

MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, JUNE 1, 1904

Number 1080

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

Correspondence Solicited.

NOBLE, MOSS & COMPANY
BANKERS

Union Trust Building, Detroit, Mich.

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

The William Connor Co.

**WHOLESALE CLOTHING
MANUFACTURERS**

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

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

Commercial Credit & United

WIDDICOMB BLDG GRAND RAPIDS.
DETROIT OPERA HOUSE BLOCK, DETROIT.
WE FURNISH PROTECTION AGAINST
WORTHLESS ACCOUNTS
AND COLLECT ALL OTHERS

Collection Department

R. G. DUN & CO.

Mich. Trust Building, Grand Rapids

Collection delinquent accounts; cheap, efficient, responsible; direct demand system. Collections made everywhere—for every trader. C. E. McCrone, Manager.

IF YOU HAVE MONEY

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

Martin V. Barker
Battle Creek, Michigan

Have Invested Over Three Million Dollars For Our Customers in Three Years

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 The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.

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

IMPORTANT FEATURES.

- Page.
2. Closed Shop Illegal.
 4. Around the State.
 5. Grand Rapids Gossip.
 8. Editorial.
 10. Forty Years Ago.
 12. Butter and Eggs.
 14. Meat Market.
 16. Clothing.
 18. Plaint of the Poet.
 19. The Merchant's Friend.
 20. Shoes.
 22. World's Supply of Perfumes.
 24. Hardware.
 26. Jimmy Moriarity.
 28. Woman's World.
 30. If Japan Should Win.
 32. Women in Business.
 34. New York Market.
 36. The Closed Shop.
 38. Dry Goods.
 40. Commercial Travelers.
 42. Drugs and Chemicals.
 43. Drug Quotations.
 44. Grocery Price Current.
 46. Special Price Current.

EPOCH-MAKING DECISION.

Fair minded men generally will hail with delight the sweeping decision of the Court of Appeals of Cook county, Ill., in which it is held that any employer of labor who signs an exclusive contract with a union, by which he agrees to employ union men exclusively, is guilty of criminal conspiracy and can be punished by criminal action and is liable for damages in civil action also. This is one of the most wholesome decisions ever handed down by a court, and as the decision of the trial judge is acquiesced in by the other two judges on the bench it is not thought that the Illinois Supreme Court will fail to sustain the decision in the event of an appeal.

This decision points out clearly wherein the operations of labor unions enter the domain of the criminal. It will be an unassailable barrier and protection for employers, as the terrorism of labor unions is directly rebuked by Judge Adams. It is not likely that the contract agreements for the closed shop can survive this decision. The court holds that the closed shop is a crime. So the employer will have unanswerable reasons in future for refusing to become particeps criminis with labor union leaders in any agreement, oral, written or implied, for the maintenance of the closed shop anywhere. It is no exaggeration to say that the opinion means the legal death of the closed shop and the triumph of the non-union man's right to an open shop, where he may have an equal chance with the union worker to obtain and retain employment.

All other economic and legal questions aside, it now becomes a complete answer to the demand of the closed shop that the law stamps such an arrangement as a criminal conspiracy. It is elementary that the crime of conspiracy consists of a combination of two or more persons

to effect an illegal purpose, either by legal or illegal means or to effect a legal purpose by illegal means. The dispute has always been as to whether a contract not to employ non-union labor is an agreement to effect an illegal purpose. It has been asserted over and over again by those advocating the closed shop that an agreement to employ only union labor is perfectly legal and binding.

The courts have frequently heretofore held illegal an agreement among members of an association to withdraw their patronage from anyone who sold to one who was not a member of the association or an agreement which permitted members of an association to make purchases only from such as sell exclusively to members of the association. The Tradesman has never been able to appreciate the distinctions which some courts have endeavored to make between cases of the kind indicated and cases where the right to employ non-union labor was involved. There is no doubt that persons may combine for legitimate purposes and that an individual may refuse to deal with any particular person or class of persons and base such refusal upon mere whim or caprice, but it has always been the opinion of the Tradesman that a number of persons can not combine with the object of compelling the adoption of a contract which prohibits the employer from employing non-union labor.

If such a contract is entered into it is illegal and under the decision of the Appellate Court constitutes a criminal conspiracy, to which not only the union but the employer becomes a party and for which not only the employe but the employer is subject to fine or imprisonment in the penitentiary, or both, under our criminal statutes. There are a vast number of manufacturing concerns in this State that have written contracts with labor unions which prohibit the employment of non-union labor. Under this decision of the Appellate Court many hundreds, if not thousands, of employers, as well as many thousands of employes, have thus deliberately become parties to a criminal conspiracy of which the contracts furnish the written and unanswerable proof. Where such arrangements exist the crime can not be wiped out by the cancellation of the contracts, but a continued recognition of the binding force of such contracts, in the light of the recent decision of the Appellate Court, may create trouble of a kind little dreamed of by those who have permitted themselves to be forced or lulled into them.

