifting and nose-in-the-air conceitedness, not at all to his credit. He was evidently a man out of his element and the sooner he got back to it and left the Middle West to itself the better for all concerned. Water and oil never did mingle and never would, and if extremes ever meet it is when the line becomes a circle and that does the business for the straight line.

In spite of all this criticism Robert Winthrop, of Massachusetts, kept right on in the even tenor of his way. He took the accidents of birth and fortune as accidents merely. He could not help it if he was well-born. He was glad enough to have been a member of the Harvard Hasty Pudding Club, had got out of it all the fun it could furnish and had brought away from it some of the most delightful memories of his academic life; but that had nothing to do with the life he was living now. He was not "banking on it." He did wear clothes that fitted him because they were made to fit, he did bring with him letters to some pleasant people who had kindly taken him in thus introduced, but he was depending upon no "pull" socially or commercially to help him along. Plain Bob Winthrop he had been and plain Bob Winthrop he was expecting to be, hoping to rise in the world just in proportion as he fitted himself for the rise by efficient and persevering service. The one fact of the case was that the young twenty-one-year-old was a thorough-bred, and that is all there is to it.

What he was socially and mentally he also was physically. The inheritor of a sound body, splendidly built-up, he walked with men half a head above most of them without a thought of looking down upon one of them, a fact which his fellow clerks in the house of Osgood & Co. were very loath to admit. The difference between him and them they alone saw and felt and they were forced to acknowledge that it was only their prejudice that kept them apart. The little bits of daily life he committed in common with them. Time and

again his cigars were smoked by the fellows he walked with, and they were good ones, but he never "herded" with them, and the only man among them who could even remotely be considered as at all chummy with him was that insignificant Jack Calvert from Baltimore, whose mother kept a rooming house up on Seventeenth street back of the Capitol.

With the relations thus established between them young "Bob" started in pretty low down on the commercial ladder with the laudable determination to work his way up. His rapid climbing surprised his fellow clerks, a condition of things not at all intended to do away with existing prejudices; but going up on merit he won their respect, although there was an occasionally expressed wonder what the pull was and where it lay. With a pull or without one into a much-coveted place one morning Bob Winthrop found himself lifted behind a certain important counter with many a "now-we'll-see" from friend and foe as to the wisdom of the great and unexpected promotion.

The first trouble appeared in an unexpected quarter. Bob's cash boy happened in this instance to be a little girl, by no means a strong child, which need had compelled to take the chance of earning the pitiful wage, small as it was. She served among others Bob and Jim White, who was Bob's opposite in every sense of the term and it was not long before on the child's account a difference arose between the two clerks.

At near the close of a bustling bargain day, when the child's strength had so far gone as to make haste with her an utter impossibility, White, equally weary and correspondingly fretful, called "Cash!" and when that functionary finally put in an appearance the impatient clerk "called her down," and he did it in language which no child should hear.

"Susie," called Bob over the counter, "don't wait on him until he speaks to you properly; I would not. He won't harm you, I'll see to that, and if he refuses to speak as he should report him at the office."

"Cash," shouted White, savagely tapping the counter with his pencil.

"Do you take back what you said to her?"

"No."

"Then call another cash boy; you can't have her. Come here, Susie."

The immediate trouble was removed by the manager who, near enough to catch the drift of the thing, called another cash boy and told White to look out for himself; but the six o'clock signal was still sounding when Jim, with flaming eyes and clinched fists, presented his one hundred and seventy-five pounds avoirdupois to Bob with the evident intention of giving him a licking. He did not. There wasn't even the approach to deadly combat. The Harvard athlete had kept up his exercises and the first thing Jim White knew was a prompt and forceful ejection from the cloak room with the admonition to behave himself if he didn't want to get hurt. From that hour on Bob Winthrop's place in the opinion of his fellow workers was high.

The wisdom of the young man's promotion soon became apparent. By some sort of legerdemain the idea permeated the town that there was a thoroughbred among the clerking force at Osgood's. Like seeks like and found it behind that particular counter at Osgood & Co.'s. What followed is that which always follows the finding of the real thing. It was duly appreciated and made the most of; and when Bob Winthrop's account of sales was looked over at the end of his first month's promotion it was found to be three times as much as it had ever been before. That in itself was all very well; but while the gain per cent. was a thing not to be despised in the eyes of the firm it was more to the purpose to find the best people in the city making that particular establishment their trading center; and Mr. Robert Winthrop was consequently and duly informed one day that a substantial addition had been made to his already handsome salary.

"It will lead to the finest case of swell head," declared Jim White, "that the house has known." The "case" shows the kind of prophet Jim White is.

The day was the finest June knows. The "ultras" of the city showed their appreciation of it by crowding into its sunshine. From that they overflowed into Osgood's and Bob's counter was lined several deep with the cream of the cream. "It's a delight to watch that man Bob when he's doing his best work," said the head manager in the office one day, and that day he was certainly at his best. The Ultra Mrs. VanStyne was bending appreciatively over the rare and costly fabric on the counter before her and was wondering with her admirer, Mrs. De Grey, whether she had better decide upon this or see what she could do in Paris; and, still in doubt, she appealed to Mr. Winthrop to settle the all-important question, when that gentleman, with a most affable "Excuse me for a moment, ladies," left his place behind the counter and soon afterward led to a seat in the crowded store a little, plainly dressed woman who, every inch a queen, flushed with pleasure at the unexpected attention, for which she royally thanked him. That done he went back to his customers, made the important sale, accepted an invitation to dine with the Van Stynes on Sunday, and then with a deference which won the heart of the crowd he turned to the customer he had so lately enthroned.

She was soon satisfied—your real royal are—and then, busy as he was, on finding that her purchases were over he conducted her to the door, where a footman in livery was waiting to help her to her carriage at the curb.

"I thank you," she said as she left him. "I hope I may see you again, Sir;" and it was evident that she meant the Sir should begin with a capital. She did meet him again. She entertained him often at the mansion on High street, where even the Van Stynes and the De Greys regard it a high honor to be invited; and when one night across the mahogany Bob Winthrop was asked how he and

their hostess came to know each other, she, to his infinite relief, answered for him: "We have known each other from the foundation of the world, Mr. Winthrop and I. We first met in a crowd. We are both thoroughbreds, both recognized each other and here we are!"

That was the simple tie that drew them together and bound them. The royal behind the counter recognized its kin in front of it and the genuine on both sides of it was glad to proclaim the relationship.

Richard Malcolm Strong.

Union Match Company Defeats Match Trust.

The Union Match Co., the independent factory at Duluth, Minn., has won the case instituted by the Diamond Match Co., otherwise the "Trust" for alleged infringement on its patents. This is an important decision, as it settles a point that had long been a bone of contention. It is understood that on this question rested the very existence of the independent match companies, and this decision sustains them. The Diamond Match Co. sued the Union Match Co., alleging infringement of the Beecher patent of 1888 for improvements in match-making machinery. The Diamond company based its suit on claims 1, 2, 3, 4 and 5 of the Beecher specifications, which involve the construction of match-making machines with reciprocating cutter which cuts match sticks from blocks, ejects them into perforated metal plates that are hinged together to form a carrier to convey the sticks to the paraffine bath, thence over rollers on which is the ignitable material for match heads. The allegations of the Diamond Match Co. embraced exclusive claims to any and all such match-making machinery. The Union Match Co. showed several patents under which substantially all these things had been done, and contended that its machines contained no feature of value to conflict with the Beecher patent. Judge Page Morris, who heard the case, did not go into detail as to the points in dispute in his decision, simply holding that the Diamond Match Co. had not made such a showing as to entitle it to the preliminary injunction asked for.

The Customer.

Serving customers intelligently and satisfactorily behind the retail drug counter is not so easy as some people imagine. There is something more to do than hand out Epsom salt or a package of patent medicine and taking in the money for them. The druggist who is a good salesman must be a good and quick reader of human nature. He must understand his business thoroughly and know all about the goods he is selling to his customers. He must work all day and almost all night planning things, and then attend to these plans to see that they are properly and successfully carried out. He needs the patience of Job, the wisdom of Solomon and the strength of Samson to satisfy and please all sorts and conditions of customers and build up a profitable business.—Bulletin of Pharmacy.



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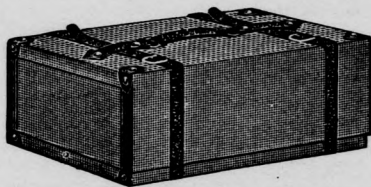


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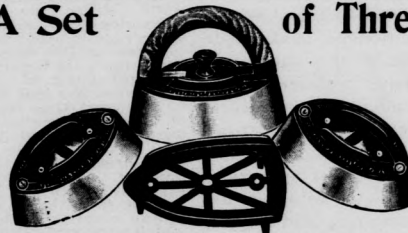
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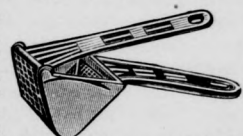


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E. A. STOWE, Editor.

WEDNESDAY - MAY 18, 1904

THE QUESTION OF PEACE.

Although the war between Russia and Japan has hardly commenced, the peacemakers are already busy figuring out how it will end and how best to bring it to a close. With singular unanimity all the people who are anxious for an early peace or who are figuring on what the results of the end of the war will be, are convinced that the only end can be a victory for Russia. They do not for a moment imagine that Japan, despite her early victories, can win in the end. They base this confidence on the fact that Russia is the Power possessing the largest resources and could not afford to lose even if it took the last regiment that it is possible to raise and the last rouble that can be secured by taxation or in the loan market. The crushing result of defeat to her prestige would be so overwhelming that Russia can not permit herself to be defeated under any circumstances.

This confidence in the eventual success of Russia is based on the conviction that 45,000,000 people can not defeat in war 100,000,000, but the people who entertain such a belief seem to forget that Russia is seven thousand miles away from the fighting, whereas Japan is comparatively close at hand. That the Japanese are better sailors than the Russians has been amply demonstrated since the war commenced, and that they are also better strategists and soldiers now seems probable from the masterly way in which they have driven the Russians from their chosen positions and cut their lines of communication.

So far it certainly appears that the Japanese forces in Manchuria are more numerous than those of the Russians, despite all claims to the contrary, otherwise there would be no reasonable explanation of General Kuropatkin's retreat. The Russians are able to re-enforce their troops in the Far East very slowly, owing to the long railroad haul across Siberia, while the Japanese are in a position to re-enforce promptly any position they may happen to think needs re-enforcing.

Yet despite all the brilliant Japanese successes, the Russians and their friends and admirers are as confident as ever that the tide will turn and Russian arms will be eventually vic-

torious. The defeats already suffered they regard as additional reasons why success must be achieved, as Russia can not afford to lose prestige. As far as mere prestige goes, that has already been greatly impaired, and it may be doubted if the eventual defeat of Japan, should that be brought about by superiority of numbers, would tend to restore Russia to the position she occupied prior to the war. It has, for instance, been proved beyond a shadow of a doubt that Russia's naval power is on paper only, while the ability of an equal force of Russians to defeat readily any given number of Japanese has been greatly called into question by recent events. In the opinions of many people the distance of Russia's main base from the scene of war, which is practically 7,000 miles, more than offsets any inferiority of the Japanese in the number of their fighting men.

While it is undoubtedly premature to talk of peace, it is manifestly absurd to assume as an axiom that Russia must win in the end, no matter what her losses may be during the course of the war. The Japanese clearly are confident that they will be victorious, and certainly events up to the present time have amply justified that confidence.

Calculating the cost of raising a person in Ireland at \$200—and this is one-fifth of the supposed cost in the United States—emigration has cost Ireland since 1851, when the statistics were first kept, about \$800,000,000. An anti-emigration society has been started in Dublin, and is doing what it can to stem the tide of emigration. Its plan of campaign is to show that while some of the emigrants do better their condition, many of them do not, and that these latter almost invariably reach a lower state of misery than is possible in Ireland, where the worst they have to face is poverty, but poverty without the moral degradation common in large cities. This society has arranged to hold an anti-emigration conference at the St. Louis Exposition in 1904 in the hope that it may do something among Irish people in the United States to prevent them in any way assisting emigration from Ireland.

It is estimated that machinery costing \$50,000,000 lies in ruins along the route of the Panama canal. It was brought there by the French company which became bankrupt in its attempt to build the canal and which has lately transferred its rights to the United States Government. The effect of the moist atmosphere of the isthmus on iron and steel is marvelous. Rust appears on the unprotected metal within a few hours after exposure, and rapidly eats its way in. Scattered all about the canal are huge quantities of machinery so badly corroded that a knife can be thrust into the metal as if it were cheese. Huge anchors, steel rails and dredging apparatus lie in the soil half buried, which, when unearthed, are as rotten as decaying vegetation. All along the line machinery is found in a more or less decayed condition.

THE ULTIMATE HOPE.

The war now going on between Russia and Japan promises, from present indications, to be the most momentous that has occurred for six centuries. It will be so, should Japan be finally victorious in the contest.

The most striking feature of it is that a nation of the white race is being met on equal terms, both on land and sea, by an Asiatic people of Mongolian blood and is being overwhelmingly defeated. No such state of things has existed since the Mongolian Tartars from the plains of Western China overran the Eastern world and, conquering all in their way, under the terrible Tamerlane, known as Timour the Tartar, advanced as far into Russia as Moscow. That was in the fourteenth century. The Russians were the least civilized of all the European peoples, but they were supposed to be more of a match for the yellow Asiatics, which, however, did not prove to be the case. Why the Asiatic conqueror did not push his way farther into Western Europe is not known, but the difficulty of carrying on war so far from his natural base must have been great enough to deter him.

It has been seldom the case that the white races have been overthrown by any of the yellow, red, brown or black peoples of the earth, and even then it was but for a comparatively brief period. The whites soon acquired the supremacy, and thus, although in greatly inferior numbers, they have been conquering the world and subjecting all the colored races.

The astonishing rise to the front rank as a fighting race and national power of the Japanese is a subject for the profoundest study, and should the war now being waged against Russia prove a Japanese triumph, it will re-establish conditions which existed six centuries ago, when a Mongolian people from Asia overran and defeated the Russians. Necessarily, the remarkable victories of the Japanese have attracted widespread attention and excited much remark of a serious nature.

In this connection Dr. Frederick Starr, Professor of Anthropology in the University of Chicago, in a recent lecture declared:

The success of Japan over Russia will mean the ultimate supremacy of the yellow race and final subjugation of the white. Every race has its day. Just as every dog has his, and the day of the white race is about done.

Russia is the ultimate hope of the white race. If Russia loses it will mean the annihilation of the white race. The white race has had its day. Statisticians have proved that one English child out of every 100 becomes a lunatic. This is because of the fast life that the English live. Their country is exhausted and their strength is on the wane. No better proof of this is needed than their recent experience with the little Boer republic.

So it is with all of the leading European countries. They grope for wealth and live beyond their means. If Russia holds out, the yellow peril will be staved off for a time. Before the war broke out I was under the impression that Russia would whip the Japanese in about three years. Now I can hardly say that I expect the Russians to win at all. Japan has too strong a foothold and Russia cannot transport troops fast enough. The best thing for Russia would be a peace treaty.

Russia, I repeat, is the ultimate hope of the white people. There is a much better civilization there than most people believe. I cannot see why anyone should be more afraid of hearing of the massacres of 300 Jews by the Russians in a day than to know that we lynch 300 negroes in a year here. The difference is

that Russia massacred 300 Jews in the heat of passion in a day, while we go about it deliberately and by a gradual daily process kill the same number of negroes. It seems so easy to see what is going on in Russia, but how hard to see what is going on under our own noses.

I cannot understand why Americans and other whites are shouting for the Japanese. The Japanese are vastly different from the whites in religion, in customs and in the movements of thought. Japanese supremacy would mean the supremacy of the Japanese religion over the Christian religion. Americans do not realize that this war is a war of races and that in upholding the cause of Japan they are courting their own destruction. Americans are too hot tempered and too sympathetic. They are governed too much by their passions. They do not weigh the consequences and get down at the root of things.

They have placed their sympathy with Japan not because their best interests advise it, but because Japan is the smaller nation. However, in the event of a Japanese victory, yellow supremacy will not necessarily mean a civilization of a lower type. The Japanese are progressive, and we, with foolish generosity, have taught them and continue to teach them all the art and industry they know. We should beware, then, lest this knowledge gained from us be turned against us.

Of course, we laugh at the idea that forty millions of a yellow race with a pagan religion could by any possibility become formidable to the nations of Christendom. The idea expands itself, however, to embrace an awakening and rebirth of the entire Chinese or Mongolian race comprising 400,000,000 of people, civilized like the Japanese and imbued with the same zeal and energy, able to fight on sea and land and possessed of all the appliances of modern science.

Years would be required to accomplish this, but it must be remembered that the Japanese realized it in little more than a quarter of a century. The Chinese are brave. General (Chinese) Gordon, the distinguished British officer, who died at Khartoum in the African Soudan, commanded a force of Chinese in the Taiping rebellion, and he declared that with such troops he could conquer the world. Prof. Starr's notion seems an idle dream, but, nevertheless, the history of the world proves that every people and race has some time or other risen to great power, finally sinking into subjection and inferiority. Every race has its day. If so, here is a theme for profound study.

The overthrow of the Russian power by Japan would mean at once bloody revolutions and tremendous political and social changes, and they would occur immediately. There would be no waiting for the awakening of China.

It is estimated that 160,000 people die of consumption in the United States every year. This represents a terrific loss in the productivity of the nation. The consumptive is generally incapacitated for work for a considerable period. He requires medical attention and nursing and generally makes expensive sojourns at various resorts. Means to stay the ravages of the disease, which is appropriately called the great white plague, would be a blessing to the race. One in three of all the deaths between the ages of 25 and 34 years is due to consumption; one in four between the ages of 34 and 44. These are the periods of greatest usefulness in the average life.

SPEED OF RAILWAY TRAINS.

The European countries, with the exception of Russia, are all small, compared with the United States, and correspond in area to the ordinary states of the Union. Thus it is that there are no great distances traversed by through trains, all trains for the purposes of customs inspection being required to stop at national frontiers.

The question of the speed of railroad trains has very recently come into prominence through the visit of many foreign civil engineers and railroad experts to the St. Louis Exposition. Necessarily, these foreigners have heard a great deal about the vast extent of the American railroad system, and they were prepared to expect a great deal from our trains in the way of speed, and according to the Chicago Railway Age, their expectations have been disappointed. It appears that the schedules of our fast trains between cities en route from New York to St. Louis, when compared with their own under similar circumstances, appear to be rather slow and the delays at intermediate cities seem to them to call for explanation.

The Englishman has in mind the run from London to Manchester, 188 $\frac{3}{4}$ miles in three and one-half hours, at a rate, including stops, of fifty-four miles per hour; Plymouth to Waterloo Station, 231 miles, in four and a half hours, averaging, exclusive of stops, fifty-four miles per hour; London to Exeter, 194 miles, without a stop; and London to Salisbury at the rate of sixty-three and a half miles per hour for the whole trip. For long distances the possibility of the trip from London to Aberdeen, 523 miles, at the average rate of sixty miles per hour, and from London to Carlisle, 300 miles, without a stop, in four hours, is not questioned. On British railroads there are nearly 170 trains which run 100 miles or more without a stop, indicating a very frequent fast service.

The Frenchman can travel from Paris to Calais, 185 miles, in three and one-quarter hours, at the average rate of fifty-seven miles per hour, including stops, or he can go from Paris to Boulogne in two hours and fifty minutes at the same rate, fifty-seven miles per hour, or from Paris to Lille, 155 miles, in two and three-quarter hours at an average rate of fifty-six miles per hour. In France the fast trains are not an exception, but are so frequent that one can find in the North of France fifty-six trains per day, running out from Paris, whose average speeds exceed fifty-five miles per hour, eight of them fifty-eight miles per hour and two sixty miles per hour.

On the trip from New York to St. Louis the foreign engineers may take the New York Central, New York to Buffalo, 439 miles, and make the trip in eight and one-quarter hours, including station stops, at the rate of 54.4 miles per hour. From Buffalo to St. Louis the fastest time is made by the Wabash, taking eighteen and one-quarter hours for the whole distance, 741

miles, or at the rate of forty-two miles per hour. The total distance from New York to St. Louis by this route is 1,180 miles. If they go by the Pennsylvania Road the total distance is 1,065 miles, and the trip from New York to Pittsburg, 444 miles, is made in eleven hours and thirty-five minutes, including stops, at the rate of forty-four miles per hour, and Pittsburg to St. Louis, 623 miles, in seventeen hours, and, including stops, the rate is thirty-eight miles per hour. It will be noticed that the speeds west of Pittsburg and Buffalo do not exceed forty-two miles per hour, and the foreign visitors have doubtless had in mind speeds of fifty to fifty-five miles an hour on the trip between such large and important cities.

In a country like this the demand for a very high rate of speed on railways, except between near-by large cities, is limited, and for short distances a frequent train service is more desirable than is a schedule giving few trains with a higher speed. Moreover, most of the American railways are built in a region comparatively thinly settled, and this fact makes it more difficult to guard against criminal obstruction of roads and attacks on trains. To increase the speed in such regions would largely increase the risk of accidents.

Any systematic swift travel is only possible where there are at least two tracks to a road, one for the outgoing and another for the incoming trains. In thinly-settled regions and over long distances the expense of double-tracking would be too great for the gain in speed that would be secured. More than this, four tracks would be required to secure the highest results of speed. In the absence of double and quadruple tracks, we are trying to carry the great traffic on single-track roads by increasing the carrying capacity of the trains.

The Railway Age mentions that recent American passenger locomotives with four drivers weigh ninety-five tons and the loaded tender seventy-five tons, making a total of 170 tons. The total resistance of the engine and tender alone on level at sixty miles per hour is equal to a drawbar pull of 3,100 pounds, requiring an expenditure of 500 horsepower to overcome it, and at this speed there remains at the drawbar a tractive power of only 7,500 pounds for useful work in hauling the train. At seventy miles per hour the calculated power at the drawbar is 6,000 pounds. The heaviest passenger work at high speeds on British or French roads is represented by a dynamometer drawbar pull of 5,000 pounds at seventy miles per hour, but this work is performed by an engine weighing seventy-three tons and total weight with tender of 115 tons, or 32 per cent. less than the weight of the American engine as above stated. The American train is made up of cars seventy feet long, weighing fifty to sixty tons, an average express train weighing 450 tons. The English coaches with four-wheel trucks weigh only thirty tons, and the heaviest dining and sleeping cars

weigh forty-five tons. A passenger train weighing 300 tons is regarded as a very heavy one in Europe, and very few of their fast trains weigh that much. The average American train thus weighs 50 per cent. more than the heaviest in foreign countries.

The American railroads were constructed to meet needs peculiar to this country, and they have been developed along lines leading to the most practical ends. There is no reason to make any changes, and the foreign railway visitors may complain as much as they will of what they consider our defects in railroad-ing. We have a system best adapted to our needs.

THE TRADE OF CHINA.

As little as the Chinese Empire trades with the outside world as yet, the volume of the business actually transacted at present affords a good idea of the enormous increase that will result when China is fully opened up to the commerce of the world, as must eventually come to pass. During the year 1903 the foreign trade of China reached high-water mark, exceeding by a small per cent. the totals of 1902, and by a considerable per cent. the totals of the year immediately following the war in China, growing out of the Boxer rebellion.

The annual report of the Inspector General of Customs for the Chinese Empire, which has just been received by the Bureau of Statistics of the Department of Commerce and Labor, shows that the imports in 1903 were valued at 326,739,000 haikwan taels, and exports at 214,352,000 haikwan taels. At the value of 64 cents per tael in American gold, which is stated as the average exchange for the year, the equivalent values are: Imports, \$209,113,000, and exports, \$137,185,000. As compared with former years the total trade is almost exactly double what it was a decade ago, but only a little more than 2 per cent. greater than in 1902. Imports exceed those of the previous year by about 4 per cent., while the total value of exports is practically the same.

The cause of the improvement in trade is to be found in the abundant harvests which China has experienced and the general revival of confidence which was shaken for several years by the developments connected

with the Boxer rebellion. There has been little change in the articles imported by China or exported to foreign countries. Owing to the abundant rice harvest at home much less foreign rice was needed, while the exports of silk were unfavorably affected by the failure of the silk crop of Middle China.

What is especially interesting to this country is the considerable increase in the importation of cotton yarn. Formerly China imported nearly altogether finished goods, but now she manufactures considerable cloth herself. In 1872 the import of yarns constituted only 6 per cent. of the total cotton goods imported, but last year it was 43 per cent. It is stated that now over 50 per cent. of the cotton goods is made in that country. This increase in the importation of yarn and of home manufacture from yarn is apparently one of the causes of the general decrease in the importation of cotton cloths. Japanese fabrics are the only ones in which increased imports are shown. The increase in importation of yarns was chiefly from Japan.

The character of China's trade is especially interesting in connection with the war now in progress. The arrogant position of Russia with respect to China would naturally convey the impression to the uninformed that the great Muscovite Empire enjoyed the bulk of China's trade, when, as a matter of fact, Russia's portion of China's trade is ridiculously small in comparison with the trade enjoyed by other countries. Figures show that Russia has a smaller aggregate trade than Great Britain and her dependencies, also the United States and Japan, while the value of goods purchased by China from Russia is infinitesimal. Great Britain and her colonies, principally India and Hong-Kong, enjoy considerably more than half the foreign trade of China, while Japan comes next, with less than a seventh of the total, and the United States is third, with about a twelfth. From the commanding position which Russia always assumed in negotiations with China it might have been imagined that she had paramount interests in the Chinese Empire, whereas her commercial interest is small.

Never allow yourself to become a slave to a habit.

"Wolverine"

READY ROOFING

Fully guaranteed; does not require painting; easy to apply; fire-resisting. Samples and prices cheerfully furnished. Agents wanted in every town.

H. M. Reynolds Roofing Co.
Grand Rapids, Michigan

FAIR AT THE SOO.

Agitation Which Will Probably Result in Its Establishment.

Written for the Tradesman.

It is more than probable that within two or three years at most, and perhaps sooner, the Upper Peninsula of Michigan will be called upon to support a fair, which will represent the agricultural interests of the entire northern section of the State. The idea has the support of some of the leading agricultural and business men, and will without doubt be a success in more ways than one.

At the last meeting of the Upper Peninsula Agricultural Society the matter was discussed at considerable length, with the result that a large number of prominent people went on record as favoring the idea. The general feeling, however, seemed to be that it would not be advisable to undertake the carrying out of the project the present year, the common opinion being that it would be more proper to help support the State Fair.

One of the reasons the State Fair can never hope to draw heavily from this part of the State is because the matter of transportation is too great to be considered by the people at large. While a number of the leading agricultural men make it a point to attend the fairs year after year, many of them exhibiting livestock and products of the farm, a majority of the farmers are unable to travel hundreds of miles to take in the exhibition. The natural result is that most of the people of the Upper Peninsula are handicapped in this regard in their work along agricultural lines, not having the opportunity afforded their Southern friends of noting the progress being made by manufacturers of machinery and raisers of prize livestock, poultry and products of the soil.

One of the most enthusiastic workers in the cause of agriculture to be found in the Upper Peninsula is Judge L. C. Holden, of Sault Ste. Marie. Judge Holden is greatly interested in everything that pertains to the farm. Although a lawyer, he is by no means ignorant of the ways of the soil, as he owns a farm and conducts it with more than usual success. Judge Holden is a supporter of the Upper Peninsula fair idea, because he believes it will help the average farmer, serve to impress on him the value of modern methods in farming and bring to his attention the fact that progress should be a part of the farmer's platform. The Judge is a member of the Upper Peninsula Agricultural Society, the Chippewa County Agricultural Society, holding official positions in both organizations, and also a member of other societies of a similar nature.

There is probably not an agricultural district in the Upper Peninsula that the Judge, at one time or another, has not visited, with the result that he is one of the best posted men in this regard to be found in the Lake Superior country. After studying the situation he has come to the conclusion that the people in the rural districts are handicapped because of the lack of opportunity to study modern farming from other than the most

primitive standpoints. They do not fully realize the opportunities for success that are within their reach. During a conversation on this subject recently he said:

"The trouble with a great many of the farmers of this part of the State is that they do not fully realize the value of a fair. Many of them seem to think that about all there is to a fair is the premium obtained by the lucky person, while in reality this is the smallest part of it. The fair is an institution of learning, and when properly conducted is the means of aiding the farmer in many ways. I think a fair for the Upper Peninsula would be a good thing, and I am of the opinion that within a year or two we shall have one."

When the matter is taken up with the idea of bringing things to a head the question of location will probably be an important one. Marquette will be a strong bidder for the fair because of its central location. It is easily reached by rail and water and its people are enterprising. The Soo will also be a bidder for the show, and while it is located at almost the extreme eastern end of the Peninsula, the town has many advantages that would doubtless appeal to the organization. Menominee may also make an effort to land it. This latter city is surrounded by a good farming territory that is being rapidly developed since the introduction of the sugar beet industry.

An Upper Peninsula fair could scarcely be considered an opponent of the State Fair or other fairs in the Lower Peninsula, because of the facts previously mentioned, the isolation of this part of the State making it impossible for the greater part of the population to attend fairs in the southern part of the State. It would mean, simply, that a people who have never been given a show of this kind would be catered to, and there is not a business man in the Northern counties who will not be glad when the undertaking is under way.

This question is of vital interest to the merchants of this part of the State. It is supposed by many people that lumbering is going to be the chief occupation of the Lake Superior country for many years to come, and that the business houses in the various towns will for a long time yet depend upon the money of the lumber jack and log driver for success. This is not so. While there are still to be found thousands of acres of standing timber, the days of the forest are numbered. The lumber business in this part of the country is nearing the end. Every year the newspapers chronicle the making of the last cut in mills here and there along the lakes, and it is evident that this can not continue for long before the people will have to turn to something else.

Agriculture will in future years be the chief occupation of thousands of people up here, and the business men who are alive to the needs of the future feel that anything that will tend to increase an interest in the soil and what it will bring forth will be of at least an indirect benefit to them. The merchant will have to fall back on the farmer when the

New Silver Leaf Flour

The Flour That's All Good Flour



Made from the best winter wheat procurable by long experienced millers with the most improved machinery. A flour that will increase your trade twofold. We would like to tell you more about it. Drop us a card.

Muskegon Milling Company

Muskegon, Mich.

Bread Winners

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

Voigt's "BEST BY TEST" Crescent

"The Flour Everybody Likes"

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

Every Dollar Counts

for its full value, no matter who spends it.

Voigt Milling Co., Grand Rapids, Mich.

PELOUZE SCALES

ARE THE STANDARD FOR

ACCURACY, DURABILITY & SUPERIOR WORKMANSHIP

BUY OF YOUR JOBBER. INSIST UPON GETTING THE PELOUZE MAKE

NO. E 90 AS SHOWN 24 LBS.

NO. T 90 WITH TIN SCOOP

NO. 92 1/2 BRASS DIAL, TIE TOP

PELOUZE SCALE & MFG. CO.

CATALOGUE, 35 STYLES CHICAGO.



lumber mill is gone. Lumbering operations as carried on to-day clean vast areas of their wealth of forest in a short space of time. The capacity of mills is increased almost every year by the introduction of more modern machinery, so that an end must come even sooner than was predicted a few years ago.

A noticeable feature in the northern part of the State is the active interest some of the merchants take in the development of farming lands. I know of a grocer in one of the leading cities of the Upper Peninsula who tried raising strawberries for the first time last year and on a small piece of ground cleared over a thousand dollars. He sold all his fruit over his own counters, thus allowing but one profit. This same merchant is a breeder of fancy cattle and it is claimed that his herd is one of the finest in the State.

It is such men who take an interest in the proposed Upper Peninsula fair, and they can be expected to lend the organization their aid when it is started. This class of men can be found in almost every town of importance. They are not doing this work entirely with an idea of profit, but rather to benefit the agricultural classes. They desire to see better livestock introduced into their communities and also to see better crops raised. This kind of merchants are going at it in a practical manner, but when they have a fair to help them in the work the results will be still more satisfactory.

The promoters of the fair have already received satisfactory assurances of support from the railroad interests, which are desirous of bringing about as soon as possible the development of every section of the Peninsula. Their aid will be valuable, and once the people at large are interested in the enterprise the success of the undertaking will be assured. The coming of the fair will be a great thing for the Upper Peninsula.

Raymond H. Merrill.

Advertisement Writer and Printer Should Get Together.

There always has been a feeling of animosity between the advertisement-writer and the man of the types, because of an apparent disinclination on the part of either of them to "get together" and compare ideas and offer suggestions. The purpose of this short article is to, so far as possible, bring about that end. The printer who is worthy of the name has an innate pride in making his work as near perfection as it is possible for him to, and it is only through lack of material or a misunderstanding of instructions that he fails to carry out an idea that appeals to him as being good.

It is the desire, and chief aim of an advertiser to make his advertisements more attractive than those of his competitor, and in so doing he should seek the assistance and ask the opinion of the printer in regard to the presentation of an idea which has occurred to him. It must first be understood that many advertisements and designs which appeal to the advertiser as good and appropriate are impossible to execute in the

majority of offices throughout the country. A merchant looks through his trade journal or the month's magazines and sees something which he thinks would improve the appearance of his next advertisement. He attempts to use it and expects his home printer to be able, with the limited equipment of a country office, to secure the same appearance as the magazine advertisement, which was probably set in an office with unlimited facilities. Do not get the idea that any design you may submit will be executed as you desire, because it can not always be done, but rest assured that if you give the printer suggestions which he is prepared to follow, that he will do so and be very grateful.

Try and impress upon the disciple of Gutenberg the fact that you appreciate the difficulties he labors under and that you want to co-operate with him in securing the best results with the material he has at hand.

Let your copy first of all be legible and do not write upon any old scrap paper you may find handy. Write on one side of the sheet only. Where you use unusual words print them, so that they can not be mistaken. Always be sure you know what you want to say before submitting copy to the printer, as changes in the proof are very hard to make and also expensive. Very frequently the change of one line necessitates changing the whole advertisement.

Underscore words or lines you wish displayed, by one or two strokes of the pencil, according to the strength you wish given to them. And do not lose sight of the fact that the more you can condense your text the stronger your advertisement will be.

In using cuts do not fail to make proper allowance for them so as not to crowd out the display lines, and specify as nearly as possible the position in the advertisement the cut is to occupy.

Specify display lines if you have any choice in the matter and rest assured that the printer will give them to you if possible. Always bear in mind the fact that there are hundreds of type faces and no office on earth has them all. Do not specify type to be used in body, as the printer, through his years of experience, has generally learned enough to know what will harmonize and what will be necessary to complete the advertisement.

Give the "man of the stick and rule" the benefit of your experience and judgment and you may be sure that he will not fail to make good use of them. But at the same time give him credit for having a little judgment of his own and you may be equally sure that you will profit by it.