The fact that laborers have the right to refuse to work for a man who does not employ union labor, or in order to better their condition or

advance their wages, does not authorize the making of a contract under which the employer is compelled to employ only union labor and to discharge non-union labor. The rights of the employer and employe are and should be synonymous, but employes can not, by combination or union, without committing the crime of conspiracy, force employers to agree to employ only union labor. When employers do become parties to such an agreement they are equally guilty of conspiracy.

The opinion of the Appellate Court should be studied at once by every employer of labor in this State and when the employer awakes to the situation that he is a party to a criminal conspiracy the floodgates will open and non-union labor will receive the protection that all of the courts have heretofore been unable to give them.

The prune dealers are receiving very discouraging reports from the prune crop of the Pacific coast. Some place the estimate for the present crop at little over 50 per cent. of that of the preceding year, or 75,000,000, against 145,000,000 pounds for the preceding season. Unfavorable weather conditions and a severe storm through the California district are assigned as the chief causes of the predicted shortage.

Four Chicago shoe manufacturers voluntarily surrendered the union stamp last week—the J. E. Tilt Shoe Co., the J. P. Smith Shoe Co., Cohl-Davies Shoe Co. and the Silt, Kenny Shoe Co. All of these manufacturers found the union stamp a drawback instead of an advantage and the domination of the union so irksome that life had no charms and business no attractions.

Members of the hardware trade are complaining of a practice which is said to be prevalent of substituting wire for iron nails. It is claimed that where the supply of the latter is light the former are being forwarded in their stead, and with the wrong label on the top of the keg.

We are to be rewarded, not only for work done, but for burdens borne, and I am not sure but that the brightest rewards will be for those who have borne burdens without murmuring.

Providence has nothing good or high in store for one who does not resolutely aim at something high and good. A purpose is the eternal condition of success. Nothing will take its place.

Language conceals more than it expresses.

CLOSED SHOP ILLEGAL.**Contracts To Hire Union Men Only Are Criminal.**

Union labor's restrictions excluding the nonunion workman from "unionized" factories, stores and workshops have been branded as outlaw regulations in an epoch-making opinion handed down last week in the Appellate Court of Cook county, Ill. In the opinion, which was written by Judge Adams, with Judges Windes and Ball concurring, the "open shop" for which employers have been contending is vindicated and upheld, while its antithesis and rival, the "closed shop," enforced by the unions, is permanently put outside the breastworks of legality, as contravening and abridging the contract rights guaranteed by common law and the laws and constitution of the State of Illinois.

In the important matter of contract rights the decision is the most sweeping imaginable. It holds that "closed shop" agreements exacted from employers by labor unions constitute an illegal infringement of contract rights and that the provision in such agreements binding an employer to hire none but members of a labor union is an illegal abridgement of liberty, discriminating in favor of one class of working people and excluding all others.

A startling phase of the decision is that it puts into the hands of the nonunion man, should he care to avail himself of the privilege, one of the most powerful weapons in the law's great armory. This formidable weapon is found in the taint of "criminality" which the decision attributes to the conduct of the parties contracting to maintain or establish the "closed shop."

The employer who signs the closed shop contract, as well as the labor union which procures his signature by threats of strikes or in other ways, is in this opinion held to be amenable to the criminal laws for conspiring to injure the property rights of a workman in his labor.

"If in the future any employer signs a closed-shop agreement with union or nonunion workers," said one of the leading lawyers in the case, "such employer will do so with the full knowledge that he is laying himself liable to the criminal as well as the civil code and that any nonunion or union workman excluded under the signed agreement has a double-edged weapon of the law with which to enforce his right to be free from the handicap of a conspiracy of discrimination when he seeks employment in any workshop, store, factory or other place of business."

It will even be a crime to submit a closed-shop agreement in the future to an employer for his signature. For it is itself a crime to ask anybody to commit a crime.

From this point of view the decision may be regarded as putting a ban of criminality as well as illegality upon all the closed-shop agreements actually obtained or vainly demanded by members of labor unions from their employers. Should the employer be able to show that he signed

the closed-shop contract under the compulsion of a threatened strike he may be able to escape liability. But in every case where he enters into the exclusive agreement voluntarily the employer is likely to be adjudged equally as guilty under the law as the labor union members or officials at whose solicitation he executes the illegal contract.

Contracts or agreements for the maintenance of the closed shop are therefore merely so much worthless paper. From the point of view of law and constitutional guarantees they are even worse than worthless. It might be that the very act of circulating them would be construed to be a crime, and it certainly could not be a very safe or comfortable thing for a walking delegate or other labor leader to be caught with a supply of them in his pockets. Mere possession of them might not be deemed a crime, but should any of the documents have a bona fide signature a good deal of trouble might follow at the hands of anybody who should care to put the machinery of the courts in motion.

Another remarkable feature of the ruling is that under its terms all the closed-shop contracts wrung from employers under duress or threats of strikes or other troubles are obviously rendered null and void. Employers cannot be held by them to the maintenance of the closed shops promised. The agreements have no binding force in law, the employer incurs no legal obligation under them, the performance of none of the restrictive regulations will be enforced by a court and the members of the labor unions secure no legal rights or advantage from the employer's signature.