I hope that the time may soon come when the advertisement-writer and the printer by pooling their issues may bring this art of advertising to its highest state of perfection. To that end let us all "get together."

Charles B. Harris.

When you write Tradesman advertisers, be sure to mention that you saw the advertisement in the Tradesman.

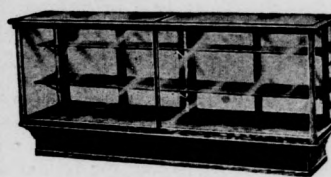
Detroit Pop Corn Novelty Co.

Sole Manufacturers of

Pop Corn Dandy Smack
Pop Corn Fritters
Pop Corn Toast
Pop Corn Balls
Shelled Pop Corn in packages or bulk

See quotations in Price Current Trial order solicited, either direct or through your jobber.

39 Jefferson Avenue, Detroit, Michigan



Show Cases
That Are
Up to Date

That's the kind we make.

Write us for information regarding our new shelf brackets. We are now using the finest thing on the market in that line.

Grand Rapids Fixtures Co.

Bartlett and South Ionia Streets, Grand Rapids, Michigan

New York Office 724 Broadway

Boston Office 125 Summer Street

LAMPS

My exhibition of Decorated Lamps will be ready for your inspection June 1. Before buying see this line. It is the finest line ever exhibited in this city.

David B. DeYoung, Grand Rapids, Mich.

Wholesale only

Importers' and Manufacturers' Agent

Honor Brand Package Prunes

The customer would rather have a fresh, clean California prune in a sealed package than one put up in bulk.

One retains its original color and flavor, while the other becomes dark and dry with age. The package prune does not see daylight from the orchard to the kitchen, while the bulk prune stands in an open box in the store where it gathers dirt, dust and microbes. BUY, TALK, SELL

Honor Brand Package Prunes

For sale by

WORDEN GROCER COMPANY

Grand Rapids, Michigan



Observations of a Gotham Egg Man.

As the storage egg season advances to its "second stage"—or to the period intermediate between the favorite April season and the hot weather of summer—production seems to hold up very well and there is further evidence that the decrease of April supplies, as compared with last year, resulted from the backward season.

Philadelphia alone shows a decrease during the first week of May, compared with last year when that market was drawing an unusual proportion of the stock just at this time. The aggregate receipts in the above markets have exceeded the first week of May, 1903, by some 26,421 cases.

Storage accumulations in this vicinity were very rapid last week and our shortage compared with last year—which was estimated at about 90,000 cases on April 30—was largely reduced. Of our receipts of nearly 132,000 cases last week it is safe to say that about 60,000 cases went into storage, bringing our total up to about 200,000 cases.

From partial definite reports and from the best estimates obtainable I make up the following estimate of storage accumulations on May 7 as compared with same date last year:

	1904	1903
New York	200,000	260,000
Chicago	360,000	275,000
Boston	75,307	132,000
Philadelphia	49,101	80,000
Total	684,408	747,000

These figures indicate that the heavy aggregate shortage in storage accumulations at these points which was apparent up to April 20 has since been reduced to a matter of some 8½ per cent., with a diminishing tendency. Unless something entirely unforeseen happens in the meantime we may pretty surely calculate upon reaching and surpassing last year's figures of accumulation in these four markets before the first day of June.

The storage interest is gradually drifting Northward as the season advances and in the upper part of Ohio and Indiana, in Michigan, Wisconsin, Minnesota and South Dakota, as well as in Northern Iowa, fine stock, selected for storage, has been quite firmly sustained in price. We hear of some fancy goods arriving here from those sections at such high cost that the owners order them to store unless they can be sold promptly at 19c or better. Most of these go to the warehouses for shippers' account, as scarcely any of our local operators will pay above 18½c for storage packings, no matter how fine. In Central and Southerly Western sections the lessened speculative demand is throwing a larger part of the collections upon the current distributing markets and at this point we have had a considerable accumulation of these medium and lower

grade eggs. Their quantity seems to exceed the outlets in consumptive channels, and unless arrivals of them fall off before long it looks as if a good many would have to go at prices that would induce storage. Already some very fair lots—not losing much but showing weakness—chiefly Southern, have been taken for storage at about 15½@16c. Egg packers in the Southwest and South will have to figure on an increasing discrimination against their product after this and they should get their prices down accordingly.

Local dealers have not yet begun to candle their purchases for general trade, although most of them do so for their best class of customers. This may explain why the ordinary qualities are so greatly neglected by them. But candling will soon be more general and it is hoped that then there may be a better appreciation of the real value of many of the eggs that now hang fire because of their irregular quality. Shippers in the warmer sections will, however, find it to their advantage to candle their goods before packing. What is the use of paying for freight and packages on rotten eggs?

We are now approaching the date when, under the old system of egg sales, the "loss off" season would commence. That used to be the date when a general resumption of the 5 per cent. commission charge was made by local receivers in cases where, by special agreement, for various considerations, a lower rate was charged earlier in the season. When eggs begin to run down in quality the labor of selling to best advantage is greatly increased and since the abolition of "loss off" sales in this market receivers have generally settled upon May 25 as the date for resuming the full commission charges. I am informed by a number of houses that this will be the general rule this season.—N. Y. Produce Review.

All over the Union organized labor is making a desperate effort to control not alone their own affairs but those of the employers and incidentally those of all working men who do not subscribe to the tenets of their faith. Here and there triumph may crown their efforts temporarily, but in the end, after all the loss of wages and the injury to every interest, it will be determined that the man or woman outside the ranks of organized labor has the same claim on humanity and the same right to exist as the men who from selfish motives seek to perpetuate the union organization.—Courier-Register.

Buyers and Shippers of

POTATOES

in carlots. Write or telephone us.

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

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

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.

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

Tribute to the Hen and Her Masterpiece.

I have been much interested in some statistics just issued by the United States Government on the subject of the American hen, showing what this feathered songstress has done to give us a superior place among the nations of the earth. As a rule I do not take readily to hand-picked statistics supplied by the Government, as I have a better method of curing insomnia. While I am loyal to the flag and take great interest in the progress of our nation, I can not say that I have ever become very much excited over the painless literature prepared by our round-shouldered savants at Washington in the quick, startling language of the multiplication table. But when the United States Government comes right out in print and says that our egg crop is worth more money than our wheat crop or our cotton crop or our gold crop or our beef crop, I, for one, am willing to pay attention. There is absolutely not an industry in the whole nation that produces as much actual wealth every year as the meek and bow-legged hen. Without her and her great literary masterpiece, the egg, we would be a poor nation, but with her we defy the world. As a general rule we have been inclined to make light of the hen and her humble mission in life, but when we pause to consider what she is doing to uphold the supremacy of the nation and the grand old flag under which she marches, I think the reader will agree that she is worthy a tribute of praise. Mentally the hen is not strong. She has a low, retreating forehead and a weak face. Her countenance does not denote any strength of character or will power and she has no teeth. She can hardly fly and keep her toes off of the ground or swim in water that comes up above her ankles. She has a rich soprano voice, but she can not carry a tune. And yet despite these disadvantages she has toiled on in her weak way, laying an egg day after day on the altar of industrial supremacy or behind the woodshed, until at last she has become the greatest power in the land and the United States Government has signally honored her by erecting a tall, imposing column of figures in her memory.

Coming into the world as one of a large family, the hen is early in life thrown upon her own resources. Her childhood days are cut short by the stern necessities of an exacting market, and she soon enters upon her chosen profession. She works along day after day turning out eggs in a pleasing style of workmanship until she reaches her teens, when she is suddenly cut down and placed on the market as a spring chicken. Sometimes the hen feels called upon to set. Then she retires from polite society for a brief season, and day after day she sits upon her nest and refuses to eat, drink or be merry. But the incubator has very largely supplanted the hen in the best circles now. As a setter the incubator is not as flighty and irresponsible as the hen. When the incubator wants to set it does not wander away from home and forget to leave its post-

office address as the hen does, and then hover for three weeks in the bosom of an empty coal scuttle or try to hatch out a setting of wire nails for a total stranger. And speaking of the uses of the egg calls to mind a circumstance I witnessed some years ago in a small town where the great dramatic masterpiece entitled Uncle Tom's Cabin was being produced by a troupe of talented actors and actorines. Also some talented bloodhounds with red eyes and a talented mule.

Perhaps the fortunate reader has witnessed this great success. If so he will remember that there is a scene where Little Eva has been given up by the family physician and is seen lying on her bed with a bad taste in her mouth and her whole system more or less run down. A number of selected guests have been invited in to see her pass away. Sometimes the part of Little Eva is played by a small girl, while in other theatrical companies a more aged and infirm person makes up as a prattling child and consents to shuffle off every night at a stipulated salary. On this night an aged party in a bad state of preservation played the part. It was as sad a scene as a person would care to look at. Little Eva was propped up in bed talking matters over in trembling tones and making gestures like a boy graduate with a lame elbow.

Just then a rude young man in the gallery took an elderly egg out of a paper sack and hurled it with great force. Little Eva reached out and caught it just behind her off ear. A changed expression at once came into her face. She seemed to rally from her death struggle and grow stronger. The dread disease which had laid her low relinquished its hold and for a moment or two she seemed to be in just as robust health as anybody. Then reaction set in. She had a bad relapse and sinking spell. Once more she became a physical wreck. She began to make wild, Delsartian gestures like a hired man in a tight coat. Her breath was coming fast. Also her finish. "Papa," she said, jabbing her arms out in the air at a pale young man in a sorrel wig. "Papa," she said, but just then papa caught one on the back of his neck as he was kneeling at the foot of the bed, trying to look the picture of despair. Little Eva was guessing. She couldn't quite decide whether to kick the dashboard and fall back or wait until papa got through pulling egg out from under his collar. But while she was thinking it over, another egg helped her to decide. It struck her a glancing blow, knocking her nice artificial bangs galley west. Then she leaped from her bed of pain and fled, followed by the mourners. It was a new and pleasing denouement. In another moment she would have been decidedly deceased, but the arrival of a sackful of eggs from the gallery at the right instant revived her heart action and restored respiration. The curtain then came down and the audience left, declaring it a most happy ending of a scene that ordinarily is as sad a thing as can be found for the money.

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.

EGGS

**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

Distributor in this territory for Hammell Cracker Co., Lansing, 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.

In looking over what I have written I see that I have only succeeded in enumerating one purpose for which the egg may be used—how to remove a superfluous or bothersome actor. In justice to the hen I must add that there are many other functions just as important. Dogs, cats and other beasts of burden that have come in contact with a dose of rat poison that had been set out for the neighbors' children can be restored to health of body and mind by first cuffing them into submission and then prying open their faces with a cooking spoon and applying as many raw eggs as your financial condition will permit. Harry Daniel.

Failure of Co-operative Packing Establishments in Canada.

Pork packing operations in Canada do not appear to have been attended with uniformity of remunerative results for investments. This appears to have been the case with the co-operative concerns which have come into existence in recent years. The idea that farmers could profitably join in manufacturing operations in competition with concerns pursuing business on regular lines has not been well supported. The Farmers' Co-operative Packing Company, of Brantford, Ontario, in its two years of experience lost \$97,500. As a result the house was closed, and offered for sale, but it is understood that it has not been disposed of. A circular appealing to the farmer stockholders of this company to take more stock says: "This packing company has not been operated along truly co-operative lines the same as similar ones in the little kingdom of Denmark, for the reason that you, as farmer shareholders, would not have it so, but invariably put your pigs up, as it were, at auction and sold them in your several localities to the highest bidders, irrespective of what we could afford to pay, being guided by the bacon market of the world. In the kingdom of Denmark the farmer delivers his hogs to his own factory, receiving about 70 per cent. of their value and allowing the balance for working expenses. At the end of six months he receives pro rata per head whatever profits may have been realized." "During the existence of this and one or two other co-operative packing companies the Canadian farmers generally have received for their hogs in the neighborhood of 7 cents per pound, while for five years previously the average was about 4.30 to 5 cents." "Myriads of stuffed pigs were sent in, and also delivered to us by team, with tremendous shrinkage, in some cases going as high as 20 pounds per pig; many of our own shareholders even in this local district drew their hogs past the factory and sold them to our opponents, who simply baited them with 5 and 10 cents (per 100 pounds) more than we were paying."

This circular urges upon the farmer shareholder that he has been receiving much higher prices for his hogs than if this company had not been in existence, and that the regular packers, who have been conducting operations on a losing basis to destroy this farmers' concern "would

have made a larger volume of profit than for any two years in the last twenty."

Another interesting proposition in this appeal to take more stock is this: "Here is the point I want to impress upon you and have you realize, that it is virtually a gambling game, and if you expect to win you must put up and accept the larger consideration for your hogs in lieu of a dividend until things assume a more normal condition."

There were one or two smaller co-operative houses, which have gone out of existence. The Brantford house is understood to be strictly modern in construction and equipment, and if not sold it is believed that further effort at reorganization and operation will be made.

A house at Palmerston, Ontario, has been closed for several months, having suffered a loss of \$42,700 in nineteen months. The small house at Stouffville has been closed and dismantled. The small house at Bow Park, near Brantford, has been closed. The house at Harriston was closed for some time, but is being operated again. The house at Paisley is said to be in financial difficulties.

Previous to the erection of some half dozen new houses within the past three years in Canada there was a working capacity among existing plants much in excess of the available supplies of hogs, and as the natural competition in the business implies payment for stock on a basis fully in line with the market conditions for the product it is not reasonable to expect that the hog producer has been benefited by the conditions which have resulted from the co-operative undertakings. Canada appears to be amply provided with facilities for handling the hogs that may be offered for years to come. There are in Ontario houses at Toronto, Hamilton, Ingersoll, London, Ottawa, Collingwood, etc., besides quite a number of minor importance. —Butchers' Advocate.

Egg Packing Advice.

1. See that case is properly nailed on bottom and sides, special care being necessary for the bottom.
2. Put a bedding of excelsior on bottom. See that it is carefully pulled apart so it forms no bunches and is perfectly level, not up on one side and down on the other.
3. Place a cardboard (not paper) on top of excelsior, thus forming a cushion. This is necessary to avoid breakage. Do not nail lids in center of cases.
4. Lay the eggs carefully in pockets, avoid throwing them in, to prevent breakage, and after layer is packed, run the palm of your hand over the top of the filler to see that no large eggs are sticking up. If you find any, tuck them over to one side; then, when the next layer is put in there is no hard surface to crack them. If this method is followed there will be few cracked eggs, and it will soon become second nature to pack properly. When an egg clicks when dropped in a filler it is checked.
5. Use plenty excelsior on tops, and if you find the fillers are too

small for the cases, it is well to tuck a little excelsior alongside to hold steadily, but not tightly.

6. Do not top up eggs—that is, do not put all the small eggs in the bottom layers and the large ones on top. Nine times out of ten they are broken on top, while if they were packed straight there would be plenty of room and no breakage.

Nobody should feel under obligations to "let well enough alone" if he can do still better.

Gas or Gasoline Mantles at 50c on the Dollar

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

AUTOMOBILES

We have the largest line in Western Michigan and if you are thinking of buying you will serve your best interests by consulting us.

Michigan Automobile Co.
Grand Rapids, Mich.

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

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.

Printing for Produce Dealers

MEAT MARKET

Proper Method of Curing and Smoking Hams.

After hams have lain from five to seven or eight weeks in pickle, the packages holding them are broken open, the hams thrown into trucks holding from seventy-five to 150 and carted to the soaking tank, where they are placed in fresh water and allowed to remain about seventy-four hours, the object being to soak the salt out of the surface of the ham for at least one inch, for at the surface the ham takes the salt to a much greater extent than at the center, and in order to get a ham uniformly pickled this soaking is necessary.

From the soaking tank the hams are taken to a table, where they are trimmed and the final dressing takes place before they are taken to the smoke house. This trimming is quite an important part of the work, and must be done by men with experience, combined with good judgment.

We will first take the heavy hams, those from excessively heavy hogs, where there is a layer of fat one-half to one inch in thickness. This is cut off very carefully down to the lean of the ham, the pieces cut off going into the lard tanks, and the ham passes to the smoke house, and is called a skin back. These are the most choice hams, although in appearance they have a rough look; the skin being gone leaves a smoke colored surface of fat very thin over the lean meat. During all this process there is a continual sorting out of the hams into size, qualities and weight, so that the result in smoking or the time exposed to the smoke house produces a uniform output.

From the trimming bench the hams pass to the smoke house. Whether our boyish appetite is the critic or whether it is a fact, we know and believe that no ham tastes so good as the one our father used to smoke by hanging two at a time in an old flour barrel with both heads knocked out, and a piece of old rag carpet thrown over the top, and a little smoldering fire at the bottom, made of corn cobs; the color was all right, and the taste has never been excelled.

•Shall we call this story the evolution of the smoke house? Well, the next step was in 1856, when we came in contact with the Kentucky smoke house, which was built of wood, from six to twelve feet square and fifteen to twenty feet high; the walls were on half-inch wood siding, with no interior lining. This construction permitted the escape of smoke at every joint or crack. The hams, shoulders and sides of bacon were hung around the roof or on the bars in the interior, and meat was permitted to hang through the summer, or until it was consumed. About twice a week a small fire was built inside, to drive out the flies and bugs. The meat shrank in weight by being dried, but this was a matter of small consideration, as this meat was for home consumption.

Occasionally the owner wished to exchange meat for provisions, then down would come a ham or side of bacon, and, placed in a bag, it went to market, and there was exchanged for the merchandise required. At times when the requirements for the store were not coming fast enough, the storekeeper would drive out to the farmer and select such product as he could find and give credit for it. Very rarely was any money exchanged for commodities of this character at these times.

We find to-day at nearly all our packing houses some smoke houses almost identical with the construction of nearly fifty years ago, and there are numerous packing house owners, superintendents and foremen who insist that the best results in smoking are obtained by houses of this character.

The improvement which has been made in the smoke house has been prompted by the necessity for taking less room in the packing houses and yard, but the greater promoter was the necessity of economizing labor in producing the results of smoking. It was found that the height at which the hams were hung over the fire was not a factor in obtaining the results and to-day houses are built with separate floors, at times reaching four, five and six stories in height.

The use of steam pipes in buildings of this class was introduced in order to hasten the drying of water from the surface of the ham. In the small wooden house to-day it is often the practice to build a hot fire to dry the ham, and this oftentimes to the extent of causing the fat to melt on the hams, and run down to the floor or fire, covering stove (if there is any) and covering it with a thick layer of grease, which is decidedly to the detriment of the ham, and causes no little loss in the item of shrinkage. It has been demonstrated many times that this is unnecessary, although there are many good men in charge of packing houses who would not dare to change this method. By having a smoke house built high, a draft of air is always passing through, which is sufficient for the drying of hams, so they will take smoke.

Some years ago a device similar to the endless chain was brought out, which worked with a fair amount of success. When it was loaded it had to sustain so great a load (twenty-five to fifty tons), that the device became unwieldy, and when an accident occurred to the machinery, the whole smoke house was shut down and a difficult process of unloading by hand became necessary.

In the later practice of building smoke houses in floors, the hams were taken to the rooms in box trucks, and hung up on bars, and required a handling of each ham four to six times before it was on the shipping bench. That we may understand the importance of this handling, it must be remembered that in a packing house handling 4,000 hogs daily it means the handling in the smoke department of from 30,000 to 50,000 pieces daily of hams, shoulders and bacon. Where the smoke houses are in the yard this would require a

force of from fifteen to twenty men, and four to six horses.—Ice and Refrigeration.

Dine Only When Hungry.

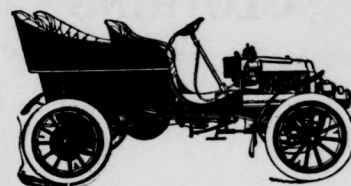
A prolific cause of chronic indigestion is eating from habit and simply because it is meal time and others are eating. To eat when not hungry is to eat without relish, and food taken without relish is worse than wasted. Without relish the salivary glands do not act, the gastric fluids are not freely secreted, and the best of foods will not be digested. Many perfectly harmless dishes are severely condemned for no other reason than they were given perfunctorily and without relish and due insalivation.

Hunger makes the plainest foods enjoyable. It causes vigorous secretion and outpouring of all the digestive fluids—the sources of ptyalin, pepsin, trypsin, etc., without a plentiful supply of which no foods can be perfectly digested.

Wait for an appetite if it takes a week. Fasting is one of the saving graces. It has a spiritual significance only through its great physical and physiologic importance. If breakfast is a bore or lunch a matter of indifference cut one or both of them out. Wait for distinct and unmistakable hunger, and then eat slowly. If you do this you need ask few questions as to the propriety and digestibility of what you eat, and it need not be predigested!

King Edward has a rare fraudulent clock. It was given to him when he was touring in India, and was said to have been made by a priest of the highest sanctity. It was a holy clock, and showed the hours in Sanscrit figures, the changes of the moon, and so on, and behaved itself as a well-ordered holy clock should. Some years after the internals went wrong, and the royal clock-maker was bidden to exercise his skill upon it. The works all bore the trade-mark of a well-known Clerkenwell firm.

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.



IF

Flies Carry Disease

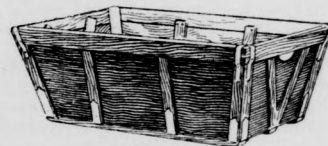
As Your Customers Well Know

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?

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



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.



Market Conditions in Shirts, Collars and Cuffs.

Salesmen, who have been out during the past fortnight with fall lines, report having done fairly well, in an initial way. They also say that it is very hard to do business. Retailers are unusually conservative and inclined to buy more and more from hand to mouth.

Duplicate business for the spring and summer is much better than it is at the fall end. Some very good negligee orders have been picked up. These are mostly for white shirts, both soft and pleated fronts. There is likewise a good demand for all the metal grays, for immediate delivery, and these dark mixtures are so well liked by retailers that they give promise of faring best in fall lines. The dark, or so-called gun metal, gray takes best in all styles.

In large cities attached cuffs sell best in color grounds, while the separate cuffs are called for with light grounds and pure whites.

In fine grades the turned-over cuff is very well liked as a novelty. Some of the fancy goods are ordered with contrasting cuffs, as well as with cuffs matching the bosom fabric.

It was said this season that with the fancy bosom and foreign body shirt entering into cheap lines the style would not be good in medium and high grades, but in some sections of the country this novelty is still in demand and has been ordered for fall. The custom shirt people have not yet dropped this fancy combination. Its one attractive feature is that high-priced goods can be used for bosom and cuffs, with a lower priced fabric for the body, and a very presentable garment results. The shirtmakers have had the mills make a variety of fancy bosomings and plain shirtings to match, for use as bodies, for the fall season, and the composite shirt is therefore quite a feature in fall lines. The fact of the matter is that shirt manufacturers did not awaken to the possibilities for beautiful effects in combination garments until this season, when they began designing for spring and saw the varied bosom effects which were obtainable with fancy shirtings. The bosom and cuffs being the most conspicuous parts of the garment when worn, men generally like to have these present as good a front as possible, and the combination shirt gives the maker every opportunity of turning out a garment which, when worn, looks like more money than it actually cost the purchaser.

Young fellows, therefore, like the combination shirt because it enables them to put on a "swagger" front at little cost. In a shirt of this style the bosom can be made up with a good grade of domestic or imported percale or madras and have for its body material a cheap print, matching the predominating effect or shade of the bosom.

So far as appearances go, the cheap

shirt this season makes a very good show, although made of low-priced printed shirtings. These so closely imitate the finest madras cloths that they are readily taken for the real thing. A window display of natty negligees in madras pattern percales, at a dollar the shirt, is a luring attraction, and retailers have done very good business on these lines so far. If the prints used are from reliable mills they will stand the laundry satisfactorily and render good service.

The fine grades of all-linen and rougher weaves of Irish linen homespun shirts, introduced in neat effects, are universally praised by the fine trade as perfection, and are receiving the appreciation of men who have hitherto been customers of the custom cutter. Just as soon as these linen shirts were exhibited in retail windows they proved an attraction few good dressers could resist. Linsens, by reason of the superior quality of the fabric, and the excellent workmanship in the garment, are good shirt investments, so that their price is no bar to business.

The wing collar in all its varied styles continues to hold on with a tenacity that indicates a good long run. In fact, the wing collar is again so strongly entrenched that it may be a long time before it recedes to the position it occupied a few seasons ago. Young men have taken to it with considerable enthusiasm and can not seem to get the tabs too large for their liking.

Except for an occasional advertisement in the weekly papers and monthly magazines extolling the merits of the quarter size collars, there has been no renewal or continuation of the interest they awakened some time ago. Retailers report that their sales have not been large, but, on the contrary, complain that customers called for but one collar as a sample to try, and immediately returned to regular sizes. If quarter sizes are to be made a success, in a business way, it means a lot of continuous advertising on the part of the manufacturers and retailers to make them popular enough to be profitable.—Apparel Gazette.

What Local Retailers Are Showing.

Corsage effects made of ribbon in all the light colors, as well as some of the popular novelty shades.

Chain belts of gun-metal, made of fine links, with a jeweled ball on either end.

Wash belts of pique, duck and such fabrics, with a gilt buckle in the front.

Heavy white gloves intended especially for women's wear for driving, etc., during the summer.

A great variety of articles copyrighted and bearing the "Buster Brown" name.

All kinds of appurtenances for camping, including tents, cooking utensils, etc.

Pictures of women, with an added effect given by a border of smoke curling gracefully around the picture.

Humidors for private use, made of handsome wood, and a silver nameplate on the top.

Enameled hat pin with a head of some flower, violets being particular favorites.

Brooch pins which are close simulations of peacock feathers.

Women's Oxford shoes made of snakeskin or leather treated to simulate the same.

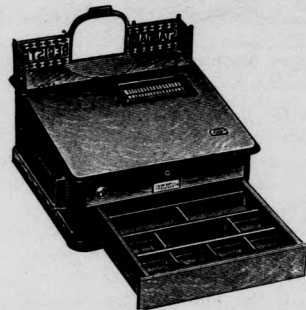
A boa of fine liberty chiffon trimmed with handsome edging of Val lace.

Four-in-hand scarfs of regular heavy canvas, with all the imperfections, in the natural ecru shade.—Dry Goods Economist.

There are within 3,000,000 of as many persons enrolled in the Sunday schools of this country as in the public schools, there being 13,000,000 in the former and 16,000,000 in the latter. The total Sunday school membership throughout the whole world is 25,000,000.

THIS IS IT

An accurate record of your daily transactions given by the



Standard Cash Register Co.

4 Factory St.,

Wabash, Ind.

It costs NO MORE to wear

Gladiator Pantaloons

Than the ill fitting poorly made kind.

THEY FIT

Clapp Clothing Company

Manufacturers of Gladiator Clothing
Grand Rapids, Mich.



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.

Launching a Clothing Business of Your Own.

It is a truism that to be a successful merchant you must first be a successful clerk. The top of the ladder can only be reached by starting at the bottom and climbing up rung by rung. Some young men after a brief experience at clerking fancy themselves able to manage a shop of their own and fail because, while they may have been pretty good clerks, they did not have sufficient training and experience to take complete charge of a business. So study your line in each detail and shirk no tasks, however lowly, that will serve to familiarize you with every feature of the business. Your experience is part of your capital and is more important even than the money required to launch a business, for upon that experience hinges the whole success or failure of your venture. In other words, it is not your money, but ability to get the most from your money that counts. A young fellow who has no financial resources at all, but knows his line from A to Z, can get backing and win.

Again, some customer who knows what he is talking about will ask you questions and you must admit your ignorance and forfeit his respect or pretend you know and very probably be tripped up and made ridiculous. You must not only know how to talk up the all wool garment, but also how to explain the merits of a part-cotton article. A plausible argument for the mixed garment is that, being half cotton or a third, as the case may be, it is less prone to shrink. On the other hand, if the garment be all wool, its superiority may be shown by saying that it absorbs moisture and keeps the body snug and dry. If you know goods you can meet every objection of customers without in the slightest degree misrepresenting and earn their respect and patronage.

Human nature is odd and all men can not be treated alike. Some customers want quick service and no talk, while others will be offended if you do not wait on them deliberately and show a personal interest in them. You must measure your man mentally and adapt yourself to his temperament and mood. Frequently a too brisk and business-like demeanor grates upon the sensibilities of a customer who wants pampering. He may like to air his views, and he feels resentful because you cut him short. The second man is of the "no nonsense" kind and wants to get through and away, while the third is always suspecting a trick to make him buy something he does not want. The good merchant is literally "all things to all men," drawing out one man, soothing the vanity of another, and showing a courteous interest in the personal affairs of a third. It is all a game, but a game to be played skillfully and with the thought ever uppermost that honesty in business is not only conscience-soothing, but dollar-earning, as well. It is the come back and bring their friends customers that tell after all in the year's profits.

There are times when you are out of certain sizes and, it being late in the season, you do not care to re-order. Here your salesmanship is put to test. Try to sell a man a 38 size if you haven't a 36, but never lead him to believe that it is a 36. Rather explain that a size or two makes little difference and that laundering is apt to efface whatever difference there may be. Thus you urge your case adroitly, but at the same time do not deceive the customer in any way. You are more likely to win a man by telling the truth than by any tricky device. Let several customers discover that you duped them and they will kill business more quickly than you can build it up. In order to meet competition you must offer goods at as low a price as or lower than the fellow across the way. To do this you have to watch the market sharply and buy promptly. Uphold prices whenever you can, but do not be afraid to shoulder a loss when you must, to bring a rival to his knees. Take your courage in both hands and strike.

Generally speaking, an article that you sell for 50 cents will cost you \$4 to \$4.50; it should never cost more than the last mentioned sum. If it looks particularly pleasing you might get 75 cents for it, but in that event the patterns should be exclusive. Take care that the man around the corner is not offering the same article for 50 cents. Here another word of advice is not amiss; watch your competitor. He may be a man of poor taste and his place may be a veritable old curiosity shop, but you have got to watch him. If you do not he'll steal a march on you. Do not be self-satisfied and fancy that competition can not hurt you, that all good things are shown to you first, that your prestige is securely established and the like. A business conducted upon the complacent conviction that you are in a class by yourself rests on a shaky foundation. You may be right, but you will find few persons who will accept you at your own valuation nowadays.—Haberdasher.

Recent Business Changes Among Indiana Merchants.

Bedford—John Beasley has purchased the grocery stock of Theo. Craig.

Center Point—Woolf Bros., dealers in general merchandise, have dissolved partnership. The business is continued by J. F. Woolf.

Grayville—E. G. Carrithers has sold his general stock to A. N. L. Burton & Sons.

Indianapolis—The stock of the Climax Coffee & Baking Powder Co. was recently damaged by fire, but was fully insured.

Mount Vernon—Harry L. Peer-man, grocer, has failed.

South Whitney—J. C. Zierath has purchased the interest of his partner in the baking business of Hayes & Zierath.

Wabash—Fowler & Thompson, druggists, have dissolved partnership. The business is continued by W. R. Fowler.

Broad Ripple—A. J. Campbell has

uttered a chattel mortgage on his grocery and notion stock in the sum of \$499.

Fort Wayne—A receiver has been appointed for the Indiana Hat & Cap Co.

Hillsboro—Robert O. Meek, grocer, has filed a petition in bankruptcy.

Indianapolis—A receiver has been applied for in the case of the Midland Portland Cement Co.

Indianapolis—Ray A. (Mrs. Tunis) Tilley has uttered a chattel mortgage of \$264 on her grocery stock.

The Just Judge.

Recently, during the process of impaneling a jury for the Circuit Court in the District of Columbia, one of the talesmen requested the Court to excuse him from service; he offered many excuses, but the chief one was the fact that he was deaf.

Very gently Chief Justice Bingham, who was on the bench, asked the talesman if he could hear what he, Judge Bingham, was saying.

"Oh, yes, sir," replied the reluctant but truthful citizen.

"How, then, pray, does your affliction affect you?" queried His Honor.

"Well, Judge," answered the man, after a moment's thought, "I can't hear at all with my right ear."

"In that case," assented Justice Bingham, smilingly, "I suppose we must excuse you, for it is plain that you would be able to hear only one side of the case."

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

Made to Fit and Fit to Wear

Buy Direct from the Maker



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

Ellsworth & Thayer Mfg. Co.

MILWAUKEE, WIS.

B. B. DOWNARD, General Salesman

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.

The William Connor Co.

Wholesale Ready-Made Clothing Manufacturers

28 and 30 South Tonia Street, Grand Rapids, Michigan

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

Mail orders solicited.

Phones, Bell, 1282; Cit., 1957

OLD BILLS.

How They Are Treated by Uncle Sam.

Through an order promulgated by the Treasurer of the United States the old macerating machine in the sub-basement of the Treasury at Washington has been put out of commission, and hereafter all paper money, whether issued by the Government or by national banks, will be reduced to pulp in the large macerator at the Bureau of Engraving and Printing, says the New York Tribune.

This order was brought about by a protest made by national bankers claiming that the old machine failed to do its work perfectly and that the bank notes dumped into it not infrequently turned up in sections for redemption by the banks of issue; that the pulp sold to various makers and manufacturers of images, to be re-sold as souvenirs, was filled with large pieces of bills, and that these were picked from the pulp images and offered for redemption. Notwithstanding the fact that the Treasury macerator has been in service for many years and has reduced to pulp many trillions of dollars in bank notes which had ceased to be current, this complaint was the first one ever made against its non-performance of duty, but the Treasurer got such positive evidence that the bankers were correct in their assertions that he issued the order.

Washington souvenir dealers have long realized that the pulp images found a heavier demand than any other, and those made from the pulp of the notes last destroyed—or partly so—by the Treasury macerator have always brought a higher price than the ones manufactured from the pulp of the macerator at the Bureau of Engraving and Printing, this being due entirely to the fact that images from the latter contain not a speck of greenbacks, the notes being reduced to almost a whitish pulp. Naturally, visitors prefer an image "made from real money," in which some of the money would be in evidence. The Treasury macerator production, or output, was therefore worth a great deal more to the manufacturers and always brought a much larger price.

But now the images—busts of presidents, the Washington monument, Uncle Sam's hat, the national emblem, the eagle, the Capitol, the Treasury, cats, dogs, frogs, etc., each representing from \$5,000 to \$15,000—must be made from the bureau pulp or a first-class counterfeit, for every note destroyed must be in this specially constructed macerator, which works every day and night in the year except Sunday, there being from \$1,500,000 to \$2,000,000 macerated every twenty-four hours. This work of maceration and the preparation for it are under the personal direction of representatives of the Treasurer, the Secretary, the Controller and the Register, and these representatives go with the heavily guarded wagon containing the money to the bureau, where it is taken from the steel boxes, checked off, placed in the macerator, the iron

doors closed, locked and sealed, and then the machine begins its work of destruction. The large boiler or vat in which the money is placed is filled with some kind of chemicals and a network of machinery keeps up a continuous churning and grinding until 12 o'clock the following day, when it is stopped, the pulp taken out and another million or two placed in, to be treated in the same way for the next twenty-four hours.