What is more, it even seems that union workers who have wrung a closed-shop agreement from an employer are really worse off for having obtained it. For in the event that they strike to enforce its terms they incur an additional responsibility under the criminal laws—an additional responsibility that would not exist if the illegal contract had not been obtained.

It is likely, therefore, that this momentous decision will be of more far-reaching effect than is yet dreamed of either by the union workers or the employers. How it can fail to influence the employers is not an easy thing to reason out. Almost without a doubt it will "stiffen their backbones" in the fight they have been making for "the open shop." But what is even more significant is that the decision—should it be upheld, as seems certain, in the supreme tribunals of the State or nation—is practically certain to result in the complete abrogation of the "closed-shop" contracts between employers and employees, as neither of the traditional parties to such contracts will care to place themselves in the power of the criminal prosecutors.

In the true and liberal sense the death knell of the closed shop has, therefore, been sounded in Illinois.

Indictments and criminal trials and convictions of the parties to such agreements, whether employers or employees, might be sought and obtained at any time in the local courts, and it is hardly probable that any reckless risks of that sort will be invited.

On the broad and high ground of the public good the closed shop is condemned by the Appellate Court. The system is declared to be in restraint of trade. In this sense the ruling may have an important bearing on that most momentous issue of the times—the problem of curbing and regulating the great industrial trusts or monopolies. Judge Adams places "the union labor trust" on the same plane with the industrial trusts as an agency whose inevitable tendency is to restrain trade. His opinion on this interesting point is emphatic and leaves not a single loophole of escape for the labor union system placed under the ban.

It is one of the first great judicial opinions, if not the very first, in which union labor is pronounced a "trust in restraint of trade." With inexorable logic the jurist shows how the closed-shop agreement demanded by union labor is in its essence a trust and tends to create an illegal monopoly in favor of one class of workmen—the members of labor unions.

Inasmuch as no citizen may lawfully bind himself by contract never to do work of any kind during his lifetime, neither can he contract or conspire to keep others idle for all time unless they do a certain thing to please him—join a labor union. He may individually deny work to nonunion working people, but he can not legally contract to deny work to any particular worker or class of workers. Should he do anything of the sort he would be guilty of an unlawful conspiracy—a conspiracy in restraint of trade and subversive of sound public policy—and he is liable to be punished as one of a despotic band of conspirators and ostracisers.

Eminent lawyers have held for some time that the closed shop contract of the labor unions was a violation of the common law and the civil code as well as the criminal statutes. It was so held in a sensational opinion delivered some months ago by the law firm of Moran, Mayer & Meyer to the Illinois Manufacturers' Association. It was so maintained in the brief of Tenney, Coffeen & Harding, Allen & Wesemann and James H. Wilkerson submitted to the Appellate Court in the famous Kellogg strike case—that case that has just been decided against the closed shop in the opinion of Judge Adams.

All the law on the subject has been presented in the great argument compiled by Attorneys Tenney and Wilkerson. The appeal was from the injunction granted by Judge Holdom against the strikers at the plant of the Kellogg Switchboard Company.

For the strikers Attorney Clarence S. Darrow submitted a brief which the court has quoted "as illustrative

of their view of the case," as follows:

"How do picketing, patrolling or even slugging affect property rights except in the most fantastic sense? Injury to business has no independent existence whatever, because business has no tangible existence to be injured in the true and unperverted sense."

But the court very promptly rejects and scouts Mr. Darrow's fantastic interpretation of the law, citing against counsel as "elementary principles" that "a man's business is his property" and "that the freedom of business, action lies at the foundation of all commercial and business enterprises."

The gist of Judge Adams' opinion is contained in the following synopsis copied from the records of the Appellate Court:

"In the present case we think the petitions amply sufficient; that it is not necessary that one shall be a party to the bill or officially served with the writ in order for him to be bound by the injunction, but only that he shall have actual notice of it. It is contended that the contempts are criminal and appellants should have been discharged on their answers. The relief sought is a permanent injunction and preliminary thereto a temporary one of the same character as the permanent one prayed. Manifestly the preliminary injunction is for the benefit of the complainant and therefore its enforcement is for its benefit.

"The injunction and its enforcement being for the complainant's benefit, the proceedings must be regarded as civil. Appellant's counsel object to the overruling by the court of motions for bills of particulars and to a hearing on affidavits instead of calling witnesses and examining them in open court. It was clearly a matter within the discretion of the court as to whether or not a bill of particulars should be ordered. And we are of the opinion that bills of particulars were unnecessary to enable appellants to prepare their defense, as the affidavits setting forth the facts are made a part of the informations. Defendants admitted that they were picketing complainant's place of business and interfering with its employees and with persons seeking employment with it, notifying them of the strike and persuading the former to leave its employ and the latter not to enter it.

"Appellants deny that they used force, threats or intimidation of any sort and say they were peaceable and mildly persuasive. But the very presence of a large number of pickets, with the avowed purpose of preventing plaintiff's employees from remaining in its employ and of preventing those seeking employment from entering it was in itself intimidation. When a thousand laborers gather around a railroad track and say to those who seek employment they had better not, and that advice is supplemented every little while by a terrible assault upon one who dis-

(Concluded on page six.)