By this process of maceration it is utterly impossible for any one to find any evidences of money in the pulp, even the small silk threads which run through all genuine notes being entirely destroyed save to form a part of the whitish pulp.

With the issuing of the order by the Treasurer there are wails and weepings by a score of old soldiers who have been manufacturing these pulp images. They feel that their occupation is gone, and that sure starvation stares them in the face if compelled to use the bureau pulp, but some of the dealers express the belief that business in the pulp image line will move along as usual, because, as one expressed it, there will not be much difficulty in catching on to the fact that it is not hard work to pinch off a small portion of a bill and stick it on the image, hundreds of them being easily doctored in this way in a short time. Should Chief Wilkie or some of his men catch up with manufacturers or dealers mutilating bills in this way to make images salable, another chapter would be added.

Resisting a "Touch."

E. H. Lewis, of Lewis & Crane, Seattle, Wash., had a caller the other day who wished to borrow some money on a pretext that did not appeal to Lewis. Lewis' excuses did not satisfy the man, who petulantly declared Lewis' reasons for the refusal appeared very fishy. Lewis grinned but held his temper.

"You remind me of a story," said Lewis. "An Arab once went to a neighbor and said: 'Lend me your rope.' 'I need the rope for my own use,' said the neighbor. 'What do you want to do with it?' persisted the borrower. 'I want to tie up five cubics of water,' said the neighbor. 'How can you tie up water with a rope?' sneered the borrower. 'My friend,' said the neighbor, 'Allah is great, and he permits us to do strange things with a rope when we don't want to lend it.'"

The caller thought a minute and then said:

"That's a good story. It's worth a drink; come join me."

"That reminds me of another story," said Lewis. "A man once refused to drink with a fellow; saying he had three good reasons for declining: He said he had promised his wife never to take another drink as long as he lived; besides it was too early in the day and, anyway, he'd just had one."

Lockjaw Antitoxin.

A Brooklyn doctor claims to have cured a bad case of tetanus by injecting antitoxin into the spinal cord, which gave immediate relief.



99/50

Our New Overall

\$4.50

260 Double and Twist

Indigo Blue

Denim

Swing Pockets

Felled Seams

Full Size

Write for samples

June Delivery

Neckwear,
Suspenders,
Hosiery,
Sweaters,
Canvas -
Gloves &
Mittens.

THE
IDEAL CLOTHING CO.
TWO FACTORIES.
GRAND RAPIDS, MICH.

Do You
ContemplateIncorporating
YOUR BUSINESS?

Then call to your assistance the services of our Auditing and Accounting Department to formulate a plain and complete statement of your business and assist you in the preliminary steps of the undertaking.

Write today for particulars.

The Michigan Trust Co.
Grand Rapids, Mich.

Established in 1889

The Old
National Bank
GRAND RAPIDS, MICHIGAN

Our certificates of deposit are payable on demand and draw interest at

3%

Our financial responsibility is almost two million dollars—a solid institution to intrust with your funds.

The Largest Bank in Western
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Assets, \$6,646,322.40



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 WYQUETONG MACKINAC ISLAND
BAY VIEW WALLOON LAKE TRAVERSE CITY
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A fine train service, fast time, excellent dining cars, etc., from St. Louis, Louisville, Indianapolis, Cincinnati, Chicago.

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Michigan

COMPETITION IS VITAL.

Some Probable Results of Its Suppression.

It is the effort of those social reformers who make most noise in the world to suppress competition. Some openly avow that object. Some virtually avow it, as those we declare that it is the duty of the strong to support the weak. All favor practical arrangements which would tend to make competition impossible. The owners of profitable railroads buy those which are unprofitable but which annoy by their desperate competition, as when the Vanderbilt lines bought the parallel Nickel Plate, trusting to the future to make business for both lines of rails, which in that case has come about. At any rate, for the time being the purchase stopped ruinous competition. The Steel Corporation absorbs a large number of plants and shuts down those which are least profitable in order to stop competition. Other trusts do the same. The labor unions unite to prevent any competition from outsiders and to regulate that within their own ranks. The raisin-growers and orange-growers of California unite for the same purpose of stopping the competition of one grower with another. Financiers unite in order to stop competition among each other for the control of deposits and the profits of financing large enterprises, as in the great chains of banks in New York and elsewhere. Trade agreements, all "in restraint of trade," and enforced, when possible, by severe penalties, exist in nearly all lines of business. Some of these combinations are of a kind which can be enforced by law. Others are not. All have the same object—the suppression of competition. When they can be enforced by law that course is taken. When it is impossible other means are adopted, of which the boycott is the most common. When that is ineffective, terrorism and violence are sometimes employed.

One question is whether competition can be suppressed. Temporarily, as between some individuals, doubtless it may. Permanently, probably not, except in the rare cases in which the monopoly created controls all the raw materials available for use in the industry. The strength of the Steel Corporation is in its possession of the principal bodies of ore in this country suitable for the production of Bessemer steel. It has not a monopoly of such ores by any means, but its approach to it gives it its power. No new concern can break into the trade in any effective way without acquiring possession of bodies of suitable ore and coal not known to exist in this country, for there is a good understanding, and doubtless much community of interest, between the Steel Corporation and its nominal competitors. There are not many trusts so situated. But there are two elements which it is impossible to organize into permanent controlling combinations, and those elements are capital and labor, for there is no restraint upon and no possible limit to their increase. Ruder civilizations from time to time made an artificial scarcity of both by

the slaughter and pillage of war, and the earth was left open to be repopulated and restocked. Modern civilization conserves life and property even in war, and in peace gives all aid to their increase. Consequently the time must come when free capital and free labor will demand and get the chance of competition for employment.

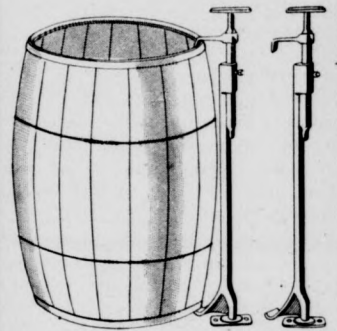
Meanwhile, as a matter of fact, competition is as keen as ever it was and perhaps more bitter than ever before, for it is competition not between individuals but between organized forces. There was never a time when the competition for the acquirement of money in the hands of others was as active as it is to-day. Organized bodies may unite for the purpose of getting more of it than the same individuals could get, and dividing it equitably among themselves, but they are met by other organizations striving equally hard for possession of the same fund. The difference between modern competition and that to which the world has been accustomed is that the unorganized man is crowded out and gets little or nothing. When the residuum of society, which is incapable of organization, gets large enough it will make trouble. Even if all are taken into the fold, a time will come when there will not be enough to go around, and then there will be internal contention, and the strong will break loose and exert their strength for their benefit.

Competition cannot be permanently or even long suppressed while human nature remains unchanged. If it could be we should not like the resulting universal trust, which would be stagnation. No monopoly which thinks itself safely entrenched will exert itself more than can be helped to make improvements or for any other purpose. The monopoly abhors the scrap heap. With no motive for enterprise, first the desire for it and then the ability disappear. With it disappears the industrial and commercial activity which gives employment to accumulating capital and work to the increasing population. Monopolies which are not universal, however, must in the end come to compete vigorously among themselves for whatever surplus above cost of existence there may be at any time in society. Hence, in all but veritable necessities, competition could not be suppressed if every industry was controlled by a monopoly. A universal trust which should control everything is, perhaps, unthinkable, but if it could exist it would be the end of progress.

But while competition can only be temporarily suppressed, it might be possible for it to be competition of organized monopolies instead of the independent competition of individuals, whose result is modern society and civilization. Socialists say that it is a bad society and a bad civilization, for which they propose to substitute the co-operative commonwealth—that is, the universal trust, whose equal stockholders are the people organized as the "state." They consider the present tendency to competition between monopolies as opposed to competition between individuals as an intermediate state—a

kind of purgatory—to be succeeded by the co-operative commonwealth or universal trust. It is hard to see where gain or happiness would be possible by such means. We can see that competition of monopolies is not going to increase happiness. There are as many unfortunate as ever there were. Those inside the trusts and unions may be gaining, but if so, it is at the expense of those outside those bounds. At any rate, while any kind of competition endures, affairs will be directed by those who in the struggle have demonstrated their capacity to conduct them with least waste. These persons can not be known without competition, and would be unlikely to be placed in power by chance. The result, therefore, of the universal trust of which all the people were stockholders would be the same as with the same kind of a trust controlled by the few—that is, stagnation. Meantime the mouths to be fed would increase, and how would they be filled? Reasoning in this way, there are still old-fashioned people who believe and stoutly maintain that the unrestricted competition of individuals on nature's plan is and always will be productive of more happiness and less misery than any other social arrangement. These people claim that human misery can not be eliminated from human society, and that it will be best alleviated by human sympathy under a social system which encourages each man to do his best, and thereby help to accumulate that surplus from which only can the means of alleviation come. Frank Stowell.

ATLAS ADJUSTABLE BARREL SWING



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

Stands for Strength, Durability, Cleanliness, Convenience.

For sale by wholesale grocers.

Atlas Barrel Swing Co.
Petoskey, Mich.

SPECIAL OFFER

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



"What They Say"
Minook, 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



Effect of Rubbers on Leather Shoes.

Leather men are expecting a splendid fall and winter trade. Indeed, they are smiling at pessimistic shoe men who complain of poor business on account of climatic conditions. Trade has fallen off, according to the pessimists, because people have bought rubbers and worn them over old shoes instead of buying new shoes.

But the leather men drop from their sleeve an argument to counterbalance this complaint. Rubber harms leather, they say. After rubbers are discarded, one very soon notices that his shoes are shabby, and hence he must have new ones. Leather men say that there are thousands and thousands of cases like this, and that it is a condition to be expected.

Rubbers are destructive to shoe leather. People often complain that rubbers draw their feet, but this drawing is only the exhalations of the feet trying to find an escape. Rubber is non-porous, and the gases and moisture from the feet crowd into the pores of the leather shoes and rot them like acid. The friction of leather against rubber is also injurious to the leather.

Proof of these statements has been brought home to one manufacturer, through "Cumbacks." People have bought new shoes and rubbers to wear over them, and in a few weeks they have sent back the shoes in poor condition.

At first the manufacturer accepted these shoes and made them good, but their numbers led to an investigation and the discovery that every pair of shoes sent back had been worn under rubbers. Hence it was concluded that the rubbers, and not the shoes, were at fault, and the manufacturer refused to accept any more such "Cumbacks."

Leather men, who look far into the field, say that as soon as warm weather comes the present lull in retail trade will disappear, and there will be a brisk demand for new spring goods. Then in the fall it will be discovered that shoes worn under rubbers during the previous winter rotted, and that new shoes must be had, and then the usual strong fall and winter demand for footwear will be felt.—Lynn Item.

Commenting on the above, the Shoe and Leather Gazette remarks:

The Gazette believes that if rubber shoes are worn only when really needed, and not as a chronic habit, there will not be any appreciable injury to the leather of shoes.

Some localities have had a remarkable amount of slush and sloppy weather this winter. Others, such as the region about St. Louis, have had remarkably little snow.

If reasonably heavy shoes are worn in winter (as they ought to be), and the rubber overshoe is worn only when there is melted snow or a great deal of mud underfoot,

the wear will not likely be continuous enough to hurt leather. But if rubbers are worn every time the pavement is a little damp, week after week, undoubtedly the leather and the feet also will suffer.

A properly made winter shoe will certainly meet all requirements in a town or city, except upon such days as present melting snow or an extra dose of mud. It is better for the feet and better for the general health of the individual to wear shoes of good weight, and to wear rubbers as little as possible.

Now, these are the facts in the case; but if it is to your interest not to have leather shoes wear too long, then don't tell the public about the aforesaid facts.

The rule for the wearer should be: "Don't get your feet wet, under any circumstances." But another rule should be not to wear rubbers except when really necessary to prevent the wetting.

Advantages Possessed by Country Shoe Factories.

The time has come when the manufacturers here in the East making a cheap and medium grade of shoes, women's, misses' or children's, men's, boys' or youths', have to compete with the manufacturers in the South and West, something they did not have to do twenty years ago. But as the hides are raised in the West and tanned in the big Milwaukee tanneries, the manufacturer in the West has a saving of two freights over the manufacturer in the East, which is nearly two good profits.

Now how can we in the East produce the same shoe as they do in the West and realize as much profit? Living is much dearer here than in the West. House rents are \$15 to \$20 a month, which I claim no ordinary workman with a family can afford to pay and live in our Eastern or Massachusetts cities.

But these same workmen are willing and anxious to go to the country factories in New Hampshire where \$9 a week gives them all of or more than \$12 to \$14 in our Massachusetts cities, where wages have to go down in order to compete with Western manufacturers and living expenses hold up as before.

All good and reliable shoe help want to live where they can get good air, with perfect country freedom, and where they can get the most for their money, and in such a location is the place for a manufacturer to locate and there compete with the manufacturer in the West making the same lines.

A factory located on a never-failing water power, where power is free the year round, with no use for an engineer, is worth considering, as it is a little mint of money alone. This world is a big place. Why do you stick in your corner where all the friction and trouble are when you might get out, see it all, run your own business and be a free man once more?—American Shoemaking.

When the business man finds himself in financial straits he finds his most liberal friends always willing to help him—with advice.

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.

LYCOMING RUBBERS

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

Waldron, Alderton & Melze

Wholesale Boots, Shoes and Rubbers

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

OUR AGENTS will call on you in the near future with a full line of both fall and seasonable goods. Kindly look over our line; our goods are trade builders. If you are one of the few that have never handled them send us your order at once. It will pay you to investigate our \$1.50 Ladies Shoes. Buy Walden shoes made by

WALDEN SHOE CO., Grand Rapids

Shoe Manufacturers

Incidents Peculiar to the Old-Time Boot Trade.

Don't you wish that we could sell as many heavy boots as we used to?

Just think of it—I fancy I'm quite an old bird at the shoe selling game, and yet I can not remember back to when kip boots were a big part of the trade.

Mr. Laster can, and Mr. Fitem can some, and Hi Ball says he can, but then you know Hi.

Why, Mr. Laster says that in the old days he's gone into the back room—you know he's been right in this store so long that it makes your feet ache to think of it—that he's gone into the back room, where he says they used to keep twenty or thirty, and sometimes forty, cases of boots, besides a great big sample case with pigeon holes large enough for a pair of boots in each hole, occupying one entire wall and holding seventy-two pairs of boots, with each sort of boot in the store represented by every size—as I say, he says that on a busy day in fall he's gone into that back room at nine o'clock in the forenoon and never come out of it until six o'clock in the afternoon, just passing out pairs of boots as fast as he could pass 'em out!

One busy fall, he says, he kept two boys rasping out pegs all of the time, for the boots were all pegged in those days, you know.

Had a split back boot with a whole stock vamp and a colored leather top for \$2.50, a coarse whole stock boot for \$3, a mighty good oak tanned solid back and front for \$3.50, and those fancy French and German kips for \$4 and \$4.50. Then there were grain leather boots, low top and high front, for all the way from \$2.50 up to \$5.50.

It must have been fun, like he says, to have a farmer come in and say, "I want another pair o' them Bloocher boots," or them Allison boots or them Richardson—them Bill Richardson boots—or any of them like they used to sell and the farmers all knew by heart—haul down a pair the size they said and scrape the pegs out—scrape 'em out once and then scrape 'em out again because there was some up in the toe you didn't get the first time—maybe do 'em up, and maybe just tie 'em together and they'd throw 'em into the wagon that way, and there's your money, and all the way from 50 cents to a dollar in every boot—or rather pair of 'em.

Why, when a man comes in here now and asks for a pair of boots I jump for the wool or the rubber kind, and if he says leather I know I'm in for trouble, for we don't keep any in stock except a few riveted ones with cheap hemlock soles, at \$2.50, and a few pairs of calf sewed with pebble top that come in single pair cartons that we have for a few old timers who won't wear anything else. These same old timers are more trouble to sell than anybody else we sell to.

They're all old fellows with corns and gout, and feet all twisted out of shape, and some of them with the rheumatism.

I try to be nice to them, but I

don't often hit it off just right, like Mr. Laster or Mr. Fitem can.

Maybe some of you fellows have had experience with the sort. I know you old fellows have. Nice old man with two canes, and a face like your grandfather's, comes in and sinks down on the settee and groans the first thing for an opener.

Puts a foot up on the stool for you to take off a great big shoe with the laces let out in front about four inches, and with three comfort slits in the vamp.

You pull the shoe off, gently as you can, and he shouts, "Take care, there! Ow-w-w! ! ! !"

It scares me half to death. He wants a fine calf boot to wear to his grand-daughter's wedding.

You trot out one of those single carton calf, pebble leg, sewed boots, a size larger than he says, and then you look at the boot and his foot. He has on a big thick, hand-knit woolen stocking that his wife or his sister has made for him, with the little strand of yarn sticking out at the toe where it was "narrowed off," and it looks as if there was more chance for a rich man to get through the needle's eye into heaven than for that foot to go into that boot, but he tries it, and you try to pull it on for him, and he lets out a whoop that makes the customer on the next settee jump as though she thought we were trying to murder the nice old man.

I don't know of any more hopeless thing in the line of shoe salesmanship than to try to "push" such a boot onto such a foot. I never saw anyone do it in the world, and yet all a fellow can do is to try.

You get it on a little ways and then he has to rest, and he sits there with the boot half on perched on a stool, and tells you how the boots that he stood up to get married in were sixes, and cost fourteen dollars, and weren't as wide as the palm of his hand. Were made for him by Seth Cain, the best shoemaker that ever lived in these parts, and of how the boots pinched him so terribly during the ceremony although he didn't know it, he was that flabbergasted, but they told him afterwards that he stood on the side of his foot all through the service, and it took two men to get them off. And of how, later on, he put them on his feet, and then soaked his feet for half an hour in the horse trough and then let the boots dry on his feet, and after that they fitted perfectly—just like a glove—and he wore them for best for almost twenty years.

Then he feels so good, after telling that story, that he says, "Now let me try." And his work-worn old fingers fumble for the straps just as they used to, and with a great deal of pulling and groaning and getting out of breath he finally gets it on and stands up on it, but it hurts, and you suggest a larger size. But when he finds that this is a nine he won't hear to it, and says his feet are swollen to-day, anyway, he's been on them so much, and that they'll be all right to-morrow, and after you've gently coaxed the boot off and got the old shoe on, and the new ones

all done up ready to send up to the house when the errand boy comes in, the old man stands up painfully so that he can get his hand down into his deep trousers pocket and brings up the plump old wallet that is coming in so handy to the grand-daughter now, peels a \$5 bill out and gives it to you, patting you on the head at the same time, and goes slowly out.

They think they're going to wear them, these nice old men, but a good many times they never do.

More than once when the solemn wagon, with its string of carriages behind, has carried some one of the

nice old men out to the hillside burial place beyond the village, and after a reasonable delay, I've had an embarrassed widow or daughter or son or other relative, bring those boots in, with the bottoms still unsoiled, and ask to exchange them for footwear for some of the surviving family, we always do it.

' God bless the men, we say, who used to wear the boots. They made the country what it is for us.—Ike N. Fitem in Boot and Shoe Recorder.

A married man has one advantage over the bachelor: when anything goes wrong he can blame it on his wife.

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

The Original Hard Pan Shoe



Easy to sell,
Easy to fit,
And they always
wear.

Our Trade Mark on the sole
is a guarantee to your cus-
tomer of absolute shoe satis-
faction.

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

Grand Rapids, Michigan

Accommodating Clerk Makes Good Sale for Employer.

Written for the Tradesman.

A couple of weeks ago I had occasion to refer in the Tradesman to the peculiar treatment I received at the hands of a certain Grand Rapids shoe dealer which was well calculated to drive a transient customer into a lasting enemy of the institution.

Since then I have had two pleasant experiences at as many local shoe stores in widely-separated business sections of the city.

After the chilly reception I was accorded at the hands of the first-mentioned Monroe street individual, I was feeling quite loth to enter very soon another store of the sort and run the risk of a repetition of the other encounter.

But again was I tempted to enter the portal of a shoe house by the display of Oxfords in a show window trimmed for the delectation of the ladies.

"This time, also," thought I, "I will endeavor to forestall criticism by stating at once that I did not come in to buy but only to price low shoes like some of those in the window."

I even repeated the statement, to impress it upon the affable young man who came forward to wait on me, so that I would not engender in him false hopes of selling one or more pairs of shoes.

"All right," said the young man, "I'll be pleased to show you any shoes you may wish to examine, and if you would like to try them on I will do my best to fit you nicely."

"Oh, thank you," I replied, "you are very kind. Some of the stores," I added, by way of flattery, "are quite averse to doing anything of the kind. They will show one a shoe in the hands but seem to object to trying it on. They don't appear to take into consideration that they might make a sale if the person 'only looking' once had the shoe on the foot. You know," I sagely observed, "a shoe may be ever so pretty when simply held in the hand, and yet look like the very Old Nick when on a certain foot, and the contrary is just as true—many a shoe that doesn't appear especially attractive may give such nice lines to the foot, when on, that a person needs no urging to take it. You can't tell exactly how anything will look until it is tried on."

"What you say is very true," said the young man, smilingly, "and for those very reasons I am always more than willing to try on any shoe to which a person entering the store seems to take a fancy. I never want to run the risk of losing a sale by appearing grouchy about trying on a shoe. As you say, no one can tell, by looking at one in the show case or in the hand, how it will be on the foot.—Try this on; maybe it will be just what you are looking for," and the gentlemanly clerk indicated a seat and, pulling over a low stool, sat down and began to unlace my right shoe, all the while talking little ruff raff that didn't amount to anything but still kept up a pleasant show of interest on his part.

I had asked to see low shoes made of a fancy weave of white duck, to wear with a plain-weave white duck

suit or goods of a thinner material—say a dimity—and I told the clerk I wore anything from a 5 D to a 6½ A. Having such a wide range of numbers and widths to go by, it ought not be hard for a clerk to find something to fit me; but the young man explained that they did not carry a very extensive line of white ducks but he would see what he could give me in my size, and brought out several sizes, even overstepping the boundary as to what I had expressed a preference for by bringing me a soft white leather Oxford. Some of them fell wide of the mark with their Cuban or Military heels, as I had stipulated, the first thing, that I must have a French heel.

"Anyway, let's try these on," urged the accommodating clerk, and in a jiffy he had slipped one on my foot, first freely powdering the shoe and deftly assisting it on with a "horn" which he whisked out of his pocket—so many unthinking, careless clerks omit these two aids to the trying on of a shoe, which will go on twice as easily as without this assistance.

Well, you know white, on a foot, no matter what its size, always makes it look larger, seeming to lengthen and broaden it to a remarkable degree that one would not imagine possible; and these shoes were no exception to the rule. With the first one to be put on, I could plainly see I was not going to like white at all—my foot looked like a whale! The shoe was too big, in the first place, but still it was very evident white shoes were not for me, and I said as much.

"Maybe a smaller size will suit you better," said the clerk and he removed the innocent offender. "Let's try on this," and he went through the second powdering and horning process as carefully as with the first.

But it was no go—the shoe was perfect as to fit, but still my foot looked like the side of a house and I would none of it. I told the young man my opinion, and he removed the shoe and looked up at me undecidedly, from his hands-over-his-knee position.

"Well, can't I try on some other style of shoe—I'd like to suit you?" he questioned, seemingly loth to let me leave until he had made an effort to show me something further.

Mind you, his manner gave, all this while, not the slightest hint that he was anxious about my getting away without his making a sale, but only that he wanted to find some sort of shoe that would please me—that was his manner entirely, so far in the transaction.

With this he jumped up as if a thought had just struck him.

"I think I have the very thing you'd like in black," he said. "I'm going to show it to you," he added, already halfway down the store, and, shoving the ladder along my way, he mounted it most to the ceiling and piled his arm with some half dozen cartons. Dismounting, he carried the boxes a careful distance from me and dusted them with a cloth, bringing them back and opening them up as graciously as if they were the

Just at This Time

Most merchants are wanting goods to size up their stock. We have a big stock on our floors and will be only too glad to serve you promptly.

If you want any **Tennis Shoes** let us know. We have them.

Our leather line for fall is receiving many compliments. Let our salesmen show you.

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

Warm Weather Hard Pan Shoes Comfortable Feet

A combination that will build an enviable shoe trade in a single summer.

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



LaVerdo
King
of all Havana Cigars

3 for 25c; 10c straight; 2 for 25c
could not be better if you paid a dollar

Verdon Cigar Co.
Kalamazoo, Mich.

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.

first from which he had removed the covers.

Well, what do you think was the upshot of that young man's desire to make for the good of the store and earn the salary his employer pays him?

You remember, I told this clerk, when I entered the store, that I did not come in to purchase that day—only to ask prices—so the young man had nothing more to expect from me.

But he was so pleasant to show goods, and took so much pains to get a nice fit in a shoe that should meet all my requirements, that, as a consequence, I not only found just what I wanted in low black shoes but I did not leave that store until five pairs of foot covering were laid aside to be sent to my address!

I had meant to purchase that many for the coming summer's wear, but not one of all those five different styles unless they were what I liked.

Twice have I purchased shoes at the urgent solicitation of dealers, and against my own better judgment, and have thrown them aside because I abominated their looks on my feet, finally giving them away because I hated them so—and I so disliked those dealers for selling them to me that they were the last pair of shoes they ever had the chance to foist on me. Since those little transactions I have bought my shoes to suit myself and not because some merchant wanted me to take his goods. I am the one who must wear them after they have left his store, and I, not he, should be the one to decide whether they are what I want.

So, with the loss of those two pairs of shoes, I learned a lesson that I have remembered. It cost me \$10 to learn it, but it was, perhaps, money well invested.

But this clerk I have written about was so entirely different, and, as it transpired, the store kept the very goods I had in mind before I entered the place—just what I wanted in the different styles of shoes I should need for the coming season—so a sale of five pairs of shoes was made where only one—or possibly none—was expected.

It sometimes pays to be polite and exhibit an accommodating spirit even when there looms up no prospect of immediate reward. T. T.

The Safety Match Problem.

The City of New York intends to make the use of safety matches compulsory. So far only the fire department's view of the case has been presented in the public press. The opinion of a match manufacturer, William E. Williams, of Chicago, Ill., may, therefore, not be without interest.

Mr. Williams says that in the matter of the dangers attending the use of parlor matches there is much superstition. Many people believe that mice will eat the heads of parlor matches and thereby ignite them. The only material in the head of a match which is worth eating is the glue; and glue is not inviting when compounded with ground glass, flint and foul-smelling chemicals. Animals have a particularly fine sense of

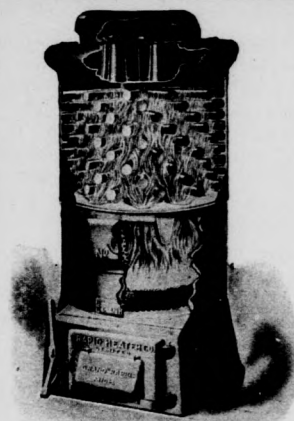
smell. For that reason they avoid matches. No one, says Mr. Williams, ever heard of a mouse's eating glued furniture, or gnawing a crack in furniture in order to get at whatever glue might be contained therein. And yet all furniture is put together with glue. He tells us that he had a desk drawer almost filled with sample matches of all kinds. Attracted by the remains of a lunch that had been hidden in the drawer by an office boy, the mice entered and gnawed a passage between the boxes of parlor matches. The paste-board of the match boxes was completely gnawed away; and yet the match heads were not ignited.

Economically considered, Mr. Williams holds that the parlor match is far cheaper and better than its rival. He claims that it takes about four times as long to get a light from a safety match. Furthermore, safety matches of necessity are packed in small boxes holding on an average not more than thirty-five matches, while for a parlor match 200 matches and over constitute the average box. The box for the safety matches is heavier and more expensive. Safety matches, says Mr. Williams, are of necessity packed in small boxes and are always accompanied by the box. Furthermore, the manufacture of parlor matches in the United States has advanced to such a stage of perfection that foreigners can no longer compete with us; but in the manufacture of the safety matches the foreigner excels us. Almost all the matches imported in this country are safety matches.

The origin of but very few of the fires annually recorded is positively known. No doubt the parlor match is charged with having started many a fire that may more properly be attributed to another cause. In Mr. Williams' opinion cigar, cigarette and pipe sparks, as well as burning stumps, probably cause the larger number of fires.—Scientific American.

A somewhat unusual place for an illicit distillery has just been discovered at Quezac, in the French Department of the Lozere. In consequence of an anonymous letter the police paid a surprise visit to the steeple of the parish church, and after a minute search came upon a still, which, although dating from the Middle Ages, was in good preservation and capable of being profitably employed at the present time. As the necessary declarations to the authorities had, of course, not been lodged, a proces verbal was made out, but who was to be made defendant? The cure had only recently been appointed, and declared that he had not yet paid a visit to the church steeple. The sacristan set forward many plausible excuses, by which, however, he appears only to have suggested his own guilt, for he has now been called upon to stand his trial.

The New York Medical Journal notes the discovery that the lending of masks by costumers is a probable source of disease transmission. Violent tubercle bacilli were found in eight out of forty-two masks examined.



Rapid

HEATERS

Hot Water or Steam

"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.

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.

As Usual

We are headquarters for

Fireworks

Putnam Factory National Candy Co.

Grand Rapids, Mich.

THE TEN CENT STORE.

Why It Is Popular With the Public.

April 13, 1852, in a little country town, Rodman, Jefferson county, New York State, a farmer boy was born whose present eminence in the mercantile world is noteworthy and who promises to attain a position as a merchant prince alongside of Stewart, Claflin and Wanamaker. For this same farmer boy has already established himself firmly as a remarkable merchant with a very clever and profitable idea which has made him several times a millionaire at the early age of fifty, with a series of ninety as modern and up-to-date stores as can be found in the entire country.

This merchant is distinctly a pioneer in the mercantile world. What he has introduced and so successfully executed is his own idea and bids fair to revolutionize retailing in many particulars.

The early life of this farmer boy is not particularly different from the boyhood of ten thousand other boys. He spent the first years of his life upon a farm, attending a country school just like other boys over all this country of wonderful opportunity.

Going to school in winter and assisting his father during the summer constituted his early life. Later the family removed to Great Bend, but the boy continued to engage in the work of farming until he was twenty-one years of age.

The boy seems to have had a taste for mercantile life, for soon after he reached the age of young manhood he directed his thought to commercial work by taking up some studies pertaining to mercantile pursuits in a neighboring town.

After several months spent in this school he secured a position in the dry goods store of Moore & Smith, Watertown, N. Y., at a salary of—nothing. For three months he received no salary whatever and had to pay \$3.50 a week for board.

The following three months he had his wages raised from \$0 to \$3.50 a week. For six years he worked with this firm and at the expiration of that time was getting \$10 a week. He himself declares that he was not worth even \$10 a week to his employers.

That he was economical is proved by his statement that he got married on \$10 a week and saved \$50. When he was twenty-seven years old he conceived an idea which he set about to execute.

His employers had established a notion counter in their store which they gave the name of a 5-cent counter. One day the idea dawned upon this young clerk that he might start a 5-cent store, as the 5-cent counter had proved so popular in the store where he was employed.

Like many other ambitious and aspiring clerks he was in the embarrassing and discouraging position of not having sufficient capital with which to open even a 5-cent store. Not deterred entirely, however, he had gumption enough to carry his idea to his employers and they encouraged him by agreeing to sell

him a few goods on credit. This was January, 1879.

Backed by his employers whom he had served faithfully for six years he sought a location and finally decided upon Utica, N. Y. The first stock of this merchant prince in embryo was \$325, a stock not purchased with his own money, but which he secured on credit earned by years of faithfulness at one position.

The monthly rent of the store room selected was one-tenth of his stock, or \$30. He did not have the cash with which to pay his rent so he held the landlord off for the first month's store rent, giving him his promise to pay before the expiration of the first month.

The idea of a 5-cent store was something new and he did a fine business from the initial opening of the store. Then a lull occurred and he lost his "nerve." Trade which at first was so rushing went back on him with the outcome that he "fell down."

He attributes his early failure to the fact that he neglected to reorder stock after the first rush and as a consequence the public went back on him. They had shown an interest in the store when the stock was fairly well assorted, but did not care to patronize a merchant who did not have the nerve to reorder. Defeated but not discouraged he seeks his former employers and backers urging them to let him try again. How much persuasion was necessary we are not told, but at any rate, they sold him another stock of goods.

This time he went out of the State of New York into Pennsylvania, choosing Lancaster. Here in June, 1879, he made his second attempt, this time with a stock of merchandise amounting to \$425.

In relating his experiences he says that during the forenoon not a single customer entered his store. But during the afternoon and evening the trade broke loose and stampeded his little store. When his sales were estimated the figures read—\$128.

He was not to be caught asleep this time and before he went to bed had telegraphed to his backers about his success and asked them to hurry a duplicate of his initial order. They did not arrive too soon, for before he could receive them his stock was practically all closed out.

But this time the trade kept coming, as they doubtless would have done at his first location if he had reordered. Now success followed hard after him. The first year he cleared \$1,500, and demonstrated to himself the opportunities in the field of the 5-cent store.

Soon afterward similar stores were opened by him in other towns and for a decade of years he slowly but steadily popularized the idea and pocketed the profit. Then a burst of prosperity shone clear and warm upon the aspirant for mercantile honors and stores sprang up rapidly throughout the Eastern States until to-day he has a string of seventy-six and is starting others at a rapid rate. One hundred within the near future is not improbable.

How many millions of sales these seventy-six stores transact is not pos-



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

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

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

It will *save three Prices*

A postal card brings our 1903 catalogue. Ask Department K for catalogue.

The Computing Scale Co.,
Dayton, Ohio
Makers

The Moneyweight Scale Co.,
Chicago, Illinois
Distributors



sible to determine, but a guess is easy. The average may not be far from \$300,000 a year, which foots not far from \$23,000,000 annual sales. Such in brief is the history of F. W. Woolworth, the 5 and 10-cent millionaire merchant.

Should the owner of these stores choose, and he may have plans to do so—the gradation from 5 and 10-cent stores to thoroughly equipped department stores is easy. These stores are located in large cities of the East which will allow the operation of fully equipped and aggressively conducted modern department stores.

Then the annual sales in each store might be \$2,000,000, and for one hundred stores, which will soon be under control of the Woolworth management at the present rate of increase, annual sales of \$200,000,000 would be a low estimate. Such enormous annual sales would place the name of Woolworth over all other names of merchant princes in this country.