STAPLE AS GOLD

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

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

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

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

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

It never fails to satisfy the consumer.

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



Movements of Merchants.

Pontiac—John Kallenbach has sold his grocery stock to Lane & Co.

Lyons—Jacob Lund succeeds A. Buchanan in the confectionery business.

Detroit—Wm. Young has purchased the grocery stock of Van Norman & Co.

Elsie—R. T. Cameron has sold his drug stock to Travis & Baker, of St. Johns.

Lansing—Elias L. Boughner has opened a grocery store at 510 Main Street, West.

Bannister—Jacob Weidner has sold his hardware stock to E. H. Weston, of Bay View.

Clare—Melvin P. Anders, dealer in furniture and crockery, has sold his stock to Geo. W. Easler.

Bannister—E. H. Weston succeeds Jacob Weidner in the hardware, implement and coal business.

Ann Arbor—Wm. Randall has embarked in the grocery business in the Shadford building on the North Side.

St. Johns—F. M. Vredenburg has engaged in the agricultural implement business, having purchased the stock of Clavey & Hafelein.

Freeland—Wm. I. Preston has purchased the interest of his partner in the general merchandise business of Preston & Rothgang.

Byron Center—W. P. Manning has exchanged his general merchandise stock for the boot and shoe stock of B. Sterken, at Holland.

Thompsonville—J. E. Farnham will shortly retire from general trade on account of failing health. He will locate in Southern California.

Traverse City—Will Hopkins has opened a grocery store at 806 East Front street. The Hannah & Lay Mercantile Co. furnished the stock.

Detroit—The Dean Painting & Decorating Co. continues the wall paper and paint business formerly conducted under the style of Dean, Demersal & Co.

Ionia—Wm. G. Longe & Son is the style of the meat market at the old East End stand, W. Fred Longe having associated himself with his father in the business.

Lansing—John Donahue is erecting a grocery and meat market at the corner of Saginaw and Sycamore streets. It will probably be ready for occupancy about August 1.

Hastings—Chas. Daley, formerly connected with Wright Bros., has purchased the general merchandise stock of W. D. Reynolds, at Carleton Center, and has already taken possession of same.

Negaunee—D. Benyas has bought the interest of his partner, Isadore Poltrowitz, in the jewelry business conducted under the name of D. Benyas & Co. Mr. Poltrowitz has taken a permanent position in a store at Hazelton, Pa., where he took his wife early in the winter for the benefit of her health.

Lansing—J. G. Reutter has purchased the meat market at 322 Washington avenue, south, which he sold some time ago to August C. Roller. Mr. Roller retires from business on account of ill health and will sail for Germany the latter part of this month.

Pittsford—The Pittsford Mercantile Co. has been organized to engage in men's furnishing goods, boots and shoes and hardware. The corporation is capitalized at \$25,000, held as follows: B. A. Bonditch, 1,300 shares; C. W. Byers, 200 shares, and E. T. Benty, 20 shares.

Flint—W. A. Samuels has sold the stock of the Flint Cloak, Suit and Fur store to A. A. Thomas, of Saginaw, and will re-engage in the lumber business. The new proprietor has for many years been connected with the Friedman Cloak & Suit House, at Saginaw.

Harrietta—William Barry, who was seriously burned last Tuesday evening by the explosion of acetylene gas in the store of Barry Brothers & Curtis, is not in a dangerous condition, although his injuries are painful and may leave scars. Several hundred dollars' damage was done to the building and its contents.

Ypsilanti—T. M. Henderson, who bought the dry goods stock of Bert Comstock at the time of the late bankruptcy, will remove the unsold goods to Ovid, whither he will leave shortly. The store has been leased for a term of five years to Bullo & Schiappacasse, of Detroit, who will occupy it as a fruit and confectionery store.

Newaygo—Arthur Dysinger has sold his bakery and restaurant to Mrs. Louisa Koon, of Grant. Mr. Dysinger will not remove his cigar factory plant to Grant, as reported, but will remain at this place. He at one time contemplated removing to Grand Rapids, but as a bonus of \$1,500 has been tendered him, he will remain at the old stand.

Flint—George Taylor, of Detroit, and at one time a member of the firm of Marr & Taylor, has purchased an interest in the business of the dry goods house of Hoyt & Co., composed of G. R. Hoyt and his son, Stewart Hoyt. The change will enable the senior member of the firm to retire from active business after a long mercantile career. The new style is Hoyt & Taylor.

Manufacturing Matters.

Adrian—The capital stock of the International Machine Co. has been increased from \$50,000 to \$75,000.

Reed City—The Welsh Manufacturing Co. will engage in the lumber yard and building material business.

Detroit—The Mohawk Pants & Overall Co. succeeds Samuel J. Selinsky in the manufacture of pants.

Detroit—The Willard K. Bush Co., manufacturer of pants, overalls and skirts, is succeeded by H. R. Stoepel & Co.

Elmira—C. E. Honeywell has moved his handle factory from Farwell to this place and is putting the machinery in the Mahoney mill, having leased the property.

Detroit—The Automatic Tinning Machine Co. has been organized to manufacture automatic tinning machines. The capital stock is \$1,000, which is all held by A. VandeWich except two shares.