The fact that a system has been developed by this merchant from which sales approximating \$25,000,000 are realized in 5 and 10-cent goods is good proof that annual sales ten times as large are possible under the department store plan.

An analysis of the methods of operating these stores and a study of the reasons for their success is a practical topic—one of the most practical and pertinent with which retail merchants can possibly engage themselves. For the 5 and 10-cent store is a vital factor in the mercantile world to-day. The influence may not

have affected directly most retailers, but certainly the effect of these stores reaches indirectly every retailer in the county, or may before long.

The history of F. W. Woolworth shows that even the 5-cent counter in the store of his former employers was a success. Elaborating that successful idea he established the exclusive 5 and 10-cent store, which proving a success other similar stores were opened.

Some of the principles which have made and are making the 5 and 10-cent store successful should prove profitable lessons to all retailers of merchandise.

The 10-cent store is a factor in the more thickly populated Eastern States. The boldness of the management is especially noticeable. Although their merchandise is only 5 and 10-cent articles, yet these stores seek locations in the most thickly congested districts of the very largest cities.

The methods of the syndicate 10-cent store are called "bluff" by some, and by others commercial "nerve." Certainly they do not lack in the quality of consummate nerve. In some particulars their methods are unique.

Their locations are in the largest cities. New York City and Chicago both have several of these 10-cent stores. Not only does the management seek the very largest cities, but their stores are located in the heart of the retail districts, where rents are highest.

It is the boast of 10-cent syndicate stores that they do no regular adver-

tising, but gather the results of dry goods and department store advertising. These large stores spend thousands of dollars in advertising for the purpose of attracting the public to their stores.

The 10-cent store appreciates the value of advertising—by the other fellow—and accordingly rents a store directly in the shadow of the great metropolitan store. The customers who are drawn by the clever and effective advertisements and offerings of the big department stores can not remain all the time in these stores.

When they get weary of walking through the big city stores some fresh air is needed. Immediately upon stepping outside the dry goods store the windows of the 10-cent store appeal to them. For the 10-cent store is unexcelled by any other store in the matter of attractive windows.

In these windows are displayed exceptional values which stampede the average shopper. They forget about fresh air and crowd into the 10-cent store to secure some of the "bargains" before they are "all gone."

No other stores contain such crowds of shoppers, sometimes packed like sardines. No especial skill is needed to trim the windows. Mirrors appear at the back and sides, creating a rich effect.

But the cause of stampede is not mirrors or attractively trimmed windows. The principal drawing feature is the merchandise which is so remarkable in value. The 10-cent store has a supply of nerve left after leas-

ing a store with enormous rent. If they did not have they could not continue to pay rent.

This "nerve" is used to buy a lot of merchandise at a price which the average merchant stands aghast at. Their mixture of bargains and ordinary values is so skilful that the buying public gulps down the concoction not only without a tremor, but even with evident delight.

Their pleasure is so great that they do not ask the 10-cent store to deliver the goods to their homes, but "lug" their parcels themselves, crowding the street cars and experiencing great annoyance and discomfort in order to get their "wonderful purchases" to the eyes of their friends as soon as possible.

When the subject of special sales is under discussion the palm must be given to the 10-cent store. The percentage of loss which they are willing to take is not equaled by any other class of merchants.

That statement may seem an extravagant one to some readers, but it can be proved. Furthermore the small amounts of the 10-cent store allow unusual surprises to the public. Quite naturally a shopper loses her head when she sees a regular 20-cent article marked 10 cents.

That is a cut of 50 per cent. and is clear to even the dullest. The most ignorant foreigner quickly appreciates such special values. But even greater values than these are occasionally given by the 10-cent store.

These stores occasionally hold a special sale of an article, the regular



FIVE THINGS MUST BE WATCHED BY A STOREKEEPER

Are you taking it for granted, or do you KNOW they are done correctly? You WILL know if you use an IMPROVED NATIONAL. YOU will not have to GUESS. It records every transaction

IT TELLS

- 1 How much CASH business was done.
- 2 The goods sold on CREDIT.
- 3 What was RECEIVED ON ACCOUNT.
- 4 The amount PAID OUT.
- 5 If a mistake was made CHANGING MONEY.

MACHINERY MAKES NO MISTAKES.
NO MISTAKES—NO LOSSES.

NATIONAL CASH REGISTER CO.
DAYTON, OHIO, U. S. A.
AGENCIES IN ALL PRINCIPAL CITIES

Detroit Office, 165 Griswold Street
Indianapolis Office, 115 S. Illinois St.
Toledo Office, 337 Superior Street
Grand Rapids Office, 180 E. Fulton St.
Chicago Office, 48-50 State Street
Milwaukee Office, 430 Milwaukee St.

Name _____
Address _____

CUT OFF AND MAIL TODAY
N. C. R.
Co.
Dayton, O.
If it costs nothing and puts me under no obligation to buy, I will look at your improved registers when your agent is next in this vicinity with his samples.
Saw your ad in
MICHIGAN TRADESMAN.

retail price of which is 50 cents. For example, several times have sales been held of umbrellas at 10 cents each. No great effort is required to understand that such a special sale would create a great amount of excitement, particularly among the women shoppers.

Sales like these are remarkable discounts from the regular price. To more clearly illustrate this fact let the merchant think a moment. How would you like to sell a lot of \$50 ladies' cloaks during a special sale at \$10 each? Yet this is exactly the percentage of discount which the 10-cent store is willing to accept for a special sale.

Other examples can be cited to illustrate the consummate "nerve" of the 10-cent store people. Last summer one of these stores held a sale of shirt waists which cost them \$3.90 a dozen, even when purchased in large quantities. These shirt waists were sold at 10 cents each during a special sale.

How long would a woman talk about such a sale as that? It would make a theme of conversation as long as she lived. Another article on which a 10-cent store made a special sale was wash boilers which regularly retail at 50 cents.

The 10-cent store works a scheme in the boiler which has a touch of sharp dealing. The wash boiler has two parts, the boiler proper and the cover. Not to depart from their price of 10 cents and still have a special sale they charged 10 cents for the boiler and an additional 10 cents for the cover, or 20 cents for a boiler that cost them \$4.50 a dozen.

The same scheme is worked by the 10-cent store in a lamp, they getting 10 cents for the fount, 10 cents for the burner and 10 cents for the chimney. Other articles which they have been known to take losses on are step ladders which retail at 50 cents and cost the 10-cent buyers \$3 a dozen.

Wood fiber pails which are sold at 35 to 50 cents, clothes horses, rinsing pans, wash pans, pudding pans, roasting pans, large pitchers, two-quart, coal hods, pillow tops, etc., no one of which retail ordinarily at less than 25 cents and some of them retailing as high as 50 cents. When these articles are placed on sale the interest excited among women is great.

Knowing that these special sales are held at times visits are continued to the 10-cent store in the hope that one of the bargain days will occur during one of their shopping expeditions.

The 10-cent store people have learned well the lesson of thoroughly exhibiting their stocks. Everything is on exhibit, absolutely nothing being out of sight. The entire stock is made as alluring as possible with the price of every article plain.

One of the serious defects in the large department stores of to-day is the loss of time which the customer must experience. Every visitor to these stores knows the waste of time and long distances necessary to make even the smallest purchases. If the article is just a little out of the staple line the automatic sales

machine behind the counter supplies incorrect information and will cause the shopper to chase up and down the store, often without success in buying what is wanted.

Not so the 10-cent store. Delays are avoided. The article is upon the counter before the customer, she selects it, herself, pays the price, a small cash register rings up the amount of the purchase, a wrapper is there to hurry the sale, and before the customer appreciates it the bundle is in her hand. Such methods the public endorses.

The average merchant finds it hard to accept a loss upon his goods. Many merchants who read this description of the methods of 10-cent stores will be incredulous about the articles offered in special sales and which have been mentioned above.

But the number of articles which are sold at a loss are few compared with the many which yield a large profit. The percentage of profit made by the syndicate 10-cent store is of course best known to themselves, but the best authorities place the average margin of profit as high as 38 per cent. upon first cost. Rent is the heaviest expense, and as they have no advertising and delivery the percentage of expense is not so great as in regular lines.

A 5 and 10-cent stock has the advantage of being turned often. The merchandise handled is quick sellers and twelve to twenty times annually is not impossible. Slow selling articles are avoided with particular care.

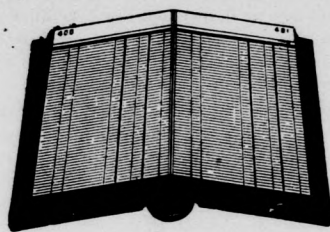
Often articles that cost 40 to 45 cents a dozen are retailed at 10 cents each. Penny goods are put up three in a package and sold for 5 cents. Screws, screw hooks, screw eyes, etc., are purchased in bulk by the 10-cent store and sold in packages realizing a profit to the stores of as much as 150 to 200 per cent.

The notion and hardware departments afford many opportunities of this kind, which the 10-cent store understands and takes advantage of every time. The fact that only two prices are made in the 5 and 10-cent store makes it necessary to put everything into two classes of prices, either 5 or 10 cents.

For this reason many articles can in fact be purchased cheaper in the regular stocks if the customer only knew it. But often when she knows it she will not take the time to visit her regular store, for the reason that it requires time and a walk.

The 10-cent store does itself proud when it comes to fixtures. Everything is added to facilitate business and also to add to the attractiveness of the store. One 10-cent store paid out \$1,800 in mirrors for a local store just recently. Individual cash registers are used at each counter. These cash registers are manufactured specially for the 10-cent stores. Two hundred of these cash carriers were counted in the front of a Northwest store not long ago. Cash registers stop stealing.—Dry Goods Reporter.

A good many men have yet to learn that anything that improves the appearance of store, shop or factory is good advertising.



Ready Made

Or

Made to Order

We can save you money.

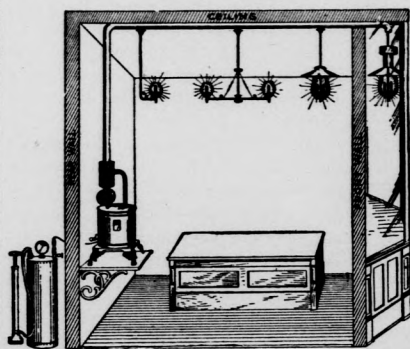
THE Edward-Hine Co.

Loose Leaf Devices, Printing and Binding

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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.

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CHICAGO III.

DO IT NOW

Investigate the

Kirkwood Short Credit System of Accounts

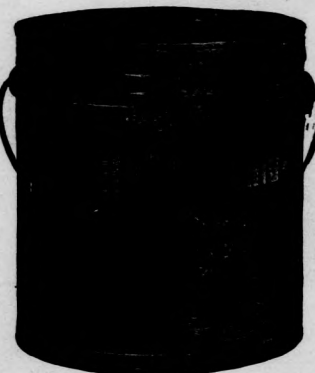
It earns you 525 per cent. on your investment. We will prove it previous to purchase. It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in book-keeping. It systematizes credits. It establishes confidence between you and your customer.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

A. H. Morrill & Co.

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Both Phones 87.

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



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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.

THE LEFT-HANDED.

Normal Relation of the Nerve Centers of the Brain.

About 94 per cent. of otherwise normal persons use the right hand in preference to the left; 6 per cent. are left-handed, and it is a curious fact that one-third of the 6 per cent. are ambidextrous. Left-handedness is practically an abnormality and is often associated with defective moral sense. Of a hundred criminals, nineteen were left-handed, these including assassins, incendiaries and burglars. Highwaymen, however, presented the normal proportion. The largest proportion of left-handedness was in incendiaries—28.5 per cent. According to these figures, 68.4 per cent. of the left-handed are not to be classed as criminals.

The normal man not only is right-handed, but he uses the right leg and the right eye in preference to the left. The reverse is true of the left-handed. As the action of nerves going to and coming from the cerebrum is crossed, right-handedness points to predominance of the left half of the brain; but it has been shown that the left brain exceeds the right in weight only by about one-eighth of an ounce. Why the left brain predominates has not been satisfactorily explained by anatomists; but it has been noted that the brain is more complex on the left side in the right-handed and on the right side in the left-handed. The only possible explanation of the greater weight of the left side of the brain is in the fact that the arteries going to the left side usually are larger than those on the right. There are no observations in regard to the comparative size of the arteries on the two sides in left-handed persons.

Generally it is true that the members of the right side are stronger than the left, particularly the arm; but this is not always the case, even in the right-handed, although the right hand is more conveniently and easily used than the left. In many feats of strength the left arm appears less powerful than the right because there is less command over the muscles.

While it is not yet possible to explain why the left side of the brain has peculiar psychic functions not possessed by the right side, it is nevertheless true that intellectual processes take their origin mainly—and in some instances entirely—from the left half of the cerebrum. In man, sight, hearing and speech are closely connected with mental operations, at least in so far as they give rise to or express ideas. The two eyes are necessary to perfect vision; but the psychic visual center, which receives ideas of meaning conveyed by objects seen, is on the left side, except in the left-handed. The same may be said of the sense of hearing, the psychic auditory center being on the left side, except in the left-handed. The location of the speech center was made in 1836, by Marc Dax; and a case of aphasia (loss of the power to express ideas in language) was minutely described by Pourfour du Petit in 1766. Agraphia, or inability to express ideas in written language, like aphasia, is due to injury of the

left side of the brain. All these conditions are reversed, however, in the left-handed. When one eye is used as a means of forming a judgment or opinion, it usually is the right eye for the right-handed and the left eye for the left-handed.

Curiously enough, it has lately been observed that deaf mutes may have an aphasia that prevents the use of the right hand in the sign language. It seems, indeed, that movements, more or less automatic, may be executed by the muscles of either side—remembering always that muscles of the left as well as of the right side may be educated; but in movements that involve mental operations and attention at the time they are made the right side usually predominates.

Apart from the question of education of muscles, it appears that the more automatic acts are performed indifferently by either the right or the left side; but movements more closely connected with direct mental operations are made preferably by right muscles in the right-handed and by the left muscles in the left-handed. Still, while this may satisfactorily explain dextral pre-eminence, it does not explain the pre-eminence of the left side of the brain.—Arthur Flint in New York Sun.

Just As Easy.

A Grand Rapids man who is fond of arguing religious questions and of "pinning down" those with whom he comes in contact asked an East Side minister in the course of a conversation several days ago if he believed "all of the Bible."

"I do," instantly replied the good man.

"Every bit of it?" insisted the questioner dubiously.

"I most certainly do," was the pastor's reply.

"Do you really believe the story about Balaam and the ass?" asked the man with a slight smile.

"Most assuredly I do," responded the clergyman unhesitatingly.

"And you firmly believe," insisted the inquisitive friend, "that the ass Balaam rode under the tree spoke like a person?"

"Yes, I do," asserted the minister with just the slightest suspicion of irritation in his voice.

"Well," asked the questioner in an I've-got-you-now tone, "can you tell me how it could be possible under any circumstances you can imagine for an ass to talk like a person?"

"Ah, that is easy," asserted the minister, laying his hand on the man's shoulder. "It is just as easy, my friend, for an ass to talk like a man as it is for a man to talk like an ass."

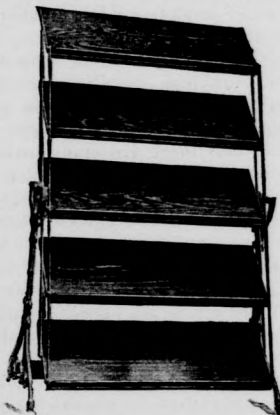
The man had nothing more to say.

A Zurich lady doctor is advocating a scheme under which all unmarried girls of the well-to-do classes are to be compelled by the State to devote one year to unpaid hospital work. She claims that not only would the hospitals benefit, but the girls would gain a training which would be of great value to them after marriage.

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"Universal" Adjustable Display Stand

The Best Display Stand Ever Made

Adjusts as table, bookcase, or to any angle. Only a limited number will be sold at following prices:
No. 12, 5 shelves 12 inches wide, 33 inches long, 5 feet high, net price..... \$4.60
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Two or more crated together for either size, 20 cents less each.

Further information given on application.

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You are cordially invited to visit
our booth in the Pure Food Department,
Block 90, The Agricultural Building,
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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.

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Manufacturers of YEAST FOAM.



Some Sensible Advice to the Engaged Girl.

Written for the Tradesman.

Maud is just any girl and Maud is engaged. She is going about with a splendid diamond ring on her finger, enveloped in a maddening air of supernatural wisdom, and with the aggravating expression of having cornered the whole visible supply of human happiness. She is also very good these days, and is living on an uplifted plane from which she lectures her old girl friends. She does not see how they can enjoy the admiration of a lot of men, with emphasis on the lot, and she grieves to observe that they still continue to be amused by balls and parties and frivolous diversions. Nor, by any chance, can you escape Jack's opinion on any subject. She waits until others have had their say about the matter under discussion, and then she brings in Jack's views, as if they were an ultimatum that disposed of all argument.

"Isn't a pity," giggled her chum, "that Maud can't bottle up some of this admiration and enthusiasm and belief in Jack's infallibility for use in the future? It's a dead waste of good material that she's liable to need in after years."

"Oh," I replied, "she'll never know another rational moment until she is married and has had a quarrel with her husband. Then she will come down to earth and be glad to cast herself on the mercy of the friends she has mistreated and neglected."

"Jack and I shall never quarrel," retorted Maud hotly. "How do you know? You were never engaged!"

I laughed, and then because she looked so fair, with all the halo of love, like a visible glory about her, I bent and kissed her.

"Make the most of your engagement, my dear," I said; "enjoy it. It is the primrose time of the year with you, little sister, before you have found out that there are thorns that pierce hidden even among the roses of love. It is a time that comes but once in one's life and, having passed, never returns. It is the little poem set amidst the prose of existence, the little drama in which, for a brief space, every man and woman, even the most commonplace and uninteresting, are heroes of romance, about whom clusters a thousand dreams and fancies and sentiments that will never belong to them again."

No love story is ever so sweet to a woman as that which she lives through in the days of her engagement, but it is just as well to remember that it is not a magazine serial that runs on from month to month and year to year. It is a novel, complete in one volume, and it ends for most women at the church door. After that life is not romance. It is facts and poor cooks, and while the love her husband may give her is just as strong and true and better worth having than the adoration of

her lover, still it is mighty apt to be a flower with all the bloom rubbed off. A peck of potatoes may be just as much a token of affection and remembrance as a bunch of violets, but nobody pretends that there is the same amount of thrill to them. Love, with most men, is violets before marriage and potatoes afterwards, and it is just as well to make the most of your romance, while you have it, so when the time comes when you are short on sentiment you may be long on memory.

It may seem like a douche of cold water thrown on you, but the most important piece of advice that anybody can give an engaged girl, I went on, is to warn her to make sure she has not made a mistake in picking out a husband. Davy Crockett's maxim, "Be sure you are right, then go ahead," was probably not intended as a complete guide to matrimony, but it comes pretty near to being one, and it ought to be printed in letters an inch high on the top of every marriage license. You are a woman and used to shopping. You know that there are many attractive materials in all the stores that take your eye and are well enough for a party gown or dress up occasions, but there is no wear to them. When you marry look well to the quality of goods you are getting. Be sure that the colors are steadfast and that it won't shrink in washing and that it is guaranteed to stand the wear and tear of everyday life. It takes something that is genuine and not shoddy to do this, my sister. It takes a real man.

It is possible—it happens often and often—that a girl's fancy is captured by a handsome face, or a fascinating manner, but she finds out on closer acquaintance that her god has feet of clay. I say nothing of the big sins, because a girl who is idiotic enough to marry a drunkard or a rascal to reform him is so besotted with love and folly that there is no use in wasting words upon her. Sometimes, though, a woman sees little meannesses cropping out in the man to whom she is engaged; he is narrow and suspicious and careless of hurting her feelings; he is cruel to animals and insolent to servants and stingy. If he has these faults, do not run the risk of curing him of them. Have the courage to break your engagement. Before marriage a man is on his good behavior. If he is overbearing and unreasonable to you then, he will be a grinding tyrant when you are in his power. If he strikes every stray dog that crosses his path he will abuse his wife. Do not trust your future to him.

Even if the man is all that he ought to be, and your own heart fails you, if you doubt the strength of your love to be all things and suffer all things for him, turn back, although you were at the foot of the altar. The most mistaken and cruel kindness that any man or woman ever shows another is to marry them without loving them because they are too cowardly to break an engagement. We have all seen that done, but we never saw anything but misery result from it. Better a

million times a broken promise than a broken heart and a broken life. An engagement is a serious thing, but it is not as serious as an uncongenial marriage with a person you married for pity. Above all, never forget that nothing in the world but love justifies marriage. The woman who marries for a home or money or position has no right to draw her skirts aside from the woman of the streets.

But, I take it, you are one of the fortunate ones who has drawn one of the capital prizes in the matrimo-

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nial lottery—and there is nothing better than a good husband that life can give any woman—so I congratulate you with all my heart. But do not brag. Crow gently. You are not the first girl who was ever engaged. Every married woman and many old maids have been there before you.

Be merciful to your family. When any of your sisters or brothers come into a room where you and Jack are engaged in telling each other for the millionth time how perfectly unalterably you adore each other and how certain you are that yours is the first authentic case of true love on record, do not make them feel like interlopers who must back out with hurried apologies. Do not always be flinging Jack's opinion in your father's face or get huffy when your mother fails to see in him the incarnate perfection you do. They are not in love with him, you know. Be very tender and very loving to your mother, little sister. Try to think what it must be to a mother when she sees the daughter that she has cradled in her arms, that she has loved and nursed and wept and prayed over and guarded by daily and hourly sacrifices every minute of her life, turning from her to give her love and life into a stranger's keeping.

Do not spoon in public. It has been said that all the world loves a lover, but it likes them at a distance. Nobody wants living pictures of affection. It is disgusting and vulgar and ridiculous. Really, engaged people who can find no pleasure in other people's society, and no amuse-

ment but gazing rapturously into each other's eyes, should at least stay at home, where they will not afflict the general public. Overly demonstrative people always arouse suspicion in the beholder, anyway. They are like poor shopkeepers who have all their goods of display in the windows.

Do not make yourself cheap to the man you love. Never forget that no man ever cared for the thing he obtained too easily. Of course, the old theory that a woman never thought of loving a man until he asked her hand in marriage is all nonsense. Hearts, unfortunately, are run on the surprise party plan where the unexpected guest enters in just as often as the bidden one, but all the same, there is no use in a woman jumping at a man and being too pleased. I have never yet known a single man who did not take a girl precisely at the valuation she put on herself. Keep your dignity and be very chary of caresses. Nothing is so easy as to surfeit a man on sweets. If girls could only realize the fascination that the mystery and reserves and illusions of maidenhood have for men, there would be fewer of the bold, slangy young women of the period. They may be peaches, but they are peaches that are shopworn, and every connoisseur wants his with the down still on it.

Do not trifle with the man to whom you are engaged. It is poor sport hurting an honest heart. Besides, not every fish that is hooked is landed; sometimes in being played with it escapes the fisherman. I have

seen girls amuse themselves by putting petty tyrannies on a man and make him the victim of their whims and caprices just to show their power. I have seen them flirt with other men simply to make him jealous. No man of spirit will submit to being played fast and loose with or allow himself to be led about on a string like a pet bear that must dance at somebody's else's pleasure. It is a dangerous game, Maud. People who play with fire generally get burned, and many an engagement has gone up in smoke because a silly young woman pushed her power too far.

When Jack goes away from home and you are under the necessity of communicating with him through the mails I beseech you to write as though your letters would one day be read aloud in a breach of promise case. Do not, for heaven's sake, plaster them all over with terms of endearment and slushy exclamations of devotion. There is never any telling who will read a letter, and men only too often have absolutely no sense of honor about showing their sweetheart's letters. Even when they do not intend any breach of confidence they leave them around in old coat pockets. Say what you please do not write it. Just think how such expressions as "Your little Tootsey-Wootsey," or your "Itty ducky daddle," sound to people who read them in cold blood, and forbear.

Furthermore, beloved, do not spend all the time you are engaged in telling each other how much you love. Come down to facts and try to get acquainted. Find out what

you really think about everyday living. That is what is going to count in the long years to come, for, after all, the engagement is just the prelude to the march of life when you will have to learn to keep step with another, and fight with him, shoulder to shoulder, if you win the battle of life.

Try to get the engagement over with. A long engagement is unnecessary cruelty to dumb beasts. Cynics have observed that a family is habitually more cheerful at a daughter's wedding than a son's. This is because by the time a girl is ready to march to the altar her immediate relatives have been through such an ordeal they are reconciled to anything that has the promise of peace in it and are buoyed up by the prospect of being able to return to their former way of living.

I know you feel that the universe is trembling in the balance while you try to decide whether you will have a church wedding or be married at home under a floral arch in the back parlor. It is not, though. Things will go on just the same, business will be done at the old stands and your interest in shopping will be unabated, therefore I would urge you not to make the period of preparation, as so many girls do, one of turmoil and dressmakers and nerves and arguments with mamma and protests from papa, but one of love and peace and tenderness—the last cuddling under the wings of parental love before you leave the home nest.

So shall your people rise up and bless your memory. Dorothy Dix.



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Essence of Corn**

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

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CORN SYRUP
The Great Spread for Daily Bread.

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

CORN PRODUCTS CO., New York and Chicago.



Story of the First American Smithy.

Joseph Jenks, the first American smithy, was a man of many parts. He cast pots and kettles, made dies for coins, turned out shackles and hatches for pirates, "a fire ingin" for ye town of Boston, promoted the first iron trust, lobbied in the halls of the honorable General Court of Massachusetts, dug bog ore and made it into iron, violated the Puritan law by staying away from church, saved his son's head which was endangered by a charge of treason, served as governor and did divers other things of greater or less import, as well as establishing an industry which is great, varied and prosperous to-day. So Joseph Jenks, despite his commonplace name, was a mighty man.

Of good old English stock Jenks came, and suggestive enough of his calling, he was born and reared as a smith in Hammersmith, Eng. He came to this country in the early part of the seventeenth century, soon being one of its early settlers, and he settled in Lin, now Lynn, Mass., the Queen Shoe City of the world. He became a most valuable man in the colony, for, as might well be imagined, housewives' pots and kettles and mechanics' tools were as rare in the villages of the new country as is radium to-day, and Jenks set about to relieve this scarcity. He established his forge on the banks of the Saugus River, whose bogs contained much iron ore, and there began his tasks which brought him fame and fortune, as such prizes were in colonial days. By the crudest methods, he extracted ore from the river mud, and from it he first cast an iron kettle which is still preserved as a priceless relic among his descendants in Lynn to-day.

But plain Joseph Jenks, although he began by casting an humble kettle, was an ambitious and shrewd man, shrewder than the canny Carnegie, the giant Morgan or the erratic Schwab, or other iron masters and kings of finance of to-day. He organized a trust and monopoly that make their efforts look like a game of Pit. He promoted a "Company of Undertakers," and, in 1645, he obtained from the General Court of Massachusetts such vast grants as the sole privilege of making iron, and the exclusive rights to all iron mines then known or afterwards discovered within the jurisdiction of the Court. Luckily for Massachusetts, no 'rich deposits of iron ore were discovered in her hills in Jenks' day. Incidentally, Jenks also got for his company exemption from all taxes, assessments and water public charges, and freedom of his workmen from the military services required of all men of that time. Also, he secured six grants of land, each of six miles square, in places which he might select as best adapted to iron working. Other trifling details he also obtained, such as rights to waterways, highways, and other little necessities to

his business. The franchises which corporations of to-day secure from legislatures are trifles compared with the gift which Jenks won. To obtain his privileges Jenks represented that his "Company of Undertakers" was a public benefactor, as have trust magnates done likewise since, but the wise legislators of our forefathers' day, with more acuteness than their like of to-day, got a cinch on Jenks' schemes that bound him as a public servant. They required him to agree that he devote his abilities to developing iron workings, and they fixed a limit on his selling prices, that of iron itself being at \$100 per ton, a reasonable price for those times. They also required him to provide places for devout worship for his workmen, having the same care for the spiritual welfare of the employes as legislatures have of their bodily welfare to-day. The books of the company were to be open to all people, but the company managed to freeze out the outsiders by requiring that each purchaser of stock pay a proportionate part of the money already invested and of the losses already sustained.

It appears that Jenks set himself to develop iron working as his agreement with the General Court provided. He built a foundry and machine shop on the banks of the Saugus River that was considered as important in colonial days as the U. S. Mint is to-day, according to ancient chroniclers. He first cast some pots and kettles and household utensils, which the Puritan housewives much needed for cooking corn, venison, and their puddings in the old-fashioned open fire-places. Then he devoted himself to making tools of which the mechanics were in want. He invented a scythe, which the tillers of the soil considered "a marvelous ingin for cutting hay." He also made valuable edge tools. He devised a "sawemill" to go by water power. In gratitude for his efforts the General Court provides that he might continue "for fourteen years without disturbance of any other's setting up a like invention, that so his study and costs may not be in vayne or lost." However, the shrewd colonial legislators again got a cinch on the inventor's neck by reserving the right to restrict the export of his product and, also, to moderate his prices, if need be.

Jenks next turned his mind to money-making, not piling up a surplus for his "Company of Undertakers," or watering stock, but by aiding the colonial government to mint much needed coins. He made the dies of the celebrated Pine Tree shillings, which Capt. Hull minted, tucking one into his own pocket for every ten that he minted. It was of these same shillings that the mint master gave his fair daughter, Betty, her full weight for her dowry, as Hawthorne tells the story. Coining this money was treason to the crown, by the way, but the bold colonists shrewdly made it look like a compliment.

Incidentally, be it understood, Jenks was twice married, he having buried one wife in old England, and found another in the New World. He had three sons and two daughters, and family troubles, like other fathers.

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Horse Clippers



20th Century, List \$5.00.



1902 Clipper, List \$10.75.

Clip Your Neighbor's Horses and Make Money.

FOSTER STEVENS & CO.

Grand Rapids, Michigan

Four Kinds of Goupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.

His bold son and namesake chanced to remark, perhaps during a heated political argument at the smithy, that "were King Charles in this country I would like to cut off his head and use it for a football." This was treason to the crown, although good Puritanism, and all the talents of Jenks, Sr., were necessary to save the headsman of Charles II. from doing to Jenks, Jr., as Jenks, Jr., would have done to the King.

The pretty young wife of Jenks, Jr., also transgressed the law, the Puritan code, by the monstrous crime of "wearing silver lace." The fair Esther was "presented to the Quarterly Court" for her crime, but it is not recorded that she was punished. It also appears that, along in 1651, Jenks, then being governor, as well as a captain of industry, had a Baptist whipped thirty stripes, so severely that the poor victim had to rest on his hands and knees for a week, being so sorely flayed as to touch no part of his body to the bed, and in that humble attitude to consider the wisdom, or the folly, of departing from the legally prescribed faith and belief of the colony.

In 1654, the inventive Jenks made the first fire engine in the country, the selectmen of Boston contracting with him for "an ingen to carry water in case of fire." Tradition also adds its interest to the smithy of Jenks. One day, a strange, low cut, dark looking ship moored off the mouth of the Saugus River, and at night a boat load of pirates came up the Saugus, landed, and left a note demanding that a certain number of shackles, handcuffs and hatchets be left in a secret place, where a liberal quantity of silver would be found in payment for them. The goods were made and delivered and the silver taken in payment. The pirates evidently liked the locality so well that they made their headquarters in the woods nearby, at a place now known as the Pirate's Glen. But the King's officers speedily discovered and captured them, all but one, and hung them. The one found refuge in Pirate's Dungeon, and lived as a hermit until a landslide swept retribution over him. In recent years, a dreamer, directed by spirits, endeavored to locate the grave of the pirate, and his buried treasure, and tunneled out a great hole in Dungeon Rock, but he only succeeded in creating a public amusement.

But, to return to the stern realities of the first smith's life, he was, on November 25, 1665, summoned to the Quarterly Court, which high tribunal admonished him for his failure to attend public worship. Perhaps Jenks was engaged in plans more vital to his worldly than his spiritual welfare, for two years later he petitioned the General Court for aid in establishing a wire factory, but he was refused the desired assistance. The star of the colonial Carnegie must have been waning at this time, for his proposal to coin money was also rejected, the General Court judging it "meet not to grant his request."

His iron works, started under such auspicious circumstances, also began to decline in value. Like other monopolies, the "Company of Undertak-

ers" evidently thought it owned the earth and all there was in it, for it encroached upon the property and rights of others, and otherwise made itself obnoxious to the public mind. In particular, it allowed the water of its dams to overflow the fields of the farmers. The hardy tillers of the soil would not stand this trespass, and they sued the company, or, not caring to await the law's slow process, they cut the dams in the darkness of the night, and the water flowed from off their lands. The people also began to fear that the company might use up all the woods of the forests in their furnaces.

The company insisted on cash payments, which was contrary to the colonial custom, and the General Court notified the company that, if terms of sale were not made more reasonable, the people would get their iron in other places by "our corn and staves, etc." (payments were then made in corn, pelts, or other means of barter). It sagely argued, too, "that, if a man live where an ax is worth but 12d., yet it is never cheaper to him who can not get 12d. to buy one." In the opinion of the Court, money was never plentiful enough to supply the occasion, a common sentiment and experience to-day. Law suits against Jenks' company began to pile up so that one sturdy colonist remarked that the company, "instead of drawing out bars of iron for the country's use, hammered out nothing but contention and law suits." Outraged public sentiment became too great an obstacle for the welfare of the company and it died. Its ghost was revived in subsequent years, but in the middle of the eighteenth century all that Jenks built and dreamed of had disappeared and was buried beneath irregular mounds of bog ore. These mounds may still be seen along the banks of the Saugus to-day. Descendants of Jenks abound, and those who are acquainted with his history hold him a mighty man, even for a smith. Perhaps the trade of to-day may forgive his faults and look up to him as the father and founder of their prosperous industry, for in his life he played many parts.—F. A. G. in Hardware.

How to Handle Tea in the Store.

Tea dealers who wish to extend their trade should make it a point not to sell poor, unclean, or damaged tea. It is just as bad for their business as it is for a butcher or baker to sell tainted meat or sour bread.

Good, clean teas are always to be had for a few cents a pound above the price of trash, and a good tea at five cents or more advance is always cheaper than the poorer qualities. Buying poor tea is a certain means of ruining any grocer's trade. Nothing is so helpful in the way of making and keeping a customer as good teas and coffees, especially tea.

All teas, after ripening, have a tendency to deteriorate, some being apt to do this to a greater extent than others. The best keeping teas, other things being equal, are the high grade goods, as they are of a better quality to start with and more carefully fired and dried.

Tea also possesses the quality of becoming impregnated with the odor of articles around it, much in the same way as milk. Grocers should therefore be careful to keep it away from such articles as fish, soap, coal oil, etc.

Curiously enough, cases are on record of teas that were kept close to wine, oranges, lemons, and even camphor, being improved in flavor, although dealers should not experiment in this direction, as the results are apt to be disastrous.

Teas should also be kept, as far as possible, in air-tight cases and secure from the light, as both light and air have a harmful influence. A position in a dry, cool atmosphere, moderate temperature, is better than keeping teas too close to the fire, where they are apt to become dried out.—St. Paul Trade.

P. T. H. Pierson, dealer in crockery, china and glassware, books and stationery, Stanton: Enclosed please find \$1 for renewal of my subscription to the Michigan Tradesman for one year. I am of the same opinion that I have always held regarding the tone and value of your paper, and that is, that it is the best trade journal we receive, fully up to date and abreast of the times and fearless when it comes to exposing fraud.

A Chicago woman in an application for divorce asks the court to order her husband to pay her \$200 a week until the suit is ended, as she is "actually suffering for food and drink." It must be terrible to have an appetite as costly as that.

IRON AND STEEL, CARRIAGE AND WAGON HARDWARE, BLACKSMITH SUPPLIES

We would be pleased
to receive your order
for these goods.

Sherwood Hall Co.
Limited
Grand Rapids, Michigan



Get our prices and try
our work when you need

**Rubber and
Steel Stamps
Seals, Etc.**

Send for Catalogue and see what
we offer.

Detroit Rubber Stamp Co.
9 Griswold St. Detroit, Mich.

You will need

GLASS

For all the following:

1. Plate Glass for Store Fronts.
(We send men to set the plate)
2. Window Glass for Buildings and Houses.
3. Bevelled Plate for Door Lights.
4. Leaded Glass for Diningrooms and Vestibules.
5. "Luxfar" Prism Glass (send for catalogue)

We sell the 5 and an order will get you

Glass of Quality

Also manufacturers of Bent Glass.

**Grand Rapids Glass
& Bending Co.**

Grand Rapids, Mich.

Factory and Warehouse Kent and Trowbridge Streets.

SCOURGE OF SMALL TOWNS. How Gossip-Mongering Adds Zest To Existence.

Gossip-mongers of little country towns fail to turn their attention to better pastimes mainly because they haven't any.

It is not the dread of hard work that drives thousands of refugees from rural Edens to metropolitan ghettos, for the cityward exodus is fully equaled by the rush to every new wilderness settlement.

A partial explanation lies in the fact that primitive colonies, as well as large cities, escape an evil that makes half-grown towns almost untenable to the lovers of peace.

Babylon has her music halls, her museums and hanging gardens; the pioneers' camp revels in game and fish. Gossipville mourns the disappearance of coon trees and the non-appearance of circus tents. Oposums have vanished and operas failed to arrive. Whereupon "a ceaseless round of slander and backbiting makes existence a curse," as William Hazlitt describes it.

It would be a libel on human nature to suppose that the plurality of the tattle-mongers enjoy their wretched expedient, but the fact is that tedium can rise to a degree of absolute torture; backbiters may be called moral cannibals, but can also plead the famished man-eater's excuse by an appeal to the law of self-preservation.

The victims of the Calcutta black hole kicked down their weaker fellow prisoners and piled up their bodies like stepping stones to reach a little breathing aperture near the top of the iron door.

In cities there may often be a lack of comfort for the "under dog in the struggle for existence," but there is hardly ever a lack of excitement—the rush of competition takes care of that; the surging waters of humanity turn up curious kinds of driftwood; there are whirlpools, collisions and a ceaseless boom of breakers.

A sensational rumor is a godsend to a Sleepy Hollow village; life suddenly becomes worth living; superannuated fish-story peddlers contrive to secure an audience; spinsters get a pretext for fainting in public; the overflow of street assemblies crowds the dram-shops; news-mongers become centers of public interest.

Thus encouraged, the caterers are almost sure to improvise additional information. Theories become rumors, and rumors evolve circumstantial reports. The experts of Sheridan's "School for Scandal" could get points from the street-cacklers of every crossroad town. Now and then a sensation-monger burns her tongue and is pincered by laws and vendettas, but the temptation is too strong; villagers can not afford to emulate the city virtue of indifference to personality gossip.

A sort of hereditary instinct guides tale-bearers to the most malicious version of every rumor; their caution yields to the bribes of popularity; they know that some of their neighbors would lose a bunch of circus tickets sooner than a chance for a shriek-and-cackle sensation.

Spite, moreover, is notoriously apt to avail itself of that propensity. A rum-crazed brute, forcing his wife to take refuge among the neighbors, is almost sure to shield himself under a cloud of counter charges, including that of conjugal infidelity. A teamster, hauling the household goods of an impecunious female and disappointed in his expectations of schnapps, will avenge the slight by alarming the new neighborhood with hints about his customer's reasons for moving.

A hint is sufficient. The moral poison-monger knows that his microbe will hatch and gradually contaminate the atmosphere for miles around.

There are country towns where newcomers have to run the gauntlet of a year's gossip before they can graduate to the privilege of slandering later arrivals. Summer boarders, health seekers, are credited with scandalous by-purposes, are spied out, listened out, whispered out, and naturally come to prefer a crowded hotel, where the attention of neighborhood gossip is less concentrated, and may exhaust its solicitude on the outskirts, like a bombshell fired at the population of a garrison town.

In parts of Italy, where the price of salt has been raised by an enormous tax, grocers treat their customers to a bonus in the form of a string of red pepper, and in tedium-ridden country districts cross-road traders lose no chance for spicing a bargain with an equally welcome supplement of red-hot scandal.

But there are other centers of distribution for such commodities: The town pump, the platform of the railway depot, the residence of some collector-in-chief who can be visited under pretext of social emergencies.

The end of December, when indentures expired, used to be the har-

vest season of gossip-mongers, but domestic servants nowadays are apt to quit at short notice, and a wind-fall of revelations may occur at any time of the year. Before her return to the employment agency Bridget treats herself to the luxury of loitering for a day or two and giving the community the benefit of her peeps through the keyhole of family secrets. She need not apply to an enemy of her former employer; shops and boarding-houses will welcome her, under some pretext or other, with results so well known and so far-reaching that a shrewd New England matron practiced the strategem of inducing obnoxious servants to join her vacation trips in order to discharge them at a safe distance from the storm center of gossip.

A California pioneer states that the luckiest of the '49ers avoided strong drink, because they had better stimulants than brandy. The auriferous bar eclipsed the temptations of the bar-room, and gossip epidemics would abate if the scandal-mongers were given a chance for better pastimes.

Sewing circles? - Singing schools?

It would be cruel to add mockery to affliction. We might as well invite a male recreation seeker to sit still all the evening and cheer his soul with the privilege of brushing a stove pipe hat.

The educational reformer, Basedow, was a keen judge of human nature, and the popularity of his model boarding school had a good deal to do with the fact that he permitted girl students to share in the fun of competitive gymnastics.

The sport became a little boisterous now and then, but it was gloriously exciting, and few, even of the defeated participants, would have exchanged it for any sedentary occupation unconnected with the reserv-

ed seat of a circus tent.—F. L. Oswald in Chicago Record-Herald.

A Cool Proposition.

The old gentleman, in his heart, did not object to the young man as a son-in-law, but he was one of that kind of old gentleman who like to raise objections first and then reach an agreement as though conferring a favor. When the young man called he was ready for him.

"So," he interrupted fiercely, almost before the suitor could commence, "you want me to let you marry my daughter, do you?"

The young man very coolly responded:

"I didn't say so, did I?"

The old gentleman gasped: "But you were going to say so?"

"Who told you I was?" enquired the applicant, seeing his advantage.

"But you want me to let you marry her, don't you?"

"No."

"No!" exclaimed the old gentleman, almost falling off the chair.

"That's what I said."

"Then, what the mischief do you want?"

"I want you to give your consent," replied the youth pleasantly. "I'm going to marry your daughter anyhow—your consent wouldn't make the slightest difference about the marriage."

It took the old gentleman a minute to realize the situation. When he did he put out his hand.

"Shake hands, my boy," said he. "I've been looking for a son-in-law with some pluck about him, and I'm sure you'll do first class!"

Careful watchfulness is necessary; care in small details of expense; care in being just, alike to yourself and the customers.

IF A CUSTOMER
asks for
HAND SAPOLIO
and you can not supply it, will he
not consider you behind the times?

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

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

PROFIT BY EXPERIENCE**Of Those Who Have Already Achieved Success.**

There doesn't seem to be any hard and fast line separating truth from untruth. They are prone to overlap and get mixed up in the most exasperating way.

In this very indefiniteness of the line between truth and falsehood lies the chief snare to the advertiser who would be truthful in what he says.

If the line were more distinctly drawn it would be comparatively easy to keep on the truthful side.

As it is, the merchant who started out with the determination to be truthful in what he said of his goods gradually crowds a little nearer and a little nearer to the danger line until his advertisements are the worst form of exaggeration.

Such an advertisement is all the worse because there is an element of truth in it. A half truth is worse than an untruth because of its very disguise of genuineness.

A pure falsehood is easily detected, nobody is deceived by it, but it is the half truth—the lie with a little truth in it—that works the most harm. It is far easier to sell a half cotton suit for all wool than it is an all cotton suit. The point is apparent.

I say that adherence to the strict truth in advertising was the best yesterday, is the best to-day, and will be the best to-morrow.

You are working a grave error to proceed on any other basis. The straight and narrow way to business

success is slow but sure, and the sooner you find it the better for you as a business man and the better for those who depend upon your service.

There is another way which seems for a time to be leading rapidly to assured success, but do not be deceived, it leads as surely to business destruction as the rivers lead down to the sea.

Business is an honorable and dignified profession, and its interests and growths are promoted best by unqualified truthfulness at every turn.

And right along this very same line:

Did you ever know a clothier, for instance, whom it was a positive pleasure to deal with—one whose every word you could believe, who had sold you clothing for years and had never taken advantage of your ignorance of the clothing business to cheat you?

If you have known such a man I can safely say that he has not only made a place for his clothing on your back as long as you will have need of clothing, but that he has made a place for himself in your respect and esteem.

That man did not give you anything, he did not rob himself to win your trade.

He simply told you the truth about what he had to sell, and by experience you learned that you could believe him.

He advertised his business and he did it well.

Some enthusiastic advertiser will ask whether he should use no artifice

in attracting customers to his store.

It is certainly proper to use any means at your disposal to attract people to your store—any little trick or scheme that will rouse the curiosity of the buying public.

But of what advantage will this be if they do not find there something real?

That is my point exactly. A man's curiosity will bring him in to your store and may make him buy once, but if he does not secure something real—if you do not succeed in satisfying some need, he is not likely to respond the next time.

If you get the reputation for having something interesting in your bargain kettle there will be no trouble about having hungry people around when you take the kettle off.

But people do not gather around an empty kettle very many times even although it is well advertised.

It does not take a very far-sighted business man to see that every time a customer gets "taken in" he is all the harder to catch the next time.

Get the people in by any means at your disposal, but by all means make their coming really worth while to them.

But if you really have in your store what people want, it will prove quite enough to tell what is true about it without exaggeration. There is enough about any well selected stock of goods to interest a community of buyers when the qualities and prices are set forth in a straightforward, business-like way.

Use your judgment about just how

to tell it, but do not lose sight of the thing to be told, and do not, above all things, let the thing told get lost in the manner of telling it.

I see many advertisements where this actually occurs. It is enough to say that you might better give your money to the hand organ man than to spend it on such advertising.

All merchants who started in business with small capital and have succeeded in building up a big business have been liberal advertisers. The merchants who are doing the biggest business to-day are liberal advertisers. These men are unanimous in ascribing a large measure of their success to judicious and continuous advertising. I would advise all who are in the mercantile business and anxious to succeed to profit by the experience of those who have already made their business a success.

Charles Austin Bates.

No Gentleman Claims To Be One.

Any man who says that he is a gentleman is not a gentleman. A gentleman no more tells you that he is a gentleman than a brave man tells you he is brave. Gentility is a quality which the possessor never seeks to establish as his own by word of mouth; he leaves it to inference and the rule has no exception. This brilliant speechlessness arises not through modesty, but ignorance. However clearly gentility reveals itself to others, he who possesses it has no more knowledge on that faultless point than have your hills of the yellow gold they hold within their breasts.



The Best Trading Stamps Are the Cheapest

It is results you are after. It is now conceded that no other advertising proposition appeals as strongly to the people as trading stamps. They want them and patronize the merchant who gives them. Your buyer gets a big salary for buying goods people demand. Why not pay your advertising manager a good round salary and let him introduce a live trading stamp system in your store? **You will do a more satisfactory business with stamps than without.**

The American Saving Stamps

Are the best and strongest in the world. Their redemption power is greater than that of any other stamp in existence.

Millions Are Saving Them

And fitting out their homes free. We want representative merchants to write to us for free particulars. We have an entirely new plan we will submit you if interested. Cut out the attached coupon and mail to us.

We are the originators and sole owners of American Saving Stamps.

The American Saving Stamp Co.

90 Wabash Ave., Chicago, Ill.

Name
 Line
 City
 State
 How many clerks do you employ....
 Mail immediately to
AMERICAN SAVING STAMP CO.
 90 Wabash Ave., Chicago.



NEW YORK MARKET

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, May 14—The market for actual coffee is stronger and, as offerings are comparatively light, the situation generally is in favor of the seller and likely to remain so for at least a week. At the close Rio No. 7 is worth 6½c. In store and afloat there are 2,827,033 bags, against 2,517,493 bags at the same time last year. For West India coffees there is a steady market and a larger business was reported than for a long time, some 15,000 bags of Bogota changing hands. Quotation for good average Bogota is about 10c. Good Cucuta, 9c. East India is moving in a moderate manner at unchanged rates.

For the past few days the volume of business in refined sugar has been very limited. Arbuckles are doing most of the business at 4.60c for prompt shipment, less 1 per cent. for cash. Delayed shipments, all refiners, 4.70c, less 1 per cent. for cash. The trade is heavily stocked.

The enquiry for teas has run very light, although prices are well sustained, especially for low grade Congous. Distributing trade is light and nominal rates for many grades prevail.

There is a very listless market for rice and, with large supplies, the tendency is generally in favor of the buyer. Sales are of the smallest lots and no great activity is looked for until later in the year. Prices are about unchanged, although seemingly tending to a slightly lower basis.

Spices are dull and without any noticeable change in quotations, although these are well sustained in every article. It is the dull period of the year and trade will be listless for some time to come.

The season in molasses is practically at an end. Most of the business is simply in withdrawals on old contracts and very little new trade is going forward. Offerings of low grade are limited and full values are obtained.

There has been little doing in canned goods this week, many brokers being in Chicago. Matters are getting into shape for the fall trade and the outlook generally is favorable. Salmon has been in pretty good call and several jobbers report greater sales this year than last. Still there is room for improvement. On the spot red Alaska is quotable at \$1.35@1.43½ and pink at 70@75c, with little to be found at the inside price. A little more interest is shown in tomatoes. Spot standard Maryland goods, about 65c; New Jersey, 85c. Corn is hard to find in any quantity and Maine is worth easily \$1.50.

The supply of the better grades of butter is limited and, with a good demand, the situation is in favor of the seller. At the close fancy Western creamery is worth 20@20½c, although we hear of nothing above the

outside figure. Grades just below best are firmer and seconds to firsts are quoted at 18@19½c; imitation creamery, 14½@16c; factory, 12½@14c; renovated, 14@17c.

Holders of old cheese are anxious to dispose of stocks and are willing to make some concession if necessary to effect sales. Fancy stock, 10¾@11c. New goods show steady improvement in quality, but the range of values is pretty low, not over 7½c being paid for the finest full cream.

There is an excessive supply of medium and under grade eggs and the market shows some decline. Selected Western, 18½c; firsts, 18c; seconds, 16½@17c.

Pure Water in Business.

Volumes have been written about the positive value of pure water. Every medical man will tell you that it is absolutely essential to good health. Scores of dangers and deadly diseases are traced to impure, contaminated water and municipalities do well to spend millions of money annually to improve the supply and make it wholesome. Much that goes by the name of pure water is what in common parlance is called hard, and this has its manifest disadvantages. People nowadays are spending more and more every year for distilled or bottled waters brought from some spring which the chemists say is pure. There is another phase to the good water question which manufacturers and others who run engines and boilers appreciate, but which the general public sometimes loses sight of, and with which every one is not entirely familiar, and this phase of it runs up into dollars very rapidly. It is commonly understood and appreciated that hard water affects the tubes of boilers, coating them with a calcareous substance, and those thus handicapped require more coal to make the same amount of steam and about so much time must be lost every year to clean them up and get them ready for further use.

The transcontinental railroads west of the Mississippi have always experienced considerable difficulty with the water supply available for use on their engines. The Santa Fe has recently conducted some experiments which have worked out very satisfactorily. Water in the territory where that road runs has more or less alkali and usually more, and it has proved a great drawback to economical operation. Accordingly the Santa Fe built water purifying plants, some of which cost as high as \$10,000, and used in their boilers only such water as had gone through this process. It has speedily found that engines would run further continuously with this sort of water in their boilers, and that despite the cost of construction and maintaining the purifying plants it is good economy to have them. On a single division it was found possible to do the same amount of work with 9 per cent. less locomotives, the ton mileage was increased 11 per cent. and the number of tons of coal used per 1,000 miles was lessened by 5 per cent. Locomotive and stationary engineers have learned that one-sixteenth of an inch

scale in a boiler occasions a loss of 20 per cent. in fuel, and that a quarter of an inch of scale means a loss of 50 per cent. in the efficacy of the fuel. The success of the Santa Fe's experiment is such that it will be adopted by all the Western roads, and the money spent in purifying water for use in the boilers will be saved many times over in the lessened expense of operating the locomotives.

Brown Scarfs Popular Now.

A rather remarkable feature in this season's scarfs is the fact that brown has jumped into popularity in a month. This color has never been considered a man's color, and it has never been really successful; but at present the demand is greater than the supply and the retail dealers are doing well with it.

When you write Tradesman advertisers, be sure to mention that you saw the advertisement in the Tradesman.

Saves Oil, Time, Labor, Money

By using a

Bowser Self Measuring Oil Outfit

Full particulars free. Ask for Catalogue "M"

S. F. Bowser & Co. Ft. Wayne, Ind.

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

THE EUREKA POTATO PLANTER



The only successful because only self-locking tube potato planter made.

Other manufacturers admit the necessity of the lock by using a spring.

No one would hesitate for an instant to admit that our lock is infinitely preferable.

We also manufacture the following:
The Pingree Potato Planter, a stick, or "bell" planter with self-locking jaws and an adjustable depth gauge.

The Dewey Potato Planter, a stick or "bell" planter with non-locking jaws and an adjustable depth gauge.

The Swan Potato Planter, a stick or "bell" planter with non-locking jaws and a stationary depth gauge.

The Segment Corn and Bean Planter, by far the lightest planter made. No cast parts, sheet steel being used instead.

GREENVILLE PLANTER CO.,
GREENVILLE, MICH.

Bottomless Dry Measures



are not brought out to wrong the consumer, but to take the place of measures that do beat the retailer.

You say, "how is that?"

A lawful peck measure holds just so many cubic inches. A man might put measures on sale that are only one inch deep; this would make them two or three feet in diameter—yes, larger than a barrel cover. With this beautiful foundation a clerk can put two pecks of apples into and onto his peck measure. See?

No objection to heaping the Hocking Bottomless measures, but no one can pile enough extra on top of them to hurt his employer's profits, let him try ever so hard.

If your jobber or paper house does not handle these measures ask us. \$2.25 per set—1 qt., 2 qt., 4 qt., 8 qt.

W. C. Hocking & Co.,
11-13 Dearborn St., Chicago



No. 2 Folding Box
10c Lemon 15c Vanilla



The Jennings Flavoring Extracts have been on the market for more than thirty years and need no introduction to the consumer.

Order direct or from your jobber

Jennings
Flavoring
Extract
Co.

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

Established
1872

LIFE INSURANCE.

Why It Should Be Taken in Moderation.

I think life insurance is the greatest thing ever invented.

It is even a greater thing than fire insurance, although any insurance agent will tell you it is harder to sell.

For a man who is burned out, if he has his hands and his head, can usually keep himself and his family afloat.

But the man who dies without life insurance leaves his family to float themselves, and very often it is positive cruelty.

A young friend of mine, who engaged in the grocery and bakery business for himself about ten years ago, died last week without a single cent of insurance.

He lived in Cincinnati, Ohio, and when he died he was only thirty-five years old. He left a wife and two children, and a fair grocery business, which his wife is about as capable of carrying on as my hat.

Life insurance is a sort of fad with me. I have \$10,000 on my wife's life and I cheer up every time she gets the stomach ache. It is a subject I like to talk about, and this young fellow and I have often had talks on the subject. I talk about it with a good many people. I told him as long as five years ago, that he ought to be carrying \$10,000 on his life. At his age that would have cost him about \$250 a year, which he could have easily managed.

He saw the need of it. He "was going to do it as soon as he got around to it." He was young and he felt strong and hearty. Die? Why, he wouldn't think of dying for fifty years yet.

And so he put it off, as men postpone the making of their wills. Every once in a while I would raise the subject and he never attempted to combat me. He was always going to attend to it.

The last time I talked about it, and the last time I saw him, was close to a year ago. He told me then that the reason he had dilly-dallied so long was that he had always been afraid that the medical examination that was necessary would disclose some tough disease and he would kill himself brooding over it.

Well, to make a long story short, this young grocer let it go and let it go. He had several attacks of grippe during the winter and a few weeks ago got pneumonia. He went down like a straw man, without having had a minute's show from the start.

When his affairs came to be settled up it was found that he hadn't a cent of life insurance, and did not even belong to a beneficial lodge. Not a solitary cent from any source was coming to his wife.

To be sure he left his business, which was fairly profitable. But his wife had no more business about her than Seymour Eaton. She is a good little thing—a born mother—but she could not any more run that store than I could loop-the-loop in a wheelbarrow. It is not in her and there would not be any use trying.

She can do one of two things: She

can put a man in there to run the business, or she can sell it.

If she puts a man in she will be at his mercy, for she knows nothing of business. If she sells the business, what will it bring? You can not get anything for good-will nowadays, and all she could get would be the inventory value of the stock. That probably would not be over \$1,500—to support herself and her children the rest of their lives.

That fellow would have given his good right arm to keep his family from such a fate—if he had thought.

I honestly think some fellows go without life insurance because they think when they die their wives will miss them more if they have to grub for their living. So they will, but I'll be darned if I want to be missed that way.

John Wanamaker and I both carry very heavy life insurances. The difference between his insurance and mine is that I do not have to pay my premiums—my creditors pay them.

I know a grocer who puts all the discounts he makes into life insurance. His fire insurance is carried as one of the general expenses of the business, like rent.

This man pays his premiums without feeling it, and it is a dinged good scheme. He has a separate bank account, where a sum of money representing his discounts is deposited every month. He knows about what it is going to amount to, and he takes enough insurance to use it just about up. He does a pretty good business and his discounts pay the premiums on about \$15,000 of life insurance.

Sometimes this fellow has found it necessary to borrow money to do his discounting. Where that was the case he has paid the interest out of the discount fund first, and then the insurance premiums.

Do you know any better scheme than that?

I do not believe in a man letting his insurance become a burden. He owes something to himself as well as to his family. I have known such cases. A man would bite off too much, and it would be a frantic scramble to get the premium money.

There is one man I remember who did this—I have heard his wife kick many a time.

"I wish Jim had no insurance at all!" she said to me once in his presence. "I never can get anything new or go anywhere, for that plagued insurance. It is always coming due. He says it is for me, but I do not want to be scrimped for thirty or forty years in order to have a little money after he is dead. I had rather have the comfort now."

She was right. A man ought to divide his income up. I do not believe he ought to put it all this side of the grave and I do not believe he ought to put it all the other side.

I know a prosperous general storekeeper in Ohio who debated a deuce of a while over the question whether to send his boy to military school or take out another \$5,000 life insurance. He ended by taking the insurance. The boy kept on at public school.

My humble opinion is that this man was wrong. It is like saving flowers and compliments until the

subject is dead; then when he is unable to appreciate either, giving him both.

No, sir, life insurance ought to be taken in moderation, but it ought to be taken. Particularly ought it to be taken by every business man, for making a business yield you money while you are alive to push it, and making it yield your wife money after you are dead, are two mighty different things.

A great lot of poverty-stricken widows know that all right.—Stroller in Grocery World.

A Visible Object.

A testy old gentleman forced to lay over an hour in Dull Town was cursing his fate, when a mild-mannered citizen strolled into the station and essayed conversation. Taking the many labels on the visitor's bag as a leader, he said:

"You've traveled about quite a bit?"

"Yes."

"Ever seen a' Injun?"

"Many a one."

"Ever seen a Chinese?"

"Thousands of them."

"Ever seen a Jap?"

"Yes."

"Ever seen a—"

The testy old gentleman could stand it no longer, and, rising to his full height, shouted in stentorian tones, "Did you ever see a fool?"

The mild-mannered citizen let his mild blue eye rest on the irate traveler a moment, then in a sweet, low voice replied:

"Yes, I hev."

We Are Distributing Agents for Northwestern 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

LIGHT 15c A MONTH

One quart gasoline burns 18 hours in our

BRILLIANT Gas Lamps

giving 100 candle power gas light. If you have not used or seen them write for our M. T. Catalogue. It tells all about them and our other lamps and systems. Over 125,000 Brillants sold during the last 6 years. Every lamp guaranteed.

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WHOLESALE MANUFACTURER

BEADLE'S CUSTOM-MADE HARNESS



NONE BETTER MADE!

HARNESS

TRAVERSE CITY, MICHIGAN

FULL LINE OF HORSE BLANKETS AT LOWEST PRICES



White Seal Lead

and

Warren Mixed Paints

Full Line at Factory Prices

The manufacturers have placed us in a position to handle the goods to the advantage of all Michigan customers. Prompt shipments and a saving of time and expense. Quality guaranteed.

Agency Columbus Varnish Co.

Miles Hardware Co.

113-115 Monroe Street, Grand Rapids, Mich.

MEN OF MARK.

D. M. Ferry, Founder of D. M. Ferry & Co.

D. M. Ferry, the famous seeds merchant, has devoted many years of unceasing effort to the accumulation of money. Now that he has the money, what is there left for him to do? Like many other exceedingly rich men, he does not realize that he can scarcely find a new occupation, especially at the age of 69. He tries to break with business—but the effort is difficult, if not impossible. He goes to Palm Beach down in Florida, sits on a hotel veranda and talks with men from Massachusetts and all over; dabbles in history and wonders at the Puritan fathers. He takes an interest in these things and wonders now that he did not discover the beauties of study years ago.

If Ferry is not a millionaire, there is small use splitting logic. He certainly has more money than he can ever spend if he lives a thousand years. And his expenses are not light by any means. He has a fine collection of pictures, lives in a pretentious brick house, is lavish with his charities, sends his family on expensive pleasure trips, and so on, without end.

The impression is that Mr. Ferry spends about \$9 a week on himself. By this is meant that he has none of the costly habits of the modern millionaire. He does not care a fig for a fast horse, never owned a swift sea-going yacht and has no desire to buy a private car.

"D. M.," as he is familiarly called in trade circles, is a New York State man who ran away from home in order to get a start in life. Lowville was his earliest recollection. In early life he planted corn, hoed potatoes and dug trenches. There was always in him the desire for riches. It was part of himself; there is no denying that. Ferry worked hard, no doubt, but the labor was merely incidental to the desire. Nature made him what he was; opportunity and experience did the rest.

Mr. Ferry is a "square-toed" business man, whose word is as good as his bond. He is usually a long time making up his mind to do something, but once his mind is made up nothing can change his decision. This, in business, is said to be sometimes a virtue, sometimes a vice. He has it, with all its good and with all its bad. It would seem, then, that he ought to be happy, if success can bring happiness.

He has even become proud of Lowville, N. Y., from which he skedaddled in early life. He owns the old farm there now and spends part of each summer there. Romantically inclined, a daughter returned to the old home to be wedded. That pleased "D. M." mightily.

His earlier life was one of drudgery. For four years, when he first went to Detroit, he was a clerk for S. Dow Elwood, a book dealer. Wages were small in those days, but Ferry made it a rule to "save half." He was not wearing broadcloth then, as he does to-day.

The big seed house of Ferry & Co. was organized in 1867. It is related that the firm was formed as the result of too active business competi-

tion. Mr. Bowen, of Rochester, was also decidedly in the seed business. Ferry was traveling about trying to undersell Bowen; and vice versa on Bowen's part. The outcome was that the young men decided to work together. They were highly successful and Ferry and Bowen ultimately became immensely wealthy.

Mr. Ferry's investments have been vastly increased by opportunity and good judgment. He is a heavy stockholder in the Standard Life and Accident Association, First National Bank, of Detroit; Michigan Fire and Marine Insurance Company, and in railroad and mining properties in Mexico and Arizona.

The funniest thing that D. M. Ferry was ever heard to say was, in accounting for a certain investment in Arizona, that he was "taking a little flyer." It was so utterly at variance

counts as chairman of the Republican State Central Committee since 1896.

Mr. Ferry is suave, almost apologetic, in manner. He shakes you cordially by the hand and talks in a low voice. He listens—be the stories long or short. He can not suppress a bore or a dun with the thundering words "get out!" He is too kindhearted, too apologetic, too cordial. Life to him is a serious matter and he regards all men seriously. It is doubtful if he ever told a funny story in his life. The wonder is that such a man ever made a dollar. He is completely at variance with the stereotyped "self-made" man. Certainly, he does not exhibit on first acquaintance those hidden forces of character, shrewdness and deep business sagacity which unquestionably are his special gifts from heaven. How, then, did he pile up so much money—

an example to those young men who seek wealth. He has been liberal to Albion College. He dislikes display, wears plain dark clothes, and occasionally rides in a coupe, because he is "bothered with his leg." But otherwise he would prefer to walk. He has recently become a convert to the automobile craze. He has a fine art gallery, but does not pose as a critic—is not foolish enough to make that assumption, like several other rich men in Detroit. While not a reader of books, his check book has many stub-ends that tell of political ambitions, thus far, happily, thwarted. He has never posed as a social philosopher, has never advocated, in or out of politics, any general system for the amelioration of mankind. He has no political cure-all, but for all that, he does have the good will of the masses.

Once, he christened a certain beautiful sweet pea the "Blanche Ferry," but he has no interest in propagating blue roses, although he has been in seeds for a life-time practically. You must imagine an eminently proper gentleman, dressed in black, who "tends" to directors' meetings promptly every noon hour, and is in bed at 10 or 11 o'clock every night.

He is solidly built, erect, and looks very seriously at life, through large spectacles. He moves so quietly that the real measure of his strength is seldom visible. His eccentricities and amiable foibles are unknown even to his closest friends.

He is a self-centered, tranquil gentleman; and how he holds success in this turbulent, rough-shod age may reasonably be set down as one of those anomalies which prove the occasional charming exception to the popularly accepted rule that wealth is gained only through what is termed "the strenuous life."

He Carried Samples.

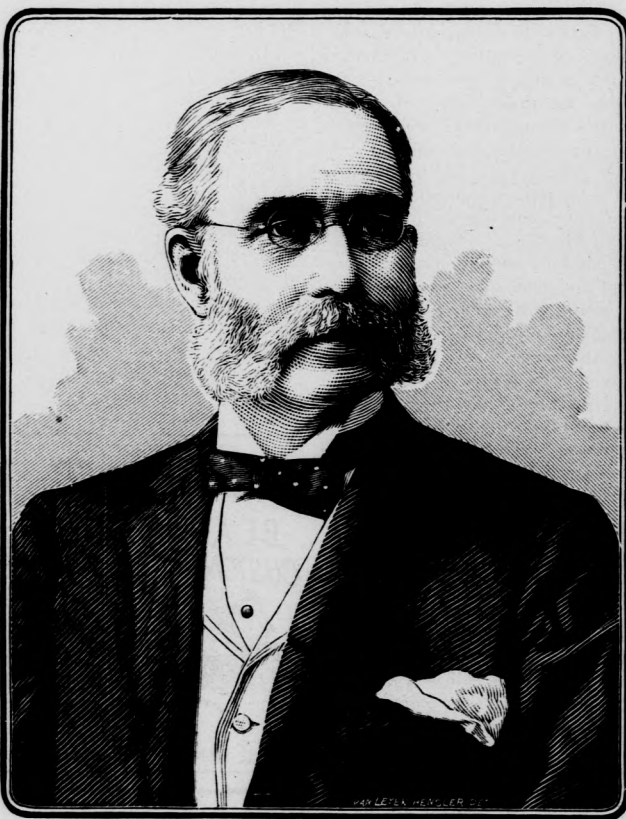
One of the circuit riders who was well known in Northern Michigan twenty years ago was extremely fond of pepper sauce and, as he could seldom find any strong enough at places where he stopped, he always carried a bottle with him. He happened to be at a hotel one night, although he usually stopped at the home of a friend. A traveling man sat across the table from him, and, seeing the sauce, asked if the minister would share it with him. The request was granted and the stranger poured out a liberal allowance of the sauce into his soup. At the first swallow, he made a wry face and blurted out: "Minister, do you preach hell?" "Yes, brother," was the reply. "Why do you ask?" "Because you are the first preacher I ever saw who carried samples," was the answer.

Quick Postal Service.

Letters dropped into a box in Paris are delivered in Berlin within an hour and a half and sometimes within thirty-five minutes. They are whisked through tubes by pneumatic power. The distance between these cities is about 550 miles.

Watch That Runs Fifteen Years.

A Swiss watchmaker has invented an electric watch which will go for fifteen years without being rewound.



D. M. Ferry

with his coldly practical ways, his conservatism, that nobody was surprised to find, later on, that the property in question had gold-bearing 5 per cent. bonds, of which Ferry was a heavy owner.

Those bonds were his little "flyer."

But to Mr. Ferry all this was "speculative," because he has not eyes to pry into the earth to see how long the mine will last. Like many other rich men he has a secret longing to serve the public in politics. But he will not buy the "boys" a glass of beer, even. He does not see why anyone should take a drink, is something of a teetotaler himself, and has no sympathy with "chaps" who look at the glass when it is red. Hence his progress in politics has always been somewhat dubious. He has, however, "chipped in" often enough to cover deficits in his party's ac-

tion. Mr. Bowen, of Rochester, was also decidedly in the seed business.

Suppose we go straight to the point and admit, once for all, that God gave him brains of that special class which mean business success. He certainly is a great organizer and so in the early days he skimmed and pinched and finally accumulated a few thousands for a tiny business investment. The acorn has to become the oak. There you have the whole story.

An important fact is that, once becoming wealthy, he has lived as though he were always rich. Happily he did not starve himself too long. He is not in the rut, as are so many "self-made" (and badly made) men, who see no pleasure in anything that has not a dollar at the bottom.