Calumet—The Wieder Harness Co. has been formed to engage in the manufacture of harnesses. The capital stock is \$20,000. The incorporators are Henry M. Geneke, Conrad Wieder and Granville Benson.

Manistee—W. H. Kinsley and Alfred Irving have bought the interest of E. D. Ellsworth in the Michigan Iron Works. The remaining interest is held by W. E. Brown, who came here with Mr. Ellsworth to engage in the manufacture of cement block machinery, concrete mixers, and similar tools.

South Frankfort—Crane Bros., vessel owners, land and timber agents and manufacturers of lumber and shingles, have merged their business into a corporation, with an authorized capital stock of \$50,000. The members of the company and the stock held by each are as follows: Martin Crane, 300; Jas. R. Crane, 150, and Barnard Brown, 50.

Detroit—The F. B. Eby Co. has merged its business into a corporation for the purpose of engaging more extensively in the manufacture of wood and metal articles. The new company is capitalized at \$25,000, the stockholders being as follows: F. B. Eby, 840 shares; Benj. Noble, 190 shares; C. F. Tunstead, 120 shares, and N. S. Praigg, 100 shares.

Port Huron—The Merchants' & Manufacturers' Association has under consideration the propositions of five different industrial concerns which desire to locate in this city, providing proper inducements are offered. The J. C. Tappe Tanning Co., of Allegheny, Pa., wants to locate a glove factory employing 150 girls. A Cleveland match factory employing 100 hands wants to come if \$15,000 is added to its capital in this city. A furniture factory wants a site with 20,000 square feet of floor space and a plow works will move here if citizens subscribe for \$75,000 of its stock.

Worse Scheme Than the Trading Stamp.

Saginaw, May 30—For several days past agents of a new Detroit paper have been canvassing the city, exploiting a paper scheme unlike anything now in existence. They have presented a proposition to all of the leading merchants as well as a large number of the smaller ones. Thus far little business has been done, owing to the past experience Saginaw merchants have had with similar schemes.

The proposition as explained by a leading business man recalls the trading stamp with all its evil. It is somewhat different, although the results are very much alike. A paper to be known as "The U. S. Daily," a Detroit publication to be, is the basis of the scheme. This paper will not be sold upon the streets or to regular subscribers. Its circulation will be established through the medium of the retail stores. The papers are to be sold at a rate of a half cent each

to the retailers, who in turn give a paper free to every purchaser who spends ten cents with them. For expenditures of over ten cents a coupon is given, one for each additional ten cents. For instance one dollar would buy in addition to the merchandise a paper and nine coupons, which are redeemable at the office of the coupon company and certain prizes received. The agents represent that the paper is to be published first on September first and that its circulation will then be half a million. It is proposed to have a news correspondent and a business agent in every city. Advertising will be the revenue of the paper and local advertisers will get their space at so much per inch. Willis J. Abbott is credited with the editorial responsibility of the new publication.

The proposition did not prove very inviting to anybody. In discussing it with a representative of this paper an officer of the Retail Merchants' Association said yesterday: "Local business men cannot afford to let this scheme get any foothold in this city. It is much worse than the trading stamp evil and I hope to see the Association give it a stamp of disapproval at its meeting. As a matter of fact I do not regard it as a fair business proposition and would be opposed to it in any form. We are selling goods too close now to have to offer inducements. I certainly hope that the agents of this paper will attend the meeting."

An ex-officer said: "The Association won the trading stamp fight. Now it has a harder one and I certainly hope it will win. The scheme is the most dangerous we have been asked to give our attention to. I was called upon by its promoters and refused to have anything to do with it. Thus far the reception they have met has been a chilly one I understand."

Debating Between Detroit and Bawbeese Lake.

Lansing, May 30—The grocers and butchers have not yet decided definitely upon the place for holding their next annual picnic.

The committee appointed to confer with the Pere Marquette officials in regard to the fare to be charged if Detroit was selected reported that the railroad company had made them a rate, but it was not entirely satisfactory. Another meeting will be held with the officials and if a better offer cannot be secured, the picnic will be held at Bawbeese Lake. It is understood the Lake Shore officials have made the committee a good offer, if it shall be decided to visit that resort.

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 Produce Market.

Asparagus—60c per doz. bunches.
 Bananas—\$1@1.25 for small bunches and \$1.75 for Jumbos.
 Beans—\$1.50@1.65 for hand picked mediums.
 Beets—New bring \$1 per box.
 Butter—Creamery has declined another cent, being now held at 18c for choice and 19c for fancy. Receipts of dairy are overwhelming local dealers, it being almost impossible to keep the receipts graded as fast as they arrive. Prices are steady on the basis of 9@10c for packing stock, 11@12c for common and 13@14c for choice. Renovated, 15@16c.
 Cabbage—\$2.25 for Florida and \$3 for Mississippi; Mobile, \$2.50.
 Carrots—40c per doz. for Southern.
 Cocoanuts—\$3.50 per sack.
 Cucumbers—60c per doz. for home grown.
 Eggs—Local dealers pay 13½@14½c on track, holding case count at 14@15c and candled at 15@16c. The price is much easier than a week ago.
 Game—Live pigeons, 50@75c per doz.
 Green Onions—Evergreens, 15c per doz.; Silver Skins, 20c per doz.
 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@3.50 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—Bermudas fetch \$2 per crate. Egyptians command \$3.50 per sack. Southern (Louisiana) are in active demand at \$2 per sack. Silver Skins (Texas) fetch \$2.50 per crate.
 Oranges—California Navels range from \$3 for choice to \$3.50 for fancy. California Seedlings, \$2.75; Mediterranean Sweets and Bloods, \$3@3.25.
 Parsley—30c per doz. bunches for hot house.
 Pie Plant—50c per box of 40 lbs.
 Pineapples—Owing to the high price of bananas there is a growing trade in this fruit. Cubans command \$3@3.50 per crate, according to size.
 Plants—75c per box for either cabbage or tomato.
 Potatoes—Old stock is scarce and strong at \$1@1.10 per bu. Receipts of new are increasing, finding an outlet on the basis of \$1.25@1.35 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—Round, 15c; long, 20c per doz. bunches.
 Strawberries—Tennessee are on their last legs on a basis of \$2.25@2.50. Illinois fruit is now the leading feature of the market, ranging from \$2.75@3. The first receipts from the

Benton Harbor district came in today, commanding \$2.50 per 16 qt. crate.

Tomatoes—\$3 per 6 basket crate.
 Wax Beans—\$1.75 per 2-3 bu. box.

The Boys Behind the Counter.

St. Ignace—Chas. Wenzel has resigned his position with D. Lenahan and has taken a more lucrative one with the Cornwell Beef Co., with headquarters at the Soo.

Middleville—W. A. Quinlan & Co. have a new clerk in their general store in the person of W. C. Sackett, of Woodbury.

Saugatuck—C. W. Parrish has taken charge of the Thompson & Grice drug store.

Muskegon—The John Riordan Co. has recently acquired the services of Charles E. Dickinson, of St. Paul, Minn., to manage its dry goods store. Mr. Dickinson succeeds T. H. Brandon, who resigned to go to Fort Wayne, Ind., where he has purchased an interest in a large mercantile establishment.

Pontiac—Martin J. Cloonan, who has been working at Monroe for the past two months, has taken the position of pharmacist at E. L. Keyser's, made vacant by the resignation of Charles Smith.

Hancock—Will Donahue has taken a position in Scott's drug store.

Adrian—E. C. Steidle, a registered pharmacist from Milan, has taken a position with the City pharmacy.

Elsie—Tony Loehner, of Westphalia, will take charge of the Travis & Baker drug stock, which will be conducted as a branch of their St. Johns drug establishment.

Death on the Rail.

About six weeks ago the mother of Geo. Stickney, the Gowen druggist, died in a hospital in this city as the result of an operation. She willed the son the drug stock conducted by the Stickney Drug Co., at Gowen, and also left him \$1,000 in life insurance, which was to be paid on June 7. The son, who has been clerking in drug stores at Battle Creek during the past year, started home last Tuesday to join his family and take possession of the property left him by his mother. The train stopped at Bellevue and he sauntered out of the car in which he was traveling to see what was the matter. While standing on the track, he was struck by a flyer going in the opposite direction and cut in two, dying instantly.

Lesson in Modern Finance.

"Pa," said the son of the captain of industry, "what is being recreant to one's trust?"
 "Not increasing the capital stock every time the public can be hypnotized into buying a few more shares for the benefit of the people who hold the bonds."

Fond of Fancy Work.

"Does your wife do much fancy work?"
 "Fancy work? She won't even let a porous plaster come into the house without crocheting a red border round it and running a yellow ribbon through the holes."

The Grocery Market.

Tea—The only development of the week has been the opening of the Foochow market on Oolongs, on a basis about 3c higher than last year. The crop is expected to be about 25 per cent. short. This condition is likely to affect Foochow Oolongs, as the Chinamen will be apt to turn the leaf into Congous wherever they can. There has been no change in the new Japan or Formosa market during the week. The general demand is light with the whole line of prices held steadily.

Coffee—Raw coffees have held steady to firm for a long time, with no more than slight occasional breaks and it is impossible to buy No. 7s now at the quoted price. The opinion is freely expressed that one package concern has a large quantity of low-priced coffee that it is using and refuses to put the figure up to accommodate its rivals who have not the goods. Locally there is a fair demand for coffee but no great business as every one has either plenty of coffee or plenty of coffee experience that prevents him from loading up.

Canned Goods—Stocks of all kinds of canned fruits are light, but not enough so, apparently, to presage any shortage. It is probable that there will be just about a good clean up. Spot stocks of vegetables are light except tomatoes. Corn is practically well cleaned up and with four months yet before the new crop is available, no one who has any corn to sell is anxious at all to dispose of it. It is too good property. All the medium and low priced peas have been cleaned up as far as first hands are concerned. There are some better grades still offered. Tomatoes are in good supply, although it is not as easy to get real standards at the bottom figures as it was some weeks ago. There is little doubt that all the old salmon will be cleaned up close before the new pack comes on. If it had not been for the backward weather there would be a larger business even than there is.