Mr. Ferry is a home-staying gentleman of the class usually denominated "a pillar of the church." He is

Value of Personality in Business.

Modern methods and the growth of commercial and industrial plants, while creating high efficiency in certain directions, have had the ill effect of eliminating what was formerly one of the most important factors of success, namely, the personal element.

In the business of moderate size every employe is brought into direct contact with the head of the concern. The road salesman, for instance, can keep in touch with the proprietor and discuss with his employer—generally a man who has "been through the mill himself"—his difficulties and the best way of surmounting them. From such a source he can draw both counsel and inspiration.

In the case of a "trust" such a procedure is not possible. The salesman is but a private in a large army and must yield obedience to his superiors. In many cases the officers of the corporation are men of little experience in the business, but have been selected for other qualifications. The employe must obey orders or lose his position; hence he follows instructions although convinced that they are dictated by ignorance and detrimental to the success of the concern. Then, too, the stimulus and encouragement that come from conference with an employer who has succeeded by his own ability and which are so essential to the success of an employe are entirely absent.

The same conditions are apparent in the great department store of today. The important employes, such as buyers, who but a few years ago were in close relationship with the proprietor or firm members, now seldom see "the boss." They transact their business with the merchandise manager. No longer can they go, as of yore, to their employer with the tale of an advantageous purchase, or a rapid and successful sale. The merchandise manager may give the buyer all due credit, but that is not the same thing. Enthusiasm is dampened when contact with the employer disappears.

Doubtless the methods of the present day are more scientific, yet the warmth of personality is but ill replaced by cold figures, and the "record that must be beat" is a poor stimulus compared with wise suggestion and kindly encouragement. This condition is recognized by careful observers as a danger spot in our great commercial and industrial institutions. Wise is the head of such an institution who recognizes this fact and who continues to keep in close touch with at least his leading employes.—Dry Goods Economist.

Weak Voices in High Altitudes.

Generally speaking, races living at high altitudes have weaker and more highly pitched voices than those living in regions where the supply of oxygen is more plentiful. Thus in America, among the Indians living on the plateau between the ranges of the Andes, at an elevation of from 10,000 to 14,000 feet, the men have voices like women and women like children, and their singing is a shrill monotone.

Grit is a good thing for the grocer to have as long as it is not in his sugar.

Hardware Price Current

AMMUNITION			
Caps			
G. D., full count, per m.	40		
Hicks' Waterproof, per m.	50		
Musket, per m.	75		
Ely's Waterproof, per m.	60		
Cartridges			
No. 22 short, per m.	2 50		
No. 22 long, per m.	3 00		
No. 32 short, per m.	5 00		
No. 32 long, per m.	5 75		
Primers			
No. 2 U. M. C., boxes 250, per m.	1 60		
No. 2 Winchester, boxes 250, per m.	1 60		
Gun Wads			
Black edge, Nos. 11 & 12 U. M. C.	60		
Black edge, Nos. 9 & 10, per m.	70		
Black edge, No. 7, per m.	80		
Loaded Shells			
New Rival—For Shotguns			
Drs. of oz. of Powder	Shot	Gauge	Per
120	4 1/4	10	100
129	4 1/4	9	10
128	4 1/4	8	10
126	4 1/4	6	10
135	4 1/4	5	10
154	4 1/4	4	10
200	3 1/2	10	12
208	3 1/2	8	12
236	3 1/2	6	12
265	3 1/2	5	12
264	3 1/2	4	12
Discount 40 per cent.			
Paper Shells—Not Loaded			
No. 10, pasteboard boxes 100, per 100.	72		
No. 12, pasteboard boxes 100, per 100.	64		
Gunpowder			
Kegs, 25 lbs., per keg.	4 90		
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.	2 90		
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.	1 60		
Shot			
In sacks containing 35 lbs.			
Drop, all sizes smaller than B.	1 75		
Augurs and Bits			
Snell's	60		
Jennings' genuine	25		
Jennings' imitation	50		
Axes			
First Quality, S. B. Bronze	6 50		
First Quality, D. B. Bronze	9 00		
First Quality, S. B. S. Steel	7 00		
First Quality, D. B. Steel	10 50		
Barrows			
Railroad	14 00		
Garden	33 00		
Bolts			
Stove	70		
Carriage, new list	70		
Flow	50		
Buckets			
Well, plain	4 50		
Butts, Cast			
Cast Loose Pin, figured	70		
Wrought Narrow	60		
Chain			
Common	7 c.	5-16 in.	1/2 in.
BB.	8 1/2 c.	7/16 in.	3/4 in.
BBB.	8 3/4 c.	7/16 in.	3/4 in.
BBB.	8 3/4 c.	7/16 in.	3/4 in.
Crowbars			
Cast Steel, per lb.	5		
Chisels			
Socket Firmer	65		
Socket Framing	65		
Socket Corner	65		
Socket Slicks	65		
Elbows			
Com. 4 piece, 6 in., per doz.	net 75		
Corrugated, per doz.	1 25		
Adjustable	dis. 40&10		
Expansive Bits			
Clark's small, 1 1/8; large, 3/4	40		
Ives' 1, 1 1/8; 2, 3/4; 3, 3/8	25		
Files—New List			
New American	70&10		
Nicholson's	70		
Heller's Horse Rasps	70		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27.	28		
List 12 13 14 15 16 17			
Discount, 70.			
Gauges			
Stanley Rule and Level Co.'s	60&10		
Glass			
Single Strength, by box	dis. 90		
Double Strength, by box	dis. 90		
By the Light	dis. 90		
Hammers			
Maydole & Co.'s, new list	dis. 33 1/2		
Yerkes & Plumb's	dis. 40&10		
Mason's Solid Cast Steel	30c list 70		
Hinges			
Gate, Clark's 1, 2, 3.	dis. 60&10		
Hollow Ware			
Pots	50&10		
Kettles	50&10		
Spiders	50&10		
Horse Nails			
Au Sable	dis. 40&10		
House Furnishing Goods			
Stamped Tinware, new list	70		
Japanned Tinware	20&10		

Iron	
Bar Iron	2 25 c rates
Light Band	3 c rates
Nobs—New List	
Door, mineral, jap. trimmings	75
Door, porcelain, jap. trimmings	85
Levels	
Stanley Rule and Level Co.'s	dis
Metals—Zinc	
600 pound casks	7 1/2
Per pound	8
Miscellaneous	
Bird Cages	40
Pumps, Cistern	75
Screws, New List	85
Casters, Bed and Plate	50&10&10
Dampers, American	50
Molasses Gates	
Stebbin's Pattern	60&10
Enterprise, self-measuring	30
Pans	
Fry, Acme	60&10&10
Common, polished	70&10
Patent Planished Iron	
"A" Wood's pat. plan'd, No. 24-27..	10 39
"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	2 75
Steel nails, base	2 30
Wire nails, base	Base
20 to 60 advance	5
10 to 16 advance	5
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	25
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 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
No. 28	4 40
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
Soldier	
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	30-10
Screw Eyes	30-10
Hooks	30-10
Gate Hooks and Eyes	30-10
Wrenches	
Baxter's Adjustable, Nickeled	30
Coe's Genuine	40
Coe's Patent Agricultural, Wrought.	70&10

Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	48
1 to 6 gal. per doz.	6
8 gal. each	62
10 gal. each	66
12 gal. each	78
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 60
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70
Churns	
2 to 6 gal. per gal.	6 1/2
Churn Dashers, per doz.	84
Milkpans	
1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6
Stewpans	
1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 10
Jugs	
1/2 gal. per doz.	60
3/4 gal. per doz.	45
1 to 5 gal., per gal.	7 1/2
Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun	35
No. 1 Sun	36
No. 2 Sun	48
No. 3 Sun	50
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	Per Gross. 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 75
No. 2 Crimp	2 75
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 25
No. 2 Crimp, per doz.	1 60
Rochester	
No. 1 Lime (65c doz.)	3 50
No. 2 Lime (75c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
Electric	
No. 2 Lime (70c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
OIL CANS	
1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 44
2 gal. galv. iron with spout, per doz.	2 28
3 gal. galv. iron with spout, per doz.	3 15
5 gal. galv. iron with spout, per doz.	4 20
3 gal. galv. iron with faucet, per doz.	3 75
5 gal. galv. iron with faucet, per doz.	4 75
5 gal. Tiltting cans	7 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 65
No. 1 B Tubular	7 25
No. 15 Tubular, dash	6 50
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	13 50
No. 3 Street lamp, each	3 60
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx. 10c.	50
No. 0 Tub., cases 2 doz. each, bx. 15c.	50
No. 0 Tub., bbls. 5 doz. each, per bbl.	2 25
No. 0 Tub., Bull's eye, cases 1 dz. e'ch	1 25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0, 3/4 in. wide, per gross or roll.	24
No. 1, 1/2 in. wide, per gross or roll.	33
No. 2, 1 in. wide, per gross or roll.	46
No. 3, 1 1/4 in. wide, per gross or roll.	76
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50

DRY GOODS

Weekly Market Review of the Principal Staples.

Dress Goods—In the dress goods end of the market matters are gradually showing signs of development, even although they are small, but, small as they are, they are certainly none the less welcome. In other words, the between seasons period is at an end and the duplicate season has begun. We can only hope that its development will be full and complete. No one is willing to make any prediction, however, in regard to the possible future developments of the market for the amount and nature of the business makes it impossible to form any clear idea of what will be wanted even next week or the week after. The opinions on the style and character of the fabrics wanted for the future vary greatly, both with the agents and the buyers, as evidenced by the nature of duplicate orders received so far. From our own observations, however, tastes seem to run to the extremes, plain staples and full fancy effects. Among the fabrics that have so far been favored with duplicate orders for fall are 18 and 20-ounce fancy tweeds, also etamines and voiles, zibelines, broadcloths and mohair effects, veilings and "twine" cloths. There is still a marked tendency in the buying of plain cloths to select lighter weights than usual, and it is particularly noticeable in broadcloths, and in these the importers are ahead of domestic mills, for the foreign mills saw this demand first and immediately prepared for it. The domestic mills did not realize the importance of this until late, too late to take advantage of much of this season's business. In fancy dress goods, however, the tendency seems to be slightly in the opposite direction, that is, somewhat heavier weights are looked for than was the case a year ago, and whatever the cause of the plain fabric demand being for lighter weight goods the tendency to heavier fancies is attributed to the severe weather of the past winter and a sense of the necessity of providing against the contingency on a future occasion. Another feature that is forcing itself upon the trade is the request for better grades of dress goods. This is noticeable both in domestic lines and imported fabrics; some agents for both stating that the bulk of duplicate orders so far have been for the best grades only.

One of the most gratifying features of the season is the early date at which the duplicating has begun. It is considerably earlier than usual and the dress goods agents feel greatest confidence in the future on this account.

Knit Goods—The knit goods market is in a less encouraging condition to-day than almost any other in the textile field. The demand which usually accrues about this time is almost entirely lacking and agents are nat-

urally much disappointed at this. The real cause is the cool weather for spring that lasted until the first of this month, and although the weather has been warm since the first, it has not been warm enough, for the most part, to induce everybody (the consumers) to buy their light weight underwear, and as the retail merchants buy to a larger extent direct from the mills than is the case in most of the other markets, this is felt to a greater extent by the knit goods manufacturers and their agents. But in any case it is not usual to expect very heavy trading during the first half of May, and under the present conditions that it has not materialized at all is not in any way surprising. It was hoped that the jobbers would by this time have begun to place duplicate orders for fall, but even they have been backward. There was a fairly strong distribution of initial business and there is some little additional enquiry. One of the chief features that is making trouble in the market is the same old matter that calls for comment season after season and that is cutting prices. Where a buyer enters the market to-day looking for goods and is quoted the regular price, he invariably turns it down with the remark that he can get better prices elsewhere. Some of these remarks we have traced to a finish and found that many of them are without the slightest foundation. Others we find have some basis of truth, but not to the extent that they are usually represented. One statement made to one of our representatives by a prominent buyer was that he could buy standard fleeces at \$3.62½, yet he admitted that it was under certain cases and special conditions that this was possible; he also stated that he could buy seconds at \$3.15, which would be on a par with firsts selling at \$3.65. It is not possible, however, as a rule, to get standard fleeces at less than \$3.85 and where such a case does occur there is something more in the wind, generally, than mere price-cutting.

Carpets—Distributors say that the favorable weather of the past ten days has had a good influence on the cutting-up end of the carpet business. Some firms have, during the past two weeks, done a larger cutting-up business than for the same period last year. On the whole the season's business, so far, has not averaged as large as last year's. The general opinion is that the two-season year is nearing its end and at no distant day the samples will be shown only once a year. There is some difference of opinion as to whether the samples should be shown in the spring or fall. Some think that the spring is the proper time, while others claim that the housewife is engrossed in house cleaning in the spring and as soon as that is over, if she does not immediately begin preparations for the summer vacation, she has no desire to purchase carpets and house furnishings, preferring to leave that to be done in the fall. It is admitted by the advocates of the fall season that every one does not spend the entire summer at the seashore or in the coun-

We have bought



A lot of those nobby, new style Rain Coats for men's and ladies' wear. The men's coat we selected is a medium priced garment—only \$6.00 each; but it is exceptional value for the money. Sizes are 34, 36, 38, 40, 42 and 44.

In ladies' coats we give you a choice of two grades; one at \$2.50 and the other at \$12.00 each. Sizes are 34, 36, 38, 40. All of these are packed one garment in a box. Our salesmen are showing the samples.

**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 Percalines; best of patterns in grays, blacks, indigos, light blues and reds, sizes 32 to 44, at \$9.

Also a line of fancy Print Wrappers in light colors, Simpson's and other standard goods, lace trimmed, at \$10.50.

Our usual good line of Percale Wrappers in assorted colors, \$12.

We solicit your patronage.

Lowell Manufacturing Co.

87, 89 and 91 Campau St.

Grand Rapids, Michigan

S O C K S



We have a line of Fancy Socks that will prove a winner to retail at 10c per pair.

Also better ones to retail at 15c, 25c and 50c per pair.

Ask our agents to show you their line.

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

try nor does every one take a vacation, but the majority of those who do not are more interested in keeping comfortable than in exerting themselves purchasing carpets and putting up with the discomforts of refurbishing. In general the carpet business has not equaled in volume that of last year. This is attributed in a large measure to the unfavorable season and also to the high prices of wools. Close observers claim that for the last few years the demand for medium grade tapestries has increased at the expense of the lower grades, and that while the desire for medium class goods is still increasing, any advance in price has a tendency to check the consumption, as those who want but can not afford to buy high grade goods at an advance prefer to use the old sooner than purchase the cheaper grades.

Their Search After Happiness Proved But a Dream.

Written for the Tradesman.

Out on the wide shady veranda two children played together the live-long summer day. A little girl of six is usually poor company for a big boy of twelve, but, when one has never had any one at all to play with, a six-year-old is by no means to be despised.

They played a great many games out there in the checks of light and shade made by the branching wisteria. Some of them were silly ones indeed, which Eric would never have dreamed of playing by himself—out loud at least; but, with Allie for audience, it was different, she was not critically inclined.

She was a sunshiny little person with a chubby figure and calm blue eyes. It made no difference to her whether Eric wanted to pretend he was George Washington or a steamboat, if he only condescended to play with her at all.

On this particular afternoon they were blowing bubbles, and incidentally searching for happiness. Eric had read all about it in a book, and, besides, there was a picture in the library at home in which a beautiful, fairy-like creature bearing a shining crystal globe floated along just beyond the reach of a weary, ragged man with an eager yet hopeless face and outstretched arms.

Allie's part in this game, as in the others, was rather a passive one; but she enjoyed it hugely. She blew hundreds of bright, sparkling little bubbles and listened to Eric as he talked, half to her and half to himself, and coaxed a beautiful, shimmering globe into perfect existence.

"I'm making our happiness now," he said. "In the picture some one else had made it first, and it was going away; but we've made ours ourselves, and we'll keep it always, and when I'm a man I won't go trudging after it, so tired, like the picture-man—I'll have my happiness right here. Look, Allie, there are pictures in it—you and I, and the trees, and the vines, and everything. Isn't it pretty!"

A gentle breeze stole through the wisteria and softly, softly the great bubble drifted from side to side. The children held their breath as it

slowly detached itself from the pipe and was wafted out of the veranda and up toward the clear blue overhead.

"Why, Eric," said Allie, softly, "you were going to keep it always!"

The boy's sensitive face quivered and he turned to enter the house. "I couldn't keep it, Allie, it wouldn't stay!" he said, sadly.

But Allie's sympathetic little heart wouldn't let things go that way. Suddenly he felt a little hand thrust into his own and a little head rubbing affectionately against his elbow. "Never mind, Eric dear, we'll have it to play with in heaven, anyway!"

* * *

The summer was soon over, and many others came and went. But Eric, when he grew up and went out into the world, never came back to the old house again.

Somehow the world didn't treat him as well as it had before he and it became so intimately acquainted. He had to work very hard, as most of us do; and then he had to see his labors end in failure, as some of us have to. He lost courage—grew weary and hopeless—and at last he fell very ill, and people said that he would die.

Allie couldn't help him then, for she was dead—a long, long time ago, when the world still smiled on him now and then and he had hoped to be successful for her sake.

And now he was so tired, and sick, and alone, and as he looked back on his life it seemed very empty and strangely useless.

At last he fell asleep, and dreamed a beautiful dream.

It was to him as if he stood in a fair garden, with a fountain in its midst and broad lawns and noble forests stretching away on every side. And as he stood, perplexed and travel-worn, there came to meet him a maiden clad in trailing white, and in her two hands she held a great globe of throbbing, glowing light. And he looked into her eyes and knew that the girl was Allie. And she laid the shining thing in his arms and said, "Take it. It is all our happiness. We lost it, long ago, but we have it to play with in heaven now, you know."

And he took the shining globe in his hands. And it broke. And as the imprisoned radiance poured forth about them he began to understand.

Eric never awoke from his beautiful dream.

Helen Choate Streeter.

Keeping Germs Out of Land by Vaccination.

Have you had your farm vaccinated? If not, you should proceed to have it done at once.

Science has done a great deal for the farmers. It has killed the bugs and worms that prey on his crops; it has treated his animals when sick and saved their lives; it has experimented with seeds and raised the quality and quantity of their yield; it has done a great many things to help him achieve success. The latest service of special interest which we have heard is noted in the National Geographic Magazine, where it is shown that the process of inoculating

sterile ground and making it bring forth the fruit in abundance is an easy task. Inoculation to prevent smallpox, diphtheria, rabies, etc., we know about, but it is not quite as mysterious as the inoculation of old worn out soils to make them fertile.

Certain germs make for fertility of the soil. They are collected or generated by the department of agriculture, according to this veracious authority, and sent by mail in a small package about like a yeast cake. The cake is said to contain millions of dried germs. It is thrown into a barrel of pure water and turns it a milky white. Seeds or grain and grasses are washed with this water and when planted are said to produce wonderful results even on what is regarded as exhausted soil. The land is really treated to an inoculation and cured of its disease of barrenness. Have your farm vaccinated and get rich from the big crops you will raise.

Former Gov. Stone of Pennsylvania ridicules Andrew Carnegie's fund of \$5,000,000 for the reward of heroes. There may be difficulties in administering it satisfactorily. The truest heroes have never hoped for reward, but there are countless cases where rewards would mitigate the suffering resulting from human sacrifices in heroic actions. The Carnegie fund represents at least a noble idea, even if it be an impractical one. Criticism of such benevolent enterprises will be as exceptional as the enterprises themselves are.

\$500 Given Away
Write us or ask an Alabastine dealer for particulars and free sample card of

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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 labeled, 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.

Freight Receipts

Kept in stock and printed to order. Send for sample of the NEW UNIFORM BILL LADING

BARLOW BROS., Grand Rapids

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

AUTOMOBILE BARGAINS

1903 Winton 20 H. P. touring car, 1903 Waterless Knox, 1902 Winton phaeton, two Oldsmobiles, second hand electric runabout, 1903 U. S. Long Distance with top, refinished White steam carriage with top, Toledo steam carriage, four passenger, dos-a-dos, two steam runabouts, all in good running order. Prices from \$200 up.

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

PILES CURED

DR. WILLARD M. BURLISON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

COUPON BOOKS

Are the simplest, safest, cheapest and best method of putting your business on a cash basis. **Four kinds of coupon are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.**

TRADESMAN COMPANY
GRAND RAPIDS, MICH.

COMMERCIAL TRAVELERS

Michigan Knights of the Grip
President, Michael Howarn, Detroit;
Secretary, Chas. J. Lewis, Flint; Treas-
urer, H. E. Bradner, Lansing.

United Commercial Travelers of Michigan
Grand Counselor, J. C. Emery, Grand Rapids;
Grand Secretary, W. F. Tracy, Flint.

Grand Rapids Council No. 131, U. C. T.
Senior Counselor, S. H. Simmons; Secre-
tary and Treasurer, O. F. Jackson.

The Way To Get Orders.

An Ohio manufacturer has sent the following strenuous advice to his traveling salesman:

As a great deal depends on our travelers, it is necessary that we watch this branch of the business very closely. If you are going to make a success you will have to work and work hard, for in these days of strong competition, you will find if you are a little lazy, the other fellow has got the business. You want to go out for business and do not forget that your tools, which consist of bull dog grit and iron clad nerve, must go with you.

From this do not gather the idea that we desire you to go out and horsewhip the first man you come

has only the courage and patience to keep up the fight, hang right on to his customer, he will get the dealer sooner or later, nine times out of ten.

Now that is the kind of traveling men we want. We want a traveling man to go into a town and pick out the best dealers and go for them with all the vim and energy he can command and work up enthusiasm until he is carrying 200 pounds to the square inch and stay right with them until he sells a bill of goods. Another thing, many of our travelers put off the shipment of goods until February, March, etc. What we want to do is to ship the goods at once if possible. Instead of getting orders for \$50, \$75 or \$100, get orders for \$250, \$500 and \$1,000 and so on up; you can not make us feel bad as to the quantity. You do not get anything in this world unless you ask for it.

Good orders are not thrown into your order book, but you have to work for them and work hard. If you make a squeal for a small order you will get a small order, but if you fight for a big order you will accomplish a great deal more than you would have done by working for a small one. There is no use in boring with a gimlet when you can take a two-inch auger. A gimlet

reading it until you get thoroughly impressed with the ideas contained in this letter, and go to work and carry them out with a vim and energy that will surprise yourself as much as anybody else.

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

More Than 1,500 New Accounts
Last Year in Our Savings De-
partment 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

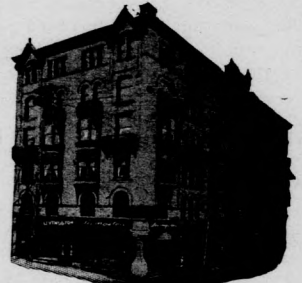
Accidents happen when least expected
Join now; \$1 will carry your insurance to July 1.

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

*I hereby Recommend Mr. Owen
to any who may wish to employ a
Boy of his age as being a very capable
and I believe perfectly trustworthy
Walterford March 29th 1888*

George Owen's Standing Forty-eight Years Ago.

to, but we do want you to go at your customer with the intention of doing business. When a customer says to you that he does not wish to buy goods, or that he is going to buy some other make, or your prices are too high, you want to be just as aggressive as a man can be and go for that customer just as a dog goes for a rabbit and never give up the chase until you have your man.

The great trouble of nine-tenths of the traveling men on the road to-day is, that they are not game and give up too easily, and if a customer says "no," they settle right down to what the customer says. Now that kind of a man is not worth a cent to us and he had better be sawing wood, shoveling dirt or following the plow, than out on the road to sell goods.

In these days of hustle the only way to make a success is to have a will power of your own that is stronger than the will power of the man you deal with and have him deal as you want him to deal and not as he wants you to deal. A good traveling man will never leave a town until he has sold a bill of goods and secured the best dealer in town. Now you may say that it is impossible to secure the best dealer in town—we will admit that once in a while that is the case, but if a traveler is made out of the right kind of stuff and

hole is only a small hole compared with that of a two-inch auger.

Now we want our travelers to feel that we have the best goods in the world and that our prices are right—are very reasonable; and they must impress upon everybody they meet and everybody they sell to, that we have the best goods, and fill the dealers so full of our goods that they can not help but talk our goods.

Now if you will follow our instructions each and every traveler will be more valuable than he has been heretofore. Do not say, "It can't be done"—if you feel that way we would rather you would resign and quit, because when a man feels he can not accomplish anything, he will never make half the effort he would if he were determined to do it. Go to work as if your life depended upon what we have to say to you here, and you will be surprised at your success. Stop and think what we have travelers out on the road for; what are we paying such enormous sums of money for? It is to secure business in the first place, educate those men to whom you sell goods, and advertise our goods broadcast.

Now, gentlemen, we have already made this letter longer than we intended, but sincerely trust you will keep reading it over, and continue

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.

BALLOU BASKETS ARE BEST

When the Handles Come Off



and the air gets blue as a consequence, don't you think it would have been much wiser to buy baskets built on honor from top to bottom? Your chances for the future life would be much better and your sojourn here below certainly much pleasanter. Next time follow the example of Uncle Sam and buy Ballou Baskets—from the people who know how to make good baskets and do it.

Ballou Basket Works
Belding, Mich.

THE TICKET AGENT.

Trials and Tribulations Incident to His Occupation.

"It's a mean trick, and I shall report you to the management."

With this terse denunciation and dire threat the pudgy woman with the steely eyes took a strangle hold on the mass of bundles and a pyramid of fragrant spring flowers that encumbered her arms, and sailed majestically, chin uplifted, out of the depot, while the deft-fingered gentleman who condescends to act as a medium for the transfer of dollars from the pockets of the traveling public to the treasury of the railroad company only nodded his head resignedly and went on doling out tickets.

As the usual "last man" grabbed his pasteboard and started whooping for the cars the ticket manipulator gave a "whew" of relief at the prospect of a 'tween trains rest and vented his suppressed feelings.

"There's no denying the fact," he said savagely, "that nine-tenths of the people who travel leave either their wits or their good manners at home—in many cases both. The other tenth is composed of drummers, and they can not afford to separate themselves from those assets. But the ordinary citizen and citizeness! No matter how level-headed he is at the office, or how she besprinkles the home with sweetness, just put a grip in their hands and head them for a railroad depot, and by the time they get there they are metamorphosed into weak-minded and sour-dispositioned cranks. Half the time they do not know where they want to go; they have always forgotten something, and they blame the railroad company for their forgetfulness; they eye everything and every one with suspicion, and butt into all sorts of trouble in consequence. Then they take it out of the ticket man because he is too busy to talk back and is in a cage and can't get away from or at them. Is it any wonder we build up a reputation for being unsociable and uncivil? I don't know which it is the harder to earn, our reputation or our salary.

"Take the case of that woman who has just threatened to camp on my official trail. One Sunday she bustled up to the window, clearing a two-foot space on either side of her with bundles, and called for a ticket to Edgerton and return. Naturally in the rush I sized her up as one of those Sunday birds who take an occasional flit into the country to spend that day near to Nature's heart and so passed her out a reduced rate round-tripper, good only for that day, together with the change for \$5. Not a glance did she bestow on the ticket, but I remember her giving the change a sharp look, and off she went like a colt breaking out of pasture. Now I believe she thought I had made a mistake in the change, and hustled to lose herself before I should discover it. Lots of people who wouldn't soak an uncanceled stamp from a letter and use it again think it high-grade finance to stick a ticket-seller on change.

"Well, to-day, still bundle-laden, she

loomed up after spending a week in Edgerton with a wail of woe as lugubrious as a Russian war bulletin. The brutal conductor had refused to accept her outlawed ticket and had made her pay full fare. Therefore it was up to me to take back that ticket and refund the money the conductor had robbed her of. I simply pointed to the printed stipulations on the ticket and she opened up on me as you heard. I'm to be reported as a co-conspirator with the conductor in a swindling game because she did not notice what she was getting, and to her dying day she will remember me as a depraved flim-flammer.

"Reason with her? Not I. If I wasted time arguing over the details of every tale of trouble that comes to the window I would stand a first-rate chance of losing my job. I try to be consistently courteous to all, but ceremonies must be brief—trains run on schedule time. It is to my interest to have people satisfied with our service, but I don't admire being held responsible if the passenger does not exercise ordinary care, seasoned with common sense.

"The chronic grumbling blunderer is irritating, but there are other people possessed of ways that are aggravating as well. For instance, take the person who considers that my being here to sell tickets is only an amiable bluff, and that I am really a human gazetteer hired to be confidential adviser to the world at large.

"Then, again, there are the people who arrive at a railroad station with a very hazy notion of what they are there for, and, being there, what they ought to do. These are mostly women, and their perseverance in striving to make the ticket-seller's dreary lot a garden of roses would place them on giddy pinnacles of success if exerted in a worthier cause. I give them credit for not breaking in on a man's busy moments. They generally hang around looking disconsolate and dodging freight trucks and porters until they wind up at my window. They always fetch up here.

"I want to go to Kalamazoo," I was informed the other day by one of these dazed mortals, as she herded two tired-looking children inside the rail.

"Very well, ma'am," I said, reaching for a ticket.

"But I don't know," she faltered. "Did you see a man in a gray suit and with a reddish mustache arrive this morning?"

"Offhand I replied that I had not. "How far is it to Kalamazoo?" was the next query tossed at me.

"I unloaded the information. It didn't seem to ease her mind.

"He said he'd wait there," she confided to the atmosphere. Then to me:

"My husband is coming up from the South and told me to meet him at Kalamazoo. But I'm so afraid the train won't stop there."

"I assured her it would.

"What if it shouldn't?" she asked appealingly. "Or suppose he forgets—he is so forgetful—and comes right on?" And she proceeded to construct a map of possible direful contingencies. Finally she decided to chance it, but I would not be sur-

prised to hear that that family is not united yet. If it isn't some day I'll be held to account for it, I know.

"Interesting! Bah! It's very interesting just as you are counting out change to have some impatient idiot drop a handful of dimes and nickels into the pot and yell out the name of the place he wants a ticket for. It's rapturously interesting to be on intimate terms with the ubiquitous genius who discovers after you have stamped his ticket that he is 20 cents short, and promises to send it to you as soon as he can connect with his bank account. It is delightfully interesting to mingle with the agile artist who glibly engages you in conversation to cover his design of introducing plugged or bogus money into your cash drawer. It is blissfully interesting to be patronized by the wily matron with the long-legged family who ranges them up here with bent knees and chins hanging on to the window ledge so that you may compromise yourself by furnishing them with half-rate tickets. It is enchantingly interesting to be on speaking terms with the man who shuts out your view of the world with a barricade of bundles while he fumbles through his clothes for his pocketbook, only to discover that he has left it at home, a circumstance that causes him to use language which makes the near-by women cry out indignantly and glare at you as responsible for it all. It is joyfully interesting to get the glad hand from a crowing infant left with you by a woman who was 'coming back in a minute' and forgot to do so, and have excited spectators dub you a brute because the baby howls blue murder when you send it to the baggage-room. Yes, it is all ecstatically interesting and tends to make a ticket seller's existence one sweet spasm of delirious delight."

Walter J. Thompson.

Gripsack Brigade.

H. W. Aulsbro, formerly clerk in the retail hardware store of C. E. Lawrence, at Hillsdale, succeeds C. E. Lancaster as traveling representative for the Fletcher Hardware Co. (Detroit) in Southern Michigan. Mr. Aulsbro will make his headquarters in Hillsdale.

Saginaw Courier Herald: Clarence A. Pennell, who has for years been a regular visitor to this city while employed as traveling representative of the Pittsburg Plate Glass Co., has resigned his position and entered the employ of the Murale Co. Mr. Pennell is succeeded by John G. Cooper.

Stanton Herald: H. B. Dodson has taken a position as salesman for the A. W. Stevens Co., manufacturer of traction engines, threshing machines and corn huskers. Mr. Dodson's territory comprises all that part of Michigan north of Lansing. He is an experienced salesman in that line of machinery and will no doubt introduce a great many of the Stevens outfits in his territory.

Detroit Evening News: Joseph Hutteman, aged 30 years, traveling representative of a Flushings, N. Y., firm, was found dead in bed by his wife Sunday morning. Mrs. Hutteman had accompanied her husband

on his trip West, and both were staying with Hutteman's parents, 381 Wabash avenue. The young couple had been married just a year. Hutteman was in apparently good health and played cards with his parents until about 10 o'clock when he retired. He passed away quietly during the night. Coroner Hoffman decided no inquest was necessary.

His Favorite Brand.

Down to Bilkins' store the other day
We had a bushel of roarin' fun;
A travelin' man dropped in that way
And a glowin' yarn on 'health' he spun.
Said he was sellin' a new health food,
Made scientific, and all that;
And warranted wholesome, pure and good,
And calculated to make men fat.

He was middlin' tall and awful thin,
And pale and peaked around the thins;
But a talker—well, he waded in—
Talked through valleys and over hills,
Said his preparation was immense
For muscle buildin' and makin' brain;
Put up pretty, and the price ten cents,
And includin' all of the best of grain.

And old Si Hankins—you all know Si—
He spoke right up and he said, says he:
"All them there health foods are good,
And I am ready to give my guarantee."
Says Si, a stretchin' his six foot, three,
And bulgin' his muscles like cords of wood,
"What is your food made of, now tell me,
For I'm aillin' and need what's good?"

And there that man without a halt
Just talked of proteen, and things like that;
Predigestion, and sugar'n malt,
And muscle buildin' and makin' fat.
Says he, a-smilin' his holler chest,
"Two years ago I was nigh a wreck,
But this here health food—which is the best—
Made me a new man and right on deck."

Then old Si he says, says Si, says he,
"I was just like you some years ago:
Little and thin and as poor's could be,
Blood all p'isoned and runnin' slow.
Thought I was done for, I did, by hen!
But I got some health food right in here,
And took it reg'lar a long time, then—
Well, I guess I'm good for many a year."

And the travelin' man, says he to Si,
Admirin' his tall and rugged frame,
"I was just a-wonderin' friend, if I
Might ask you for that there health food's name?"
And Si—you know how Si can yell—
Just yelled till he shook the winder screens,
"Of course I'm willin' the name to tell—
'Twas nothin' on earth but pork and beans."

Will M. Maupin.

Tribute to the Tireless Traveler.