Syrups and Molasses—Compound syrup is extremely dull at the decline which followed the drop in glucose. Sugar syrup is unchanged and very strong on all grades. The demand is fair. Little or nothing is doing in molasses, which rules at unchanged prices.

Dried Fruits—Prices have been fairly stationary, holders realizing that no cut, however deep, could stimulate the demand much at this time, when the jobbers are facing cold storage. General stocks of prunes are extremely light. Peaches are showing some activity. There is a good demand for low-priced peaches, but they are very scarce. The coast is nearly cleaned up, the present supply out there not aggregating more than twenty cars. This is much less than normal. Spot peaches are unchanged and stocks are cleaning up closely. Seeded raisins are moving out quietly and the demand is fully up to the average for the season. All jobbers caught with high-priced stocks when the association made its recent decline have re-

duced their prices, and this seems to have stimulated the demand from retailers to a slight degree. Loose raisins are very quiet at unchanged prices. Apricots, for the first time in many months, are dull, although the market is still firm. Currants are selling up to the average, and the cleaners are doing a good business. The market is strong.

Fish—There has developed a good demand for sardines, mostly at \$3.25 f. o. b. Eastport. A variety of lower prices have been named on odd lots, some as low as \$3.10. No new price which shall govern the season has as yet been named, and may not be as soon as was expected. Cod, hake and haddock are quiet and show a downward tendency. The fresh new fish is selling at the lowest prices in many years. There is some improvement in the demand for salmon, but buyers are still a little unwilling to pay sellers' prices which average about \$1.35 for red Alaska. There has been quite a business done in future Columbia River salmon at the recently reported opening prices.

Provisions—The provision market is in good shape, although practically no change in price has occurred during the week. Hams of all grades are in good demand and unchanged. Barrel pork is also selling very fairly at ruling prices. Dried beef shows an improved demand at unchanged prices. Lard is still very low, both pure and compound. The demand is fair.

Hides, Pelts, Tallow and Wools.

The hide market is without change. The late takeoff is in good demand at full prices. Old hides are draggy, with calf and kip in good demand.

Pelts are closely sold up at full values.

Tallow is in the dumps, with scarcely life enough to look up. Speculators tried to revive it, but large offerings squelched them.

Wools are in demand at prices far beyond the Eastern market. The strife between Eastern houses continues and prices have gone beyond anticipation. The quoted Eastern market will barely give a new dollar for the old one on price being paid in the States. It is wholly speculation on present values. The growers have generally sold and many buyers have parted with their holdings.

Wm. T. Hess.

Wm. Judson left to-day for New York, where he will spend a week or ten days. He is accompanied by Mrs. Judson, and together they will attend the graduation of their daughter at Vassar College next Tuesday.

Beaverton—Mrs. John Patterson has sold her general stock and store building to W. H. Herendeen, who will continue the business.

Exceptional Opportunity

A man with ability, capital and business experience to take the position of Secretary and Treasurer of an old-established manufacturing business, dealing with both the wholesale and retail drug and grocery trade. Address Manufacturer, care Tradesman.

CLOSED SHOPS ILLEGAL.

(Continued from page two.)

regards it, everyone knows something more than advice is intended. It is coercion, force; it is the effort of many by the mere weight of numbers to compel the one to do their bidding.

"The affidavits show that defendants picketed and patrolled around and about complainant's place of business, watching the streets, alleys and approaches thereto, daily shifting their positions; that they so stationed themselves that the complainant's employees were obliged to pass through their picket line; that their attitude was ugly and menacing such as to cause fear in the mind of an ordinary person. Complainant's employees and persons seeking employment were waylaid on their way to and from the factory; they were insulted and threatened and in numerous instances assaulted and beaten by the strikers, pickets and patrollers, and complainant's business was seriously and injuriously interrupted. All teaming and hauling of merchandise to and from complainant's factory were stopped.

"The purpose of the strike by complainant's employees and their prosecution of it, as described, was to compel the complainant to execute the agreements referred to and made a part of the bill. The drafts of agreements, three in number, purport to be with the different unions whose members were in complainant's employ. The draft of agreement with the Metal Polishers, Buffers, Platers, Brass Molders and Brass Workers' International Union of North America, International Union of Steam Engineers and International Brotherhood of Stationary Firemen contains the following:

Article 1. The party of the first part hereby agrees to employ none but members of the aforesaid organizations or those who carry the regular working card of the said organizations, provided the various crafts will furnish such competent help as may be required by the party of the first part within twenty-four hours after notification.

Art. 7. There shall be a steward for each craft in each factory appointed by the organization, whose duty it shall be to see that the men working in said factory belong to the organizations.

Art. 8. It is hereby agreed by the party of the first part that the business agent of the party of the second part shall have the privilege of interviewing any member of the party of the second part in the office of the party of the first part during business hours.

Art. 10. A sympathetic strike to protect union principles shall not be considered a violation of this agreement.

Art. 11. All the apprentices shall belong to the union and carry the working card of the organization.