If I were looking for a battalion of Knights of Optimism, the American traveling man would lead the van. Of course you all know him, that jolly, joking, tender hearted, generous and hale fellow who is "well met" on every trip. The conquests of Trade he leads, with a grip as a knapsack; and who ever heard of a man selling goods who could not smile, be good natured and optimistic? Bouncing about on "limiteds" and way freights—a twenty-mile drive or a five-mile walk—he covers his territory and keeps the remote and isolated section in touch with city ways. The boys gather at the grocery to hear him talk. The country merchant advises with him—family confidences are exchanged—the duel of barter is passed when the confidence is reached that "that man and his house are square." Human nature is his chief text book, and he "keeps in touch with his trade" and knows the people as well as the merchants. The odd moments of leisure in waiting for trains, the dreary hours of a lonely Sunday and weary wait of long winter evenings are utilized. The traveling men are the couriers of commerce, and the American traveling man is known world-wide for keen and hustling activities.

Mitchell Mannering.



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How to Make the Drug Store Pay.

"How to make the drug store pay" has been discussed freely of late, but there are still other points which have not been sufficiently brought forward. Druggists in smaller towns, particularly of the South, have a tendency to let things go free and easy, and allow them to drag along in the same old ruts—allowing opportunities and dollars to slip from the grasp, without so much as asking the reason why.

Of first importance is keeping up the stock. We see many a druggist who is "just out" of an article. Of course, he is generally an obliging fellow, and runs out to his competitor for the goods, paying him perhaps 10 to 20 per cent. less than retail price, and losing fully one-third of the profit which would otherwise be his, besides driving his regular customers to the other fellow, where their wants can be supplied without so much wait and worry.

Suppose you keep a list of your actual cash loss every time you have to turn away a customer or run out and get what he wants. Foot up at the end of the year and you will be surprised.

Wake up! Look over your stock often! Don't wait every time for a drummer to come, but send mail orders when you find you're getting low!

Don't over-buy, but try to keep a little of everything in common demand in your community, and you will soon have the satisfaction of hearing your store spoken of as the place you can always get what you want.

Another thing: Keep your stock clean and neat. When you sell a bottle of patent medicine always fill the vacant space on the shelf. Nothing impresses a customer so much as neatness and cleanliness.

The way you keep your stock, the manner in which you wrap packages, and go about filling prescriptions, are noted by the public much more than you might suppose. Your manner of doing business can be safely taken as an index of your inner life and character.

Keep well in touch with your business. Read your drug journals and keep posted on new preparations and

new ideas; always be in the front rank, be honest with yourself and your customers, and you will stop crying "hard times" and will find that the drug store does pay, and you will reap the reward that you deserve.
 —Philip T. Milam in the Era.

Used the Pruning Knife Freely.

In answer to the numerous enquiries coming to us concerning the appearance of the new (1900) Pharmacopoeia, we would say that the latest official utterances place the date of its delivery at some time in October next.—National Druggist.

In connection with the above item, the following list of vegetable drugs, official in the U. S. P. 1890, but which will be excluded from the forthcoming issue, will be of interest to pharmacists. The list has been compiled from the work entitled Powdered Vegetable Drugs, a recent and valuable addition to pharmaceutical literature, by Professor Schneider, of the Northwestern University School of Pharmacy.

The present Committee on Revision has used the pruning knife even more vigorously than its predecessor. In the revision of 1890 nineteen drugs of vegetable origin were rejected, while nine new drugs were added.

In the new revision four vegetable drugs which have not hitherto received pharmacopoeial recognition have been admitted—saw palmetto, kola nut, cereus grandiflora and scopola.

Drugs deleted in the process of revision are the following:

Absinthium.
 Arnica Root.
 Asclepias.
 Aspidosperma.
 Bryonia.
 Cascarilla.
 Castanea.
 Caulophyllum.
 Cetraria.
 Chenopodium.
 Cassia Cinnamon.
 Ceylon Cinnamon.
 Dulcamara.
 Guaiacum Wood.
 Chelidonium.
 Illicium.
 Inula.
 Iris.
 Juglans.
 Kamala.
 Mace.
 Matico.
 Menispermum.
 Pulsatilla.
 Savin.
 Saffron.
 Sambucus.
 Senna, India.
 Tobacco.
 Rumex.

J. B. Timmer,

Chemist Hazeltine & Perkins Drug Co.

What Indigestion May Do.

Mr. Howells says he is not sure but that, without Carlyle's dyspepsia, the world's literature would have been greatly the loser. In fact, Mr. Howells thinks "there is always serious danger that the perfectly well man will be a brute," and, without desire to counsel gluttony, he asks: "Who can say how much of the poetry of the world may not have come from disordered livers?"

Some Effects of Alcohol.

Dr. Saleeby says: Alcohol contains no nitrogen. It therefore can never and does never produce tissue. Its food value depends exclusively on its production of energy; and the first indisputable fact is that alcohol can be burnt within the body. It may therefore be a food, and in fever it is probably the most valuable food that can be given to a patient, for in fever one can not digest, and alcohol needs no digestion. It is, so to speak, a predigested food and passes unchanged to the tissues, there at once to be utilized. What are the facts in health?

It has been experimentally proved, not once but often, in physiological laboratories all over the world, that in health only about one and a half ounces of absolute alcohol can be burnt within the body each day, this only obtaining when the substance is taken in the proper dilution and at sufficiently numerous intervals. Approximately three ounces of whisky or brandy taken in four-hourly doses of half an ounce, well diluted, is all that the average man of normal temperature can utilize.

How does it come about that so many of us take alcohol to keep out the cold? Simply because the nerves of our sense of temperature end in the skin. Be our skin well supplied with warm blood we say we are warm, and vise versa. Furthermore, we normally lose heat and keep our temperature at the proper level by radiation from the skin. Any drug that dilates the blood vessels of the skin will therefore tend to make us feel warmer and be colder.

Infinitely more important than all these considerations is the action of alcohol on the nervous system. Numberless tests have been carried out with such processes as adding up a column of figures, writing an account of a simple occurrence, discriminating between colors, and so forth. And the singular result, well established and confirmed, is that alcohol delays the rapidity and impairs the accuracy of these processes while producing the most convincing illusion of ease and rapidity. The calculator has a subjective impression of facility which the cold clock entirely fails to confirm.

War Prices on Drugs.

Just at present the list is not a large one, but nearly a dozen items are affected by conditions at the present stage of the war in the Far East.

Alcohol is a necessary article in the use of modern large guns. An authority states that a barrel of alcohol is consumed every time a thirteen-inch gun is discharged. Naval warfare and the defense of cities by means of forts will send the price of alcohol far above its present figure.

Carbolic acid and picric acid are necessary ingredients in the manufacture of modern high explosives. Prices are certain to be governed by the laws of war rather than those of ordinary commercial conditions. Anise seed and cinnamon bark as well as oils of these drugs come from the seat of the war and the supply

must be limited in the time of hostilities.

Russian ergot is the prime article, and the price has already felt the influence of the war.

Camphor and menthol were among the first drugs to respond to the war cry, and their advance has been steady ever since the declaration of hostilities.

Lycopodium is evidently prized by the Russian government, and prices have been advanced. For want of a better explanation, it is reported that Russia makes use of lycopodium in signal service. Lycopodium enters into a number of chemical fires, and the above explanation appears reasonable.

The Drug Market.

Opium—Continues weak and powdered shows a decline.

Quinine—Is steady.

Menthol—It is believed that bottom has been reached and prices are now advancing and will probably reach at least cost of importation, which is said to be nearly \$1 per pound better than present selling price.

Oil Peppermint—Seems to be scarce and has advanced in price. Indications are for another advance within the next week or two.

Oil Wintergreen, True—Has advanced and is tending higher.

American Saffron—Is almost out of market. Very high prices rule.

Gum Assafoetida—Is firm and tending higher, on account of scarcity.

Gum Camphor—An advance is looked for on this article, as there are rumors that foreign supply will be stopped.

Changed Their Minds.

"I understand you were going to call on Miss Pert this afternoon."

"We changed our minds."

"What caused you to do that?"

"Why, we learned at the last moment that she was at home."

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WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Acidum		Exechthitos 4 25@4 50		Tinctures	
Aceticum	6@ 8	Erigeron	1 00@1 10	Aconitum Nap's R	50
Benzolcum, Ger.	70@ 75	Geranium	2 90@3 00	Aconitum Nap's F	50
Boracic	17	Gossypii, Sem gal	50@ 60	Aloes & Myrrh	50
Carbolicum	26@ 29	Hedeoma	1 40@1 50	Arnica	50
Citricum	34@ 40	Juniper	1 50@2 00	Assafoetida	50
Hydrochlor	3@ 5	Lavendula	90@2 75	Atrope Belladonna	50
Nitrosum	8@ 10	Limonia	1 15@1 25	Aurant Cortex	50
Oxalicum	12@ 14	Mentha Piper	4 35@4 50	Benzoin Co	50
Phosphorium, dil.	15	Mentha Verid.	5 00@5 50	Borax	50
Salicylicum	42@ 45	Morhuac, gal.	2 00@3 50	Cantharides	50
Sulphuricum	14@ 5	Myrica	4 00@4 50	Capsicum	50
Tannicum	11@1 20	Olive	75@3 00	Cardamon	50
Tartaricum	38@ 40	Picis Liquida	10@ 12	Cardamon Co	50
Ammonia		Picis Liquida gal.	90@ 94	Catechu	50
Aqua, 18 deg.	4@ 6	Riclna	90@ 94	Cinchona	50
Aqua, 20 deg.	4@ 6	Rosmarini	1 00	Cinchona Co	50
Carbonas	13@ 15	Rosae, oz	5 00@6 00	Columba	50
Chloridum	12@ 14	Succini	40@ 45	Cubebae	50
Aniline		Sabina	50@1 00	Cassia Acutifol	50
Black	2 00@2 25	Santal	2 75@7 00	Cassia Acutifol Co	50
Brown	80@1 00	Sassafras	85@ 90	Digitalis	50
Red	45@ 50	Sinapis, ess, oz.	1 50@1 60	Ergot	50
Yellow	2 50@3 00	Tigil	1 50@1 60	Ferri Chloridum	35
Baccae		Thyme	40@ 50	Gentian	50
Cubebae	22@ 24	Thyme, opt	1 60	Gentian Co	50
Juniperus	5@ 6	Thymobras	15@ 20	Gulaca	50
Xanthoxylum	30@ 35	Potassium		Gulaca ammon	50
Balsamum		Bi-Carb	15@ 18	Hyoxyamus	50
Cubebae	12@ 15	Bichromate	13@ 15	Iodine	75
Peru	1 50	Bromide	40@ 45	Iodine, colorless	75
Terabin, Canada	60@ 65	Carb	12@ 15	Kino	50
Tolutan	45@ 50	Chlorate po 17@19	16@ 18	Lobelia	50
Cortex		Cyanide	34@ 38	Myrrh	50
Ables, Canadian	18	Iodide	2 75@2 85	Nux Vomica	50
Cassiae	12	Potassa, Bitart pr	30@ 32	Opil	75
Cinchona Flava	18	Potass Nitras opt	7@ 10	Opil, comphorated	50
Euonymus atro.	30	Potass Nitras	6@ 8	Opil, deodorized	1 50
Myrica Cerifera	20	Prussiate	23@ 26	Quassia	50
Prunus Virgini.	12	Sulphate po	15@ 18	Rhatany	50
Quillaja, gr'd.	12	Radix		Rhei	50
Sassafras	18	Aconitum	20@ 25	Sanguinaria	50
Ulmus	25, gr'd.	Althaea	30@ 33	Serpentaria	50
Extractum		Anchusa	10@ 12	Stromonium	60
Glycyrrhiza Gla.	24@ 30	Arium po	10@ 12	Tolutan	60
Glycyrrhiza, po.	28@ 30	Calamus	20@ 40	Valerian	50
Haematox	11@ 12	Gentiana	12@ 15	Veratrum Veride.	50
Haematox, is.	13@ 14	Glycyrrhiza pv 15	16@ 18	Zingiber	20
Haematox, 1/4s	14@ 15	Hydrastis Cana.	1 50	Miscellaneous	
Haematox, 1/4s	16@ 17	Hydrastis Can po	1 50	Aether, Spts Nit 3	30@ 35
Ferru		Hellebore, Alba.	12@ 15	Aether, Spts Nit 4	34@ 38
Carbonate Precip.	15	Inula, po	12@ 15	Alumen, gr'd po 7	3@ 4
Citrate and Quinia	2 25	Ipecac, po	75@2 80	Annatto	40@ 50
Citrate Soluble	75	Iris plox	35@ 40	Antimoni, po	4@ 5
Ferrocyanidum S.	40	Jalapa, pr	25@ 30	Antimoni et Po T	40@ 50
Solut. Chloride.	15	Maranta, 1/4s	2@ 35	Antipyrin	25
Sulphate, com'l.	3	Podophyllum po.	22@ 25	Antifebrin	20
Sulphate, com'l, by	80	Rhei	1 25	Argent Nitras, oz	4@ 48
bbl, per cwt.	7	Rhei, cut	1 25	Arsenicum	10@ 12
Sulphate, pure	7	Rhei, pv	75@1 35	Balm Gilead buds	45@ 50
Flora		Spigelia	35@ 38	Bismuth S N	20@2 30
Arnica	15@ 18	Sargulnari, po 24	65@ 70	Calcium Chlor, is	9
Antemhis	32@ 35	Serpentaria	65@ 70	Calcium Chlor, 1/4s	10
Matricaria	30@ 35	Senega	75@ 85	Calcium Chlor, 1/4s	10
Folia		Smilax, off's H	40	Cantharides, Rus.	20
Barosma	30@ 33	Smilax, M	25	Capsic Fruc's af.	22
Cassia Acutifol.	20@ 25	Scilla, po 35	10@ 12	Capsic Fruc's po.	22
Cassia, Acutifol.	25@ 30	Symplocarpus	25	Cap'l Fruc's B po.	15
Salvia officinalis.	12@ 20	Valeriana Eng.	15@ 20	Caryophyllus	25@ 28
1/4s and 1/4s	8@ 10	Valeriana, Ger	15@ 20	Caroline, No 40.	23 00
Uva Ursi.	8@ 10	Zingiber a	14@ 16	Cera Alba	50@ 55
Gummi		Zingiber j	16@ 20	Cera Flava	43@ 42
Acacia, 1st pld.	65	Semen		Crocus	1 35@1 45
Acacia, 2d pld.	45	Anisum	10@ 11	Cassia Fructus	35
Acacia, 3d pld.	35	Apium (gravel's)	13@ 15	Centraria	50
Acacia, sifted sts.	28	Bird, is	10@ 11	Cetaceum	45
Acacia, po.	45@ 65	Cardi	70@ 93	Chloroform	55@ 60
Aloe, Barb.	12@ 14	Cardamon	8@ 10	Chloro'm. Squibbs	1 10
Aloe, Cape.	25	Coriandrum	8@ 10	Chloral Hyd Crst.1	35@1 10
Aloe, Socotri	30	Cannabis Sativa.	7@ 8	Chondrus	20@ 25
Ammoniac	55@ 60	Cydonium	75@1 00	Cinchonidine P-W	38@ 48
Assafoetida	35@ 40	Chenopodium	25@ 30	Cinchonid'e Germ	38@ 48
Benzoinum	50@ 55	Dipterix Odorate.	80@1 00	Cocaine	4 05@4 25
Catechu, is.	13	Foeniculum	18	Corks list d p t.	4 05@4 25
Catechu, 1/4s	14	Foenugreek, po	7@ 9	Cresosotum	45
Catechu, 1/4s	15	Lini	4@ 6	Creta	75
Camphorac	75@ 80	Lini, gr'd	3@ 6	Creta, prep	5
Euphorbium	40	Lobelia	75@ 80	Creta, precip	9@ 11
Galbanum	1 00	Pharlaris Cana'n	6 1/4@ 8	Creta, Rubra	8
Gamboge	1 25@1 35	Rapa	5@ 6	Crocus	1 60@1 70
Gualacum	35@ 38	Sinapis Alba	7@ 9	Cudbear	24
Kino	75@ 78	Sinapis Nigra	9@ 10	Cupri Sulph	6@ 8
Mastic	60	Spiritus		Dextrine	7@ 10
Myrrh	45@ 50	Frument W D.	2 00@2 50	Ether Sulph	78@ 92
Opil	3 10@3 15	Frument	1 25@1 50	Emery, all Nos.	8
Shella	60@ 65	Juniperis Co O T.	1 65@2 00	Emery, po	6
Shella, bleached	65@ 70	Juniperis Co	1 75@2 50	Ergota	85@ 90
Tragacanth	70@ 1 00	Saccharum N E	1 90@2 10	Flake White	12@ 15
Herba		Spt Vini Galli	1 75@2 50	Gall	23
Absinthium, oz pk	25	Vini Operto	1 25@2 00	Gambler	8@ 9
Eupatorium oz pk	20	Vini Alba	1 25@2 00	Gelatin, Cooper	60
Lobelia	25	Sponges		Gelatin, French	35@ 60
Majorum	28	Florida sheeps' wl	2 50@2 75	Glassware, fit box	75 & 5
Mentha Pip oz pk	23	Nassau sheeps' wl	2 50@2 75	Less than box	70
Mentha Vir oz pk	25	carriage	2 50@2 75	Glue, brown	11@ 13
Rue	22	Velvet extra shps'	1 50	Glue, white	15@ 25
Tanacetum V.	25	wool, carriage	1 50	Glycerina	17 1/2@ 25
Thymus V.	25	Extra yellow shps'	1 50	Grana Paradisi	25
Magnesia		wool, carriage	1 50	Humulus	25@ 55
Calcined, Pat.	55@ 60	Grass sheeps' wl.	1 00	Hydrarg Ch Mt.	35
Carbonate, Pat.	18@ 20	carriage	1 00	Hydrarg Ox Ru'm	1 05
Carbonate K-M.	18@ 20	Hard, slate use	1 40	Hydrarg Amm'o'l.	1 15
Carbonate	18@ 20	Yellow Reef, for	1 40	Hydrarg Ungue'm	50@ 60
Oleum		slate use	1 40	Hydrargyrum	85
Absinthium	3 00@3 25	Syrups		Ichthyobolla, Am.	90@1 00
Amygdalae, Dulc.	50@ 60	Acacia	50	Indigo	75@1 00
Amygdalae Ama.	8 00@8 25	Aurant Cortex	50	Iodide, Resubi	3 85@4 00
Anisi	1 75@1 85	Zingiber	50	Iodoform	10@ 20
Aurant Cortex	2 10@2 20	Ipocac	50	Lupulin	75@ 80
Bergamili	2 85@3 25	Ferri Iod	50	Lycopodium	65@ 75
Caliputi	1 10@1 15	Rhei Arom	50	Liquor Arsen et	25
Caryophylli	1 60@1 70	Smilax Off's	50@ 60	Hydrarg Iod	10@ 12
Cedar	35@ 40	Senega	50	Magnesia, Sulph.	2@ 3
Chenopadii	2 00	Scillae	50	Magnesia, Sulph bbl	1 1/4
Cinnamoni	1 10@1 20	Scillae Co	50		
Citronella	40@ 45	Tolutan	50		
Conium Mac.	80@ 90	Prunus virg	50		
Copaiba	1 15@1 25				
Cubebae	1 30@1 40				

Drugs

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Grand Rapids, Mich.

GROCERY PRICE CURRENT

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ADVANCED		DECLINED	
INDEX TO MARKETS			
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Brooms		BROOMS	
Brushes		BRUSHES	
Butter Color		BUTTER COLOR	
C		C	
Confections		CANDIES	
Canned Goods		CANNED GOODS	
Carbon Oils		CARBON OILS	
Catsup		CATSUP	
Cheese		CHEESE	
Chewing Gum		CHEWING GUM	
Chicory		CHICORY	
Chocolate		CHOCOLATE	
Clothes Lines		CLOTHES LINES	
Cocoa		COCOA	
Cocoa Shells		COCOA SHELLS	
Coffee		COFFEE	
Crackers		CRACKERS	
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Dried Fruits		DRIED FRUITS	
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Fishing Tackle		FISHING TACKLE	
Flavoring Extracts		FLAVORING EXTRACTS	
Fly Paper		FLY PAPER	
Fresh Meats		FRESH MEATS	
Fruits		FRUITS	
G		G	
Gelatin		GELATINE	
Grain Bags		GRAIN BAGS	
Grains and Flour		GRAINS AND FLOUR	
H		H	
Herbs		HERBS	
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Indigo		INDIGO	
J		J	
Jelly		JELLY	
L		L	
Licorice		LICORICE	
Lye		LYE	
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Meat Extracts		MEAT EXTRACTS	
Molasses		MOLASSES	
Mustard		MUSTARD	
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Nuts		NUTS	
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Olives		OLIVES	
P		P	
Pipes		PIPES	
Pickles		PICKLES	
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Salad Dressing		SALAD DRESSING	
Saleratus		SALERATUS	
Salt Soda		SALT SODA	
Salt		SALT	
Salt Fish		SALT FISH	
Seeds		SEEDS	
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Snuff		SNUFF	
Soap		SOAP	
Soda		SODA	
Spices		SPICES	
Starch		STARCH	
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Washing Powder		WASHING POWDER	
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Y		Y	
Yeast Cake		YEAST CAKE	

3

Cotton Braided	
40 ft.	95
50 ft.	1 35
60 ft.	1 65
Galvanized Wire	
No. 20, each 100 ft. long.	1 90
No. 19, each 100 ft. long.	2 10
COCOA	
Baker's	38
Cleveland	41
Colonial, 1/2 s.	35
Colonial, 1/4 s.	33
Epps	42
Huyler	12
Van Houten, 1/2 s.	20
Van Houten, 1/4 s.	40
Van Houten, 1 s.	72
Webb	31
Wilbur, 1/2 s.	41
Wilbur, 1/4 s.	42
COCOANUT	
Dunham's 1/2 s.	26
Dunham's 1/4 s. & 1/2 s.	26 1/2
Dunham's 1/4 s.	27
Dunham's 1/2 s.	28
Bulk	12
COCOA SHELLS	
20 lb. bags	2 1/2
Less quantity	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	16 1/2
Maracalbo	
Fair	13 1/2
Choice	16 1/2
Mexican	
Choice	16 1/2
Fancy	19
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.	1 15
Hummel's foil, 1/2 gro.	85
Hummel's tin, 1/2 gro.	1 43
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
Salad	8
Saratoga Flakes	13
Oyster	
Round	6 1/2
Square	6 1/2
Faust	7 1/2
Argo	7
Extra Farina	7 1/2
Sweet Goods	
Animals	10
Assorted Cake	10
Bagley Gems	8
Belle Rose	16
Bent's Water	13
Butter Thin	13
Coco Bar	10
Cocoonat Taffy	12
Cinnamon Bar	9
Coffee Cake, N. B. C.	10
Coffee Cake, Iced	10
Cocoonat Macaroons	13
Cracknels	10
Curran Fruit	10
Chocolate Dainty	16
Cartwheels	9
Dixie Cookie	8
Frosted Creams	8
Ginger Gems	8
Ginger Snaps, N. B. C.	7 1/2
Grandma Sandwich	10
Graham Cracker	8 1/2
Hazelnut	12
Honey Fingers, Iced	12
Honey Jumbles	12
Iced Happy Family	11
Iced Honey Crumpet	10
Imperial	8
Indiana Belle	15
Jerico	8
Jersey Lunch	12
Lady Fingers, hand md	25
Lemon Biscuit Square	8
Lemon Wafer	16

4

Lemon Snaps	
Lemon Gems	12
Lem Yen	10
Maple Cake	10
Marshmallow	16
Marshmallow Cream	16
Marshmallow Wanut.	16
Mary Ann	8
Malaga	10
Mich Coco Fd honey	12 1/2
Milk Biscuit	8
Mich Frosted Honey	12
Mixed Picnic	11 1/2
Molasses Cakes, Scl'd	8
Moss Jelly Bar	12 1/2
Muskegon Branch, Iced	10
Newton	12
Oatmeal Cracker	8 1/2
Orange Slice	16
Orange Gem	8
Orange & Lemon Ice	10
Pilot Bread	7
Ping Pong	9
Pretzels, hand made	8
Pretzettes, hand m'd	8
Pretzettes, mch. m'd	8
Rube Sears	10
Scotch Cookies	10
Snowdrops	16
Spiced Sugar Tops	8
Sugar Cakes, scalloped	8
Sugar Squares	8
Sultanas	13
Spiced Gingers	8
Urchins	10
Vienna Crimp	16
Vanilla Wafer	9
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 1/2
50-60 25 lb. boxes.	@ 7 1/2
40-50 25 lb. boxes.	@ 7 1/2
30-40 25 lb. boxes.	@ 7 1/2
Citron	
Corsican	@ 14 1/2
Currants	
Imp'd. 1 lb. pkg.	7 1/2 @ 7
Imported bulk	@ 6 1/2 @ 7
Peel	
Lemon American	12
Orange American	12
Raisins	
London Layers 3 cr	1 90
London Layers 3 cr	1 95
Cluster 4 cr	2 60
Loose Muscatels, 2 cr.	5 1/2
Loose Muscatels, 3 cr.	6
Loose Muscatels, 4 cr.	6 1/2
L. M. Seeded, 1 lb.	7 1/2 @ 8
L. M. Seeded, 1/2 lb.	6 1/2 @ 8
Sultanas, bulk.	8
Sultanas, package.	8 1/2
FARINACEOUS GOODS	
Beans	
Dried Lima	5
Med. H. Pk.	2 15 @ 2 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	3 1/2
German, sacks	3 1/2
German, broken pkg	4
Tapioca	
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	
1/2 to 1 in.	6
1 1/2 to 2 in.	7
2 to 3 in.	11
3 to 4 in.	15
4 to 5 in.	20
Cotton Lines	
No. 1, 10 feet	5
No. 2, 15 feet	7
No. 3, 15 feet	9
No. 4, 15 feet	10
No. 5, 15 feet	11
No. 6, 15 feet	12
No. 7, 15 feet	13
No. 8, 15 feet	14
No. 9, 15 feet	15

5

Linen Lines	
Small	20
Medium	24
Large	34
Poles	
Bamboo, 14 ft., pr dz.	50
Bamboo, 16 ft., pr dz.	65
Bamboo, 18 ft., pr dz.	80
FLAVORING EXTRACTS	
Foote & Jenks	
Coleman's Van. Lem.	20
2oz. Panel	1 30 75
3oz. Taper	2 00 1 50
No. 4 Rich. Blake	2 00 1 50
Jennings	
Terpenes Lemon	

6	7	8	9	10	11
MOLASSES New Orleans Fancy Open Kettle ... 40 Choice ... 26 Fair ... 22 Good ... 22 Half barrels 2c extra MUSTARD Horse Radish, 1 dz ... 1 75 Horse Radish, 2 dz ... 3 50 Bayle's Celery, 1 dz ... 1 00 OLIVES Bulk, 1 gal. kegs ... 1 00 Bulk, 3 gal. kegs ... 90 Bulk, 5 gal. kegs ... 85 Manzanilla, 7 oz ... 85 Queen, pints ... 2 35 Queen, 19 oz ... 4 50 Queen, 28 oz ... 7 00 Stuffed, 5 oz ... 90 Stuffed, 8 oz ... 1 45 Stuffed, 10 oz ... 2 30 PIPES Clay, No. 216 ... 1 70 Clay, T. D., full count ... 65 Cob, No. 3 ... 85 PICKLES Medium Barrels, 1,200 count ... 7 75 Half bbls, 600 count ... 4 50 Small Half bbls, 1,200 count ... 5 50 Barrels, 2,400 count ... 9 50 PLAYING CARDS No. 90, Steamboat ... 85 No. 15, Rival, assorted ... 20 No. 20, Rover enameled ... 60 No. 572, Special ... 1 75 No. 98, Golf, satin finish ... 2 00 No. 808, Bicycle ... 2 00 No. 832, Tourist's whist ... 25 POTASH 48 cans in case ... 4 00 Babbitt's ... 3 00 Penna Salt Co.'s ... 3 00 PROVISIONS Barreled Pork Mess ... 13 00 Back fat ... 14 00 Fat Back ... 13 00 Short cut ... 12 75 Pig ... 18 00 Bean ... 11 50 Brisket ... 14 50 Clear Family ... 12 50 Dry Salt Meats Bellies ... 9 S P Bellies ... 9 25 Extra Shorts ... 8 Smoked Meats Hams, 12lb. average ... 11 1/2 Hams, 14lb. average ... 11 1/2 Hams, 16lb. average ... 11 Hams, 20lb. average ... 10 1/2 Skinned Hams ... 12 Ham, dried beef sets. 13 Shoulders, (N. Y. cut) ... 10 Bacon, clear ... 10 California Hams ... 12 Boiled Hams ... 10 Berlin Ham pr's'd ... 8 Mince Ham ... 9 Lard Compound ... 6 1/2 Pure ... 7 1/2 50 lb. tubs, advance ... 7 1/2 50 lb. tubs, advance ... 7 1/2 50 lb. tubs, advance ... 7 1/2 20 lb. pails, advance ... 7 1/2 10 lb. pails, advance ... 7 1/2 5 lb. pails, advance ... 7 1/2 3 lb. pails, advance ... 7 1/2 Sausages Bologna ... 5 1/4 Liver ... 6 1/4 Frankfort ... 7 1/4 Pork ... 7 1/4 Veal ... 7 1/4 Tongue ... 7 1/4 Headcheese ... 6 1/4 Beef Extra Mess ... 11 00 Boneless ... 11 00 Rump, new ... 11 00 Pig's Feet 1/4 bbls. ... 1 10 1/2 bbls., 40 lbs. ... 1 90 1/2 bbls. ... 3 75 1 bbls. ... 7 75 Tripe Kits, 15 lbs ... 70 1/4 bbls., 40 lbs. ... 1 25 1/2 bbls., 80 lbs. ... 2 60 Casings Hogs, per lb. ... 26 Beef rounds, set ... 15 Beef middles, set ... 15 Sheep, per bundle ... 70 Uncolored Butterline Solid, dairy ... 9 1/4 @ 10 Solid, dairy ... 10 1/4 @ 11 1/2 Canned Meats Corned beef, 2 ... 2 50 Corned beef, 14 ... 17 50 Roast beef, 2 @ ... 2 50 Potted ham, 1/4 ... 45 Potted ham, 1/4 ... 45 Deviled ham, 1/4 ... 45 Deviled ham, 1/4 ... 45 Potted tongue, 1/4 ... 45 Potted tongue, 1/4 ... 45 RICE Domestic Carolina head, fancy ... 6 @ 6 1/2 Carolina No. 1 ... 5 1/2 Carolina No. 2 ... 5 1/2 Broken ... 3 @ 3 1/2 Japan No. 1 ... 4 1/2 @ 5 1/2 Japan No. 2 ... 3 1/2 @ 4 1/2 Java, fancy head ... 5 1/2 Java No. 1 ... 5 1/2	SALAD DRESSING Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box Arm and Hammer ... 3 15 Deland's ... 3 00 Dwight's Cow ... 3 15 Emblem ... 2 10 Wyandotte, 100 %s ... 3 00 SAL SODA Granulated, bbls ... 85 Granulated, 100lb cases. 1 00 Lump, bbls ... 75 Lump, 145lb. kegs ... 95 SALT Diamond Crystal Table Cases, 24 3lb. boxes ... 1 40 Barrels, 100 3lb. bags ... 3 00 Barrels, 50 6lb. bags ... 3 00 Barrels, 49 7lb. bags ... 2 75 Butter Barrels, 320 lb. bulk ... 2 65 Barrels, 20 14lb. bags ... 2 85 Sacks, 28 lbs ... 27 Sacks, 56 lbs ... 67 Shaker Boxes, 24 2lb. ... 1 50 Butter Brls, 280 lbs. bulk ... 2 25 Linen bags, 5-56 lbs 3 00 Linen bags, 10-28 lbs 3 00 Cotton bags, 10-28 lbs 2 75 Cheese 5 barrel lots, 5 per cent. discount. 10 barrel lots, 7 1/2 per cent. discount. Above prices are F. O. B. Common Grades 100 3lb. sacks ... 1 90 60 5lb. sacks ... 1 80 28 10lb. sacks ... 1 70 56 lb. sacks ... 30 28 lb. sacks ... 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56 lb. sacks ... 22 Common Granulated, fine ... 80 Medium Fine ... 90 SALT FISH Cod Large Whole ... @ 7 1/2 Small Whole ... @ 7 1/2 Strips or bricks 7 1/2 @ 10 1/2 Pollock ... @ 4 Halibut Strips ... 14 1/2 Chunks ... 15 Herring Holland White Hoop, barrels ... 8 25 White hoops, 1 bbl. ... 4 50 White hoops keg. ... 60 @ 65 White hoops mchs ... 75 Norwegian ... 3 60 Round, 100 lbs ... 3 60 Round, 50 lbs ... 2 10 Scales ... 18 Trout No. 1, 100 lbs ... 5 50 No. 1, 40 lbs ... 2 50 No. 1, 10 lbs ... 70 No. 1, 8 lbs ... 59 Mackerel Mess 100 lbs. ... 14 50 Mess 50 lbs. ... 7 75 Mess 10 lbs. ... 1 75 Mess 8 lbs. ... 1 45 No. 1, 100 lbs. ... 13 00 No. 1, 50 lbs. ... 1 60 No. 1, 10 lbs. ... 1 60 No. 1, 8 lbs. ... 1 35 Whitefish No. 1 No. 2 Fam 100 lbs. ... 7 50 50 &s. ... 3 60 10 lbs. ... 90 8 lbs. ... 75 SEEDS Anise ... 15 Canary, Smyrna ... 6 Caraway ... 8 Cardamom, Malabar ... 1 00 Celery ... 10 Hemp, Russian ... 4 Mixed Bird ... 4 Mustard, white ... 3 Poppy ... 3 Rape ... 4 1/2 Cattle Bone ... 25 SHOE BLACKING Handy Box, large, 3 dz. 2 50 Handy Box, small ... 1 25 Bixby's Royal Polish ... 85 Miller's Crown Polish ... 85 SNUFF Scotch, in bladders ... 37 Maccaboy, in jars ... 35 French Rappie, in jars ... 35	SOAP Central City Soap Co's brand. Jaxon ... 3 10 Jaxon, 5 box, del. ... 3 05 Jaxon, 10 box, del. ... 3 00 Johnson Soap Co. brands Silver King ... 2 65 Calumet Family ... 2 75 Scotch Family ... 2 85 Cuba ... 2 35 J. S. Kirk & Co. brands American Family ... 4 05 Dusky Diamond, 50 8oz. 2 80 Dusky D'nd, 100 6oz. 3 80 Jap Rose ... 3 75 Savon Imperial ... 3 10 White Russian ... 3 10 Dome, oval bars ... 3 10 Satinet, oval ... 2 15 White Cloud ... 4 00 Lautz Bros. & Co. brands Big Acme ... 4 00 Acme, 100-1/2 lb. bars ... 3 10 Big Master ... 4 00 Snow Boy Pd'r. 100 pk. 4 00 Marselles ... 4 00 Proctor & Gamble brands Lenox ... 3 10 Ivory 6 oz ... 4 00 Ivory 10 oz ... 6 75 Star ... 3 25 A. B. Wrisley brands Good Cheer ... 4 00 Old Country ... 3 40 Scouring Enoch Morgan's Sons. Sapolio, gross lots ... 9 00 Sapolio, half gross lots. 4 50 Sapolio, single boxes ... 2 25 Sapolio, hand ... 2 25 SODA Boxes, English ... 5 1/2 Kegs, English ... 4 1/2 SPICES Whole Spices Allspice ... 12 Cassia, China in mats. ... 12 Cassia, Batavia, bund. ... 28 Cassia, Saigon, broken. ... 25 Cassia, Saigon, in rolls. ... 55 Cloves, Amboyina ... 23 Cloves, Zanzibar ... 20 Mace ... 20 Nutmegs, 75-80 ... 40 Nutmegs, 105-10 ... 35 Nutmegs, 115-20 ... 40 Pepper, Singapore, blk. ... 25 Pepper, Singp. white ... 17 Pepper, shot ... 17 Pure Ground in Bulk Allspice ... 16 Cassia, Batavia ... 28 Cassia, Saigon ... 28 Cloves, Zanzibar ... 23 Ginger, African ... 15 Ginger, Cochin ... 18 Ginger, Jamaica ... 25 Mace ... 65 Mustard ... 18 Pepper, Singapore, blk. ... 17 Pepper, Singp. white ... 20 Pepper, Cayenne ... 20 Sage ... 20 STARCH Common Gloss 1lb. packages ... 5 3lb. packages ... 4 1/2 5lb. packages ... 5 1/2 40 and 50 lb. boxes ... 3 3/4 Barrels ... 3 3/4 Common Corn 20 lb. packages ... 5 40 lb. packages ... 4 1/4 @ 7 SYRUPS Corn Barrels ... 23 Half barrels ... 25 20 lb. cans 1/2 dz in case. 1 60 10 lb. cans 1/2 dz in case. 1 60 5 lb. cans, 1 dz in case. 1 85 2 1/2 lb. cans 2 dz in case. 1 85 Pure Cane Fair ... 16 Good ... 20 Choice ... 25 TEA Japan Sundried, medium ... 24 Sundried, choice ... 32 Sundried, fancy ... 36 Regular, medium ... 24 Regular, choice ... 32 Regular, fancy ... 36 Basket-fired, medium ... 31 Basket-fired, choice ... 38 Basket-fired, fancy ... 43 Nibs ... 22 @ 14 Siftings ... 9 @ 11 Fannings ... 12 @ 14 Gunpowder Moyune, medium ... 30 Moyune, choice ... 32 Moyune, fancy ... 40 Pingsuey, medium ... 30 Pingsuey, choice ... 30 Pingsuey, fancy ... 40 Young Hyson Choice ... 30 Fancy ... 36 Oolong Formosa, fancy ... 42 Amoy, medium ... 25 Amoy, choice ... 32 English Breakfast Medium ... 20 Choice ... 30 Fancy ... 40 India Ceylon, choice ... 32 Fancy ... 42	TOBACCO Fine Cut Cadillac ... 54 Sweet Loma ... 33 Hiawatha, 5lb. pails ... 56 Hiawatha, 10lb. pails ... 54 Telegram ... 31 Pay Car ... 31 Prairie Rose ... 49 Protection ... 40 Sweet Burley ... 42 Tiger ... 40 Plug Red Cross ... 31 Palo ... 35 Kilo ... 35 Hiawatha ... 41 Battle Ax ... 37 American Eagle ... 33 Standard Navy ... 37 Spear Head ... 37 Spear Head 14-2 3 oz. 44 Nobby Twist ... 55 Jolly Tar ... 39 Old Honesty ... 43 Toddy ... 34 J. T. ... 37 "Super" Heidsieck ... 37 Boot Jack ... 80 Honey Dip Twist ... 40 Black Standard ... 38 Cadillac ... 38 Forge ... 30 Nickel Twist ... 50 Smoking Sweet Core ... 34 Flat Car ... 32 Great Navy ... 34 Warpath ... 26 Bamboo, 16 oz. ... 25 I X L, 5 lb. ... 27 I X L, 16 oz., pails ... 40 Honey Dew ... 40 Gold Block ... 40 Flagman ... 40 Chips ... 33 Kiln Dried ... 21 Duke's Mixture ... 39 Duke's Cameo ... 43 Myrtle Navy ... 43 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 Plover Boy, 1-2 3 oz. ... 39 Plover Boy, 3 1/2 oz. ... 39 Peerless, 3 1/2 oz. ... 35 Peerless, 1-2 3 oz. ... 35 Air Brake ... 35 Cant Hook ... 30 Country Club ... 32-34 Forex-XXXX ... 28 Good Indian ... 23 Self Binder ... 20-22 Silver Foam ... 34 TWINE Cotton, 3 ply ... 26 Cotton, 4 ply ... 26 Jute, 2 ply ... 14 Hemp, 6 ply ... 13 Flax, medium ... 20 Wool, 1lb. balls ... 6 VINEGAR Malt White Wine, 40 gr. 8 Malt White Wine, 80 gr. 11 Pure Cider, B & B ... 11 Pure Cider, Red Star ... 11 Pure Cider, Robinson ... 11 Pure Cider, Silver ... 11 WASHING POWDER Diamond Flake ... 2 75 Gold Brick ... 3 25 Gold Dust, regular ... 4 50 Gold Dust, 5 lb. ... 4 00 Kirkoline, 24 lb. ... 3 90 Pearline ... 3 75 Soapine ... 4 10 Babbitt's 1776 ... 3 75 Roseine ... 3 50 Armour's ... 3 70 Nine O'clock ... 3 35 Wisdom ... 3 80 Scourine ... 3 50 Rub-No-More ... 3 75 WICKING No. 0 per gross ... 30 No. 1 per gross ... 40 No. 2 per gross ... 50 No. 3 per gross ... 75 WOODENWARE Baskets Bushels ... 1 00 Bushels, wide band ... 1 25 Market ... 85 Splint, large ... 6 00 Splint, medium ... 5 00 Splint, small ... 4 00 Willow, Clothes, large ... 7 25 Willow Clothes, med. m. 6 50 Willow Clothes, small ... 5 50 Bradley Butter Boxes 2lb. size, 24 in case ... 72 3lb. size, 16 in case ... 68 5lb. size, 12 in case ... 63 10lb. size, 6 in case ... 60 Butter Plates No. 1 Oval, 250 in crate. 40 No. 2 Oval, 250 in crate. 45 No. 3 Oval, 250 in crate. 50 No. 5 Oval, 250 in crate. 60 Churns Barrel, 5 gal., each ... 2 40 Barrel, 10 gal., each ... 2 55 Barrel, 15 gal., each ... 2 70 Clothes Pins Round head, 5 gross bx. 55 Round head, cartons ... 75	Egg Crates Humpty Dumpty ... 2 40 No. 1, complete ... 32 No. 2, complete ... 18 Faucets Cork lined, 8 in ... 65 Cork lined, 9 in ... 75 Cork lined, 10 in ... 85 Cedar, 8 in ... 55 Mop Sticks Trojan spring ... 90 Eclipse patent spring ... 85 No. 1 common ... 75 No. 2 pat. brush holder. 85 12lb. cotton mop heads. 1 25 Ideal No. 7 ... 90 Pails 2-hoop Standard ... 1 60 3-hoop Standard ... 1 75 2-wire, Cable ... 1 70 3-wire, Cable ... 1 90 Cedar, all red, brass ... 1 25 Paper, Eureka ... 2 25 Fibre ... 2 70 Toothpicks Hardwood ... 2 50 Softwood ... 2 75 Banquet ... 1 50 Ideal ... 1 50 Traps Mouse, wood, 2 holes ... 22 Mouse, wood, 4 holes ... 40 Mouse, wood, 6 holes ... 70 Mouse, tin, 5 holes ... 65 Rat, wood ... 80 Rat, spring ... 75 Tubs 20-in. Standard, No. 1.7 00 18-in. Standard, No. 2.6 00 16-in. Standard, No. 3.5 00 20-in. Cable, No. 1.7 50 18-in. Cable, No. 2.6 50 16-in. Cable, No. 3.5 50 No. 1 Fibre ... 10 80 No. 2 Fibre ... 9 45 No. 3 Fibre ... 8 55 Wash Boards Bronze Globe ... 2 50 Dewey ... 1 75 Double Acme ... 2 75 Single Acme ... 2 25 Double Peerless ... 3 25 Single Peerless ... 2 50 Northern Queen ... 2 50 Double Duplex ... 3 00 Good Luck ... 2 75 Universal ... 2 25 Window Cleaners 12 in. ... 1 65 14 in. ... 1 85 16 in. ... 2 30 Wood Bowls 11 in. Butter ... 75 13 in. Butter ... 1 15 15 in. Butter ... 2 00 17 in. Butter ... 3 25 19 in. Butter ... 4 75 Assorted 13-15-17 ... 2 25 Assorted 15-17-19 ... 3 25 WRAPPING PAPER Common Straw ... 1 1/4 Fibre Manila, white ... 2 1/2 Fibre Manila, colored ... 4 No. 1 Manila ... 4 Cream Manila ... 3 Butcher's Manila ... 2 1/2 Wax Butter, short c't. 13 Wax Butter, full count. 20 Wax Butter, rolls ... 15 YEAST CAKE Magic, 3 doz. ... 1 15 Sunlight, 3 doz. ... 1 00 Sunlight, 1 1/2 doz. ... 50 Yeast Foam, 3 doz. ... 1 15 Yeast Cream, 3 doz. ... 1 00 Yeast Foam, 1 1/2 doz. ... 58 FRESH FISH Per lb. White fish ... 10 @ 11 Trout ... 9 Black Bass ... 10 @ 11 Halibut ... 10 @ 11 Clasoes or Herring ... 5 Bluefish ... 11 @ 12 Live Lobster ... 25 Boiled Lobster ... 27 Cod ... 12 1/2 Haddock ... 8 No. 1 Pickerel ... 8 1/2 Pike ... 7 Perch, dressed ... 7 Smoked White ... 12 1/2 Red Snapper ... 12 1/2 Col. River Salmon 12 1/2 @ 13 Mackerel ... 12 @ 20 OYSTERS Cans F. H. Counts ... 37 Extra Selects ... 30 Selects ... 25 Perfection Standards ... 24 Anchors ... 22 Standards ... 22 HIDES AND PELTS Hides Green No. 1 ... 7 Green No. 2 ... 6 Cured No. 1 ... 8 1/2 Cured No. 2 ... 7 1/2 Calfskins, green No. 1 10 Calfskins, green No. 2 8 1/2 Calfskins, cured No. 1 11 Calfskins, cured No. 2 9 1/2 Steer Hides 60lb. over 9 Cow Hides 60 lb. over 8 1/2 Pelts Old Wool ... 50 @ 1 50 Lamb ... 50 @ 1 50 Shearings ... 50 @ 1 50 Tallow No. 1 ... @ 4 No. 2 ... @ 3 Wool Washed, fine ... @ 20 Washed, medium ... @ 23 Unwashed, fine ... 14 @ 18 Unwashed, medium 21 @ 22 CONFECTIONS Stick Candy Standard ... 7 Standard H. H. ... 7 Standard Twist ... 8 Cut Leaf ... 9 Jumbo, 32lb. ... cases Extra H. H. ... 9 Boston Cream ... 10 Olde Time Sugar stick 30 lb. case ... 12 Mixed Candy Grocers ... 6 Competition ... 7 Special ... 7 1/2 Conserve ... 7 1/2 Royal ... 8 1/2 Ribbon ... 8 Broken ... 8 Cut Leaf ... 8 English Rock ... 9 Kindergarten ... 8 1/2 Bon Ton Cream ... 8 1/2 French Cream ... 9 Star ... 11 Hand made Cream ... 14 1/2 Premio Cream mixed. 12 1/2 Fancy-In Pails O F Horehound Drop. 10 Gypsy Hearts ... 14 Coco Bon Bons ... 12 Fudge Squares ... 12 Peanut Squares ... 9 Sugared Peanuts ... 11 Salted Peanuts ... 12 Starlight Kisses ... 10 San Blas Goodies ... 12 Lozenges, plain ... 9 Lozenges, printed ... 9 Champion Chocolate ... 11 Eclipse Chocolates ... 13 Quintette Chocolates ... 12 Champion Gum Drops ... 5 Moss Drops ... 9 Lemon Sours ... 9 Imperial ... 9 Ital. Cream Opera ... 12 Ital. Cream Bon Bons ... 12 20 lb. pails ... 12 Molasses Chews, 15lb. cases ... 12 Golden Waffles ... 12 Fancy-In 5lb. Boxes Lemon Sours ... 50 Peppermint Drops ... 60 Chocolates Dips ... 60 H. M. Choc. Drops ... 85 H. M. Choc. Lt. and Dark No. 12 ... 1 00 Brilliant Gums, Cry. 60 O. F. Licorice Drops ... 80 Lozenges, plain ... 55 Lozenges, printed ... 60 Imperial ... 55 Mottos ... 60 Cream Bar ... 55 Molasses Bar ... 55 Hand Made Crms. 80 @ 90 Cream Buttons, Pep. and Wintergreen ... 65 String Rock ... 60 Wintergreen Berries ... 55 Old Time Assorted, 25 lb. case ... 2 50 Buster Brown Goodies ... 3 25 30lb. case ... 32 Up-to-Date Assmt. 32 lb. case ... 3 50 Pop Corn Dandy Smack, 24s ... 65 Dandy Smack, 100s ... 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s. 50 Cracker Jack ... 3 00 Pop Corn Balls ... 1 30 NUTS Whole Almonds, Tarragona ... 16 Almonds, Ivica ... 16 Almonds, California sft. shelled, new ... 14 @ 16 Brazil ... 10 Filberts ... 11 Walnuts, French ... 12 Walnuts, soft shelled. Cal. No. 1 ... 15 @ 16 Table Nuts, fancy ... 13 Pecans, Med. ... 9 Pecans, Ex. Large ... 10 Pecans, Jumbos ... 11 Hickory Nuts per bu. Ohio new ... 75 Cocoanuts ... 4 Chestnuts, per bu. ... 4 Shelled Spanish Peanuts, 7 1/2 @ 8 Peanut Halves ... 38 Walnut Halves ... 32 Filbert Meats ... 25 Alicante Almonds ... 36 Jordan Almonds ... 47 Peanuts Fancy, H. P. Suns. 6 1/2 @ 7 Fancy, H. P. Suns. Roasted ... 8 Choice, H. P. J'm-bo, Roasted ... 9 @ 9 1/2	

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon .55 6 00

BAKING POWDER
Jaxen Brand

JAXON

1/4 lb. cans, 4 doz. case 45
1/2 lb. cans, 4 doz. case 85
1 lb. cans, 2 doz. case 60

Royal



10c size. 90
1/4 lb. cans 135
6 oz. cans 190
1/2 lb. cans 250
3/4 lb. cans 375
1 lb. cans 480
3 lb. cans 1300
5 lb. cans 2150

BLUING

Arctic 4 oz. ovals, p. gro 4 00
Arctic 8 oz. ovals, p. gro 6 00
Arctic 16 oz. ro'd, p. gro 9 00

BREAKFAST FOOD
Grits

Walsh-DeRoo Co.'s Brands



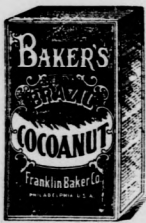
Cases, 24 2 lb. pack's. 2 00
CIGARS



G. J. Johnson Cigar Co.'s bd.
Less than 500. 33 00
500 or more. 32 00
.000 or more. 31 00

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case. 2 60
35 1/2 lb. pkg. per case. 2 60
38 1/4 lb. pkg. per case. 2 60
16 1/2 lb. pkg. per case. 2 60

FRESH MEATS

Beef

Carcass 6 1/2 @ 8
Forequarters 5 @ 6
Hindquarters 8 @ 9
Loins 10 @ 12 1/2
Ribs 9 @ 12
Rounds 7 @ 7 1/2
Chucks 5 @ 6
Plates @ 4

Pork

Dressed @ 5 1/2
Loins @ 9
Boston Butts @ 7
Shoulders @ 7
Leaf Lard @ 7

Mutton

Carcass @ 7 1/2
Lambs 9 @ 11 1/2

Veal

Carcass 4 1/2 @ 7

Karo

CORN SYRUP

24 10c cans 1 84
12 25c cans 2 30
6 50c cans 2 30

COFFEE

Roasted

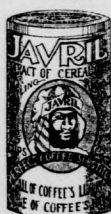
Dwinell-Wright Co.'s Bds.



White House, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
1st 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. De-
senberg & Co., Kalamazoo;
Symons Bros. & Co., Sag-
inaw; Meisel & Goeschel,
Ray City; Fielbach Co.,
Toledo.

COFFEE SUBSTITUTE

Javril



2 doz. in case 4 10

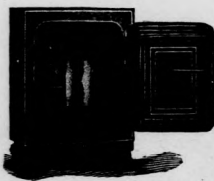
CONDENSED MILK

4 doz in case



Gail Borden Eagle 6 40
Crown 5 90
Champion 4 25
Daisy 4 70
Magnolia 4 00
Challenge 4 40
Dime 3 85
Peerless Evap'd Cream. 4 00

SAFES



Full line of the celebrated
Diebold fire proof safes
kept in stock by the
Tradesman Company.
Twenty different sizes on
hand at all times—twice
as many of them as are
carried by any other house
in the State. If you are
unable to visit Grand Ra-
pids and inspect the line
personally, write for quo-
tations.

SALT

Jar-Salt

One dozen

Ball's quart

Mason jars

(3 pounds

each) 85



SOAP

Beaver Soap Co.'s Brands



100 cakes, large size. 6 50
50 cakes, large size. 3 25
100 cakes, small size. 3 85
50 cakes, small size. 1 95

Tradesman Co.'s Brand



Black Hawk, one box. 2 50
Black Hawk, five bxs. 2 40
Black Hawk, ten bxs. 2 25

TABLE SAUCES

Halford, 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 Are the Largest
Mail Order House
in the World---
WHY?

Because we were the pioneers and originators
of the wholesale mail order system.

Because we have done away with the expen-
sive plan of employing traveling salesmen
and are therefore able to undersell any
other wholesale house in the country.

Because we issue the most complete and best
illustrated wholesale catalogue in the world

Because we have demonstrated beyond a shad-
ow of a doubt that merchants can order
more intelligently and satisfactorily from a
catalogue than they can from a salesman
who is constan'tly endeavoring to pad his
orders and work off his firm's dead stock.

Because we ask but one price from all our cus-
tomers, no matter how large or how small
they may be.

Because we supply our trade promptly on the
first of every month with a new and com-
plete price list of the largest line of mer-
chandise in the world.

Because all our goods are exactly as repre-
sented in our catalogue.

Because "Our Drummer" is always "the drum-
mer on the spot." He is never a bore, for
he is not talkative. His advice is sound
and conservative. His personality is in-
teresting and his promises are always kept.

Ask for catalogue J.

BUTLER BROTHERS

WHOLESALE OF EVERYTHING - BY CATALOGUE ONLY

New York Chicago St. Louis

*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. Write for it
This first.*

Summer Goods

We have the most complete
line of

Lap Dusters,
Stable Sheets,
Horse Covers,
Fly Nets,
Cooling Blankets, Etc.

all bought before the advance
in cotton. Our prices are
right. Send us your orders.
Write for Price-List.

Wholesale Only.

Brown & Sehler Co.

West Bridge St., Grand Rapids

INDIVIDUAL
TRADING
STAMPS

Our Individual Stamp System, which is con-
trolled by the merchant handling it, not only costs
less to operate than any other, but offers the pub-
lic greater inducements to trade at your store.

The premiums given in exchange comprise the
same assortment as handled by the stamp com-
panies and can be secured for one-half the number of
stamps.

Why lose your individuality through outside
stamps, when you can be your own stamp com-
pany at smaller cost and with greater results?

Our system is a "Cash Getter" and "Trade
Winner" and only one in a section can have it.

Full particulars for the asking.

TRADESMAN COMPANY

Grand Rapids, Mich.

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Sale or Exchange—Drug store in city of 3,000; invoices about \$3,500; good reasons for selling. Address No. 506, care Michigan Tradesman. 506

For Sale—\$2,000 stock groceries and fixtures in bustling town; two railroads; No. 1 farming country; right price. Reason for selling, other business. Address No. 497, care Michigan Tradesman. 497

For Sale—Bakery and restaurant; a fine business; good location; permanent business; a snap for a good man; will sell cheap. Address Lock Box 414, La-Porte, Iowa. 496

For Sale—On account of the death of the owner, a small stock of fine millinery must be sold immediately. Write or call on Milton J. Zavitz, Shelby, Oceana Co., Mich. 494

For Sale or Exchange for good farm—sawmill, average capacity 15,000 feet hardwood per day; lath mill, planers and matchers in connection; also retail lumber and wood yard. Mill is well equipped and one million of stock this year and prospects good for next. No competition, as this is the only lumber mill and yard in the town. E. A. Mesick Proprietor, Mesick, Mich. 491

For Sale—A modern eight-room house Woodmere Court. Will trade for stock of groceries. Enquire J. W. Powers, Houseman Building, Grand Rapids, Mich. Phone 1455. 498

For Sale—Stock consisting of bazaar goods, crockery, glassware, lamps and groceries; also fixtures; invoices \$1,300, centrally located in thriving town of 900 inhabitants; rent low; good trade and paying business. Ill health reason for selling. Address No. 499, care Michigan Tradesman. 499

If you want a first-class business, come to Wyoming and buy the Commercial Hotel, property and furniture. It's a money-maker and only first-class hotel in the city; I also have a building attached which has been used for a saloon and first-class. Address Commercial Hotel, Wyoming, Ill. 500

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

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 bustling town on the Pere Marquette Railroad for stock of merchandise or drug stock. Address Lock Box 214, Marion, Mich. 435

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 \$500. Address No. 471, care Michigan Tradesman. 471

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 bustling 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 Rift, N. Y. 475

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 Exchange or Sale—A highly improved 240 acre farm in Whiteside county, Illinois. James A. Hill, Mechanicsville, Iowa. 481

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

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 Walhausen, 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—Paying drug business; prosperous town Southwestern Michigan; average daily sales in 1903, \$27.00; invoices about \$3,000; stock easily reduced and no old stock; rent \$20; location fine; poor health reason for selling. Don't write unless you mean business. Address John, care Michigan Tradesman. 463

For Sale—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

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—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—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

Wanted—To buy stock of general merchandise from \$5,000 to \$25,000 for cash. Address No. 89, care Michigan Tradesman. 89

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 Rent—Large store building and basement. Good town, fine location. Address No. 971, care Michigan Tradesman. 971

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—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—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, 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.

Experienced Clerk wants position in third-class postoffice. Competent to take full charge. Best of references. Address L, care Michigan Tradesman. 505

Experienced drug clerk, not registered, wants a position at once. Good references. Address No. 483, care Michigan Tradesman. 483

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 lady clerk for general store, middle-age preferred. Good salary to right person. Address No. 504, care Michigan Tradesman. 504

Traveling Salesmen Wanted to sell our goods on commission outside of Michigan. Ready sellers everywhere. State territory, experience and references. Vanator Edge Tool Works, Grand Ledge, Mich. 503

Wanted—Registered or registered assistant pharmacist. State salary and experience. Address No. 487, care Michigan Tradesman. 487

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—Partner. I want a sober, energetic man with \$250 to manage business in Grand Rapids; \$15 per week wages, and half interest in the business; this is a good business chance, permanent situation; reference required. Address H. Willmering, Peoria, Ill. 592

Wanted—Partner. Manufacturer of ladies' muslin underwear; plenty of orders; wants party who can assist in factory or on the road; can furnish best of references. Address, C. T. Gorham, Kalamazoo, Mich. 507

Reduction Sales conducted by my new and novel methods draw crowds everywhere. Beats any auction or fire sale ever held. Cleans your stock of all sticklers. Quickly raises money for the merchant. A money maker for any merchant. Every sale personally conducted; also closing out sales. For terms and references write to-day. Address W. A. Anning, 86 Williams St., Aurora, Ill. 495

The Puzzle solved at last. Hamilton's Patent Charge Slip Separator, greatest time saver in bookkeeping ever invented. All using charge slips should have one, retail grocers especially. All segregated for the month. Used again for another month, etc. Small business, only book required. Best of references. Separator holding 3,000 slips \$6; 6,000 slips, \$9; 15,000 slips, \$17, etc. Last ten years. We are retailers, have no agents. Address the R. W. Hamilton Co., 933 Fifth St., San Diego, California. 492

A Position Is Open—Do you know where it is? We do. We have openings for high-grade men of all kinds—executive, technical, clerical—paying from \$1,000 to \$10,000 a year. High-grade exclusively. Write for plan and booklet. Haggoods (Inc.), Suite 511, 309 Broadway, New York. 37

Send stamp for latest catalogue Michigan fruit farms. Elkenburg, South Haven, Mich. 489

Spring Opening Souvenirs—Unique, popular, inexpensive yet productive of big results. Send for particulars. W. E. Cummings & Co., 458-460 State St., Chicago, Ill. 204

A three station Davis Cash Carrier for sale. C. E. Doyle, Marlette, Mich. 449

To Exchange—80 acre farm 3 1/2 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

Young Man—High school graduate preferred, to prepare for lucrative Government position. Begin with \$300 salary. Gradual increase as deserved. Permanent. Box 570, Cedar Rapids, Ia. 413

TRADESMAN ITEMIZED LEDGERS

SIZE—8 1/2 x 14.
THREE COLUMNS.

2 Quires, 160 pages.....	\$2 00
3 Quires, 240 pages.....	2 50
4 Quires, 320 pages.....	3 00
5 Quires, 400 pages.....	3 50
6 Quires, 480 pages.....	4 00

INVOICE RECORD OR BILL BOOK

So double pages, registers 2,880
invoices.....\$2 00

Tradesman Company
Grand Rapids, Mich.

IN LINE.

Hancock Business Men Fully Organized.

Hancock, May 14—A meeting of the Hancock Business Men's Association was held in the city hall last night with President Baer, Secretary Close and a number of business men present.

One of the purposes of the meeting was to organize on a permanent basis, with a regular membership, paying annual dues, holding regular meetings at stated intervals and having a constitution and by-laws. A fee of five dollars per year was first proposed, but it was suggested that a smaller fee would be better, as it was desired to have the membership as large as possible, to include not only those directly engaged in commercial pursuits, but manufacturers and professional men and their employees, and a large fee might deter many from becoming members. One dollar a year was suggested as a sufficient amount for annual dues and on motion this sum was decided upon. A membership committee to call upon business men and manufacturers will solicit members and collect the dollar from each. Meetings of the organization will be held once a month, the second Monday evening of each month being selected as the best for the purpose.

The drafting of a set of by-laws and constitution was left to the executive committee, consisting of the president, secretary, vice-president and treasurer, and it will be based upon those governing similar bodies elsewhere.

A change of name was suggested by President Baer, the designation Business Men's Association not appearing sufficiently broad in its application, and he thought a name might be selected which would include the foundry men and manufacturers generally. He proposed the name Merchants and Manufacturers' Association. It was objected that many might wish to belong to the Association who were neither merchants nor manufacturers but who were business men, and the present name seemed more suitable. Dr. Scholer submitted the suggestion that the name be made the Business Men's and Industrial Association, but it was argued that this was too long and the subject was dropped without a change being made.

E. M. Lieblein was asked to report in regard to the steamship freight matter. He briefly stated that the Mutual Transit Co., through General Manager Noble, had agreed to carry Portage Lake freight and would have four of its large steel vessels make regular calls at Hancock during the season. Docking arrangements had been made at Detroit to receive freight and the company has good connections with three of the largest of the eastern railways, so that as good, if not better, transportation facilities will be afforded by the new arrangement as were afforded by the Anchor line.

Secretary Close read a communication from the Detroit Board of Commerce endorsing and supporting

the action of the Hancock Business Men's Association in regard to the steamship matter. It was proposed that stickers reading "Vit Mutual Transit Company" be sent to eastern houses to be pasted on shipments of goods. The secretary said that Mr. Lloyd, the Mutual company's representative, when in Hancock recently, had stated that the company would cheerfully furnish the stickers.

The matter of taxing traveling merchants and peddlers was taken up and the Marquette ordinance governing the subject was read. It was urged that such a law was necessary for the protection of local dealers and a law licensing peddlers and especially auctioneers was urgently advocated. In regard to the latter an almost prohibitive license was recommended to keep them out of Hancock. It was stated by former Mayor Scott that similar laws passed elsewhere could not be enforced, but the existence of such a statute would doubtless tend to reduce the number of objectionable dealers. On motion of C. A. Wright a resolution was adopted requesting the drafting and passage by the city council of an ordinance providing for the licensing and regulating of peddlers, hawkers, auctioneers and itinerant retail vendors of various kinds selling from samples from house to house.

Port Huron Offered Cheap Telephone Rates.

Port Huron, May 15—A proposition of the Michigan State Telephone Company to "go easy" on Port Huron business men in the matter of rates for service to Detroit and other places where considerable business is done, occupied some attention at the last meeting of the Merchants' and Manufacturers' Association. The plan is to allow Port Huron people to enter into a contract for 500 minutes' talk with Detroit at 15 cents per minute instead of 35 cents as is charged at present for a single conversation. The matter was first presented to those at the meeting by William Canham, and as the present rates are high for those who have to talk a great deal with Detroit and other places, the knowledge of the opportunity to cut down the expense was very welcome. Other towns may also come into such a contract for the benefit of Port Huron people and an average rate between these places be settled upon at which to talk when on a contract of 500 minutes. Mr. Canham said that while he had often with the old rates talked with Detroit a dozen times a day he now tried to get all his business into one small telegraph message. With the new system of talking on a contract he can afford to use the 'phone.

The M. and M. annual excursion brought out a moment's conversation. The committee appointed to look after the excursion has not reported. Secretary Percival said that W. C. Britton, district passenger agent of the P. M. Railway, has offered the Association a dollar rate to Saginaw and return if the members decide to go there this year.

Secretary Percival reported that the amount cleared on the last M. and M. party was \$22.25.

The Metropolitan-Freeman Litigation.

Saginaw, May 16—Last March it was announced that D. B. Freeman had purchased the business of the Metropolitan Dry Goods Co. Subsequently the deal was not consummated, and later Mr. Freeman brought suit against the Metropolitan Dry Goods Co. for damages. A plea of general issue was filed and an amended plea and notice were filed. The notice declares that on March 1, 1904, the Metropolitan Dry Goods Co. was engaged in business at 118 and 122 North Franklin street and that the business represented an investment of upwards of \$60,000, and that the good will of the business, established trade, etc., were worth 10,000 more than M. W. Tanner of the Saginaw Dry Goods & Carpet Co. was negotiating for the purchase of the business and that he offered \$25,000 preferred stock of the Saginaw Dry Goods & Carpet Co. for the stock and good will of the Metropolitan Dry Goods Co.; that while these negotiations were pending D. B. Freeman, by his authorized agent, S. D. Covert, offered \$27,500 for the assignment of all the stock of the company, and, in addition, offered to pay the outstanding claims against the company as of date Feb. 1. It was agreed that he should take possession and pay for the property on March 17. The agreement was a verbal one, and to bind the same \$5,000 was paid to the Metropolitan Co.

The plaintiff, Mr. Freeman, was given access to the store at once and proceeded to examine the books, rearrange the stock and change price marks. The Metropolitan Co. was ready to carry out its agreement, but was notified on March 16 that the offer of Mr. Freeman was unauthorized and void.

The defendant claims that the \$5,000 paid was a guarantee of good faith and was the stipulated forfeit if the agreement was not carried out. It claims that the damage to the business on account of the advertised transfer, the closing of the store, the interruption of the business and the loss of reputation exceeded \$5,000, and was of the value of \$15,000.

Calumet and Red Jacket Business Men United.

Calumet, May 13—A meeting of the representative business men of Calumet was held at the council chamber in the Red Jacket town hall last night for the purpose of taking preliminary steps looking to the organization of a Business Men's Association. The meeting was called to order by John R. Ryan. W. H. Hosking was chosen Chairman of the meeting and John D. Cuddihy appointed Secretary.

Mr. Ryan spoke at some length on the objects of the proposed organization. He said that it was a necessity in the city of Calumet and its usefulness would be found of value in dealing with the issues that rise in a city the size of Calumet. Mr. Cuddihy also spoke in favor of the organization. He said that the city of Calumet was peculiarly situated and that there were no especial sites

to offer for industries, but the proposed association could be used to a good advantage in dealing with public questions affecting the community at large. F. S. Coggin and W. H. Hosking also spoke along similar lines.

After the purpose of the organization had been explained a paper was circulated for the purpose of securing signatures of all those present who desired to join with a view of determining the advisability of continuing further with the organization. Thirty-four names were secured from those present. A committee consisting of four members was appointed to collect the membership fee of \$3 per year, which was designated as a fee for those who wish to join and for soliciting new members. The members of the committee are F. S. Coggin and Clyde Mackenzie, of Laurium, and J. D. Cuddihy and Fred Guck, of Red Jacket. The committee will endeavor to secure a membership list of at least 100 and the prospects after last night's meeting seem to be very good.

Battle Creek—Robert Longman has taken a position with the Pittman-Coates Hardware Co., having resigned his place in the Bock Hardware store.

J. H. Herdman has been assigned to new territory in Northeastern Ohio by the Fletcher Hardware Co., of Detroit.

Business Wants**TOO LATE TO CLASSIFY.****BUSINESS CHANCES.**

For Sale—Bazaar and soda fountain; splendid business; hustling town; fine brick store building; reasonable rent; good location; no opposition. H. M. Dutton, No. Branch, Mich. 510

HELP WANTED.

Wanted—Good all-round man in men's furnishings, shoes, hats or in general store; give reference and wages. Address C. L. N., care Michigan Tradesman, 509

MISCELLANEOUS.

Store decorating, store advertising, window trimming and all the latest ideas and methods in store management, with profuse illustrations, designs, etc., in the Window Trimmer and Retail Merchants' Advertiser, Chicago and New York. Subscription \$1 per year; sample copy 10 cents. Publication office, Mt. Vernon, N. Y. You want it. 511

Wanted—Agents to handle our duplicating sales books and credit system. Write for particulars. Battle Creek (Mich.) Sales Book Co., Ltd. 508

Strawberries

Lots of them; Fine Quality; Cheap. Prospects fine from now on. We will have refrigerator car daily. Price expected to rule about \$2.25 for 24 quart cases. Our buyer is now in Tennessee.

We want your standing order for Daily Shipment. Will bill low as possible each day.

The Vinkemulder Company

Carlot Receivers and Distributors

Grand Rapids, Mich.