Art. 12. The number of apprentices not to exceed one for ten men or less of the different crafts.

"That the purpose of the strike was to compel the execution of the drafts of agreement is clear. It is

averred in the sworn bill and deposed to in the affidavits of De Wolf, complainant's President; Kellogg, its Secretary and Treasurer, and Edwards, its Superintendent, that business agents of the different unions called on complainant and insisted on its executing the agreements and that, when complainant's President refused, on the ground that the proposed agreements were unreasonable, it was threatened by one of said business agents that unless complainant would sign the agreements a strike would be called and that said business agents called a strike, in response to which about 500 of complainant's employees quit its employ. Appellant's counsel admit in their brief the purpose of the strike is to bring about the execution of the contracts, and at least three of the appellants so admit in their answers. It is unlawful to compel one to execute any contract. A contract executed under duress is voidable, and duress is present where a party is constrained, under circumstances which deprive him of the exercise of free will, to agree or to perform the act sought to be avoided."

"Duress exists when a person is induced to perform an act to avoid a threatened and impending calamity. Especially was the purpose to compel complainant to execute the agreements in question an unlawful purpose. Article 1 of the agreement strikes at the right of contract and provides that complainant shall employ none but members of the several unions, thus discriminating in favor of one class of men and excluding all others. In *Matthews vs. The People*, 202 Ill., 389, the court, discussing the constitutionality of the free employment agency act, says (page 401): 'An employer whose workmen have left him and gone on a strike, particularly when they have done so without any justifiable cause, is entitled to contract with other laborers or workmen to fill the places of those who have left him. Any workman seeking work has a right to make a contract with such employer to work for him in the place of any one of the men who have left him to go out upon a strike. Therefore, the prohibition contained in section 8 strikes at right of contract, both on the part of the laborer and of the employer. It is now well settled that the privilege of contracting is both a liberty and a property right. Liberty includes the right to make and enforce contracts, because the right to make and enforce contracts is included in the right to acquire property. Labor is property. To deprive the laborer and the employer of this right to contract with one another is to violate section 2 of article 2 of the constitution of Illinois, which provides that 'no person shall be deprived of life, liberty or property without due process of law.' It is equally a violation of the fifth and fourteenth amendments of the constitution of the United States. The provision embodied in section 8 is a discrimination between different classes of citizens founded on no justifiable ground and an attempt to

June Is The Month

When you will sell a lot of Lily White if you are careful to keep well supplied. The demand for this flour is increasing every day although our mills have been increased in capacity time and time again, there are periods during the year when we are unable to make flour fast enough.

The great success of Lily White is due to its merit and its reliability.

Good every time.

It is easy to claim reliability and uniformity in flour but it is quite another matter to live up to it. And people soon get disgusted with flour that isn't uniform. They can't depend on it and they lose time, patience and money every time they buy it.

When you sell them Lily White they feel grateful to you for giving them such good flour. They remember it and come back for more and say "Your flour is so good I'm going to try some of your tea," or whatever they happen to need at the time.

Thus you get more of their trade and they tell their neighbors about you and you get the neighbors' trade. And so it goes on and on until eventually you get most of the trade in your town.

The buying of Lily White doesn't need to worry you because you can always sell it. If you have to pay more for it you can get more from your customers. Many of them would pay twice what you ask for it rather than go without it. The people who use it are those who want good, reliable goods. They don't buy shoddy of any kind and their trade is worth more than all other trade combined.

Get Lily White and get that trade.

Valley City Milling Co.
Grand Rapids, Mich.

exercise legislative power in behalf of certain classes and against other classes, whether laborers seeking work or employers. It falls under the condemnation of the constitution.'

"The agreements in question would, if executed, tend to create a monopoly in favor of the members of the different unions, to the exclusion of workmen not members of such unions, and are, in this respect, unlawful. Contracts tending to create a monopoly are void.

"The Legislature of the State can not create a monopoly.

"The purpose of the strikers is in violation of the criminal code, which provides as follows:

Sec. 158. If any two or more persons shall combine for the purpose of depriving the owner or possessor of property of its lawful use and management, or of preventing, by threats, suggestions of danger, or by any unlawful means, any person from being employed by or obtaining employment from any such owner or possessor of property, on such terms as the parties concerned may agree upon, such persons so offending shall be fined not exceeding \$500 or confined in the county jail not exceeding six months.

Sec. 159. If any person shall, by threat, intimidation or unlawful interference, seek to prevent any other person from working or from obtaining work at any lawful business, on any terms that he may see fit, such person so offending shall be fined not exceeding \$200.

Not only was the purpose of the strike unlawful, but the means used to achieve the unlawful purpose were unlawful. The means used were the acts heretofore mentioned, and thereby injury to the complainant's business. The appellants and their associates intended to stop the business of the complainant, so far as they possibly could, and the evidence shows that they did stop it in great part to complainant's injury. The following is contained in the brief of appellant's counsel, which we quote as illustrative of their view of the cause: 'How do picketing, patrolling, persuading or even slugging affect property rights, except in the most fantastic sense? Injury to business has no independent existence whatever, because business has no tangible existence to be injured in the true and unperverted sense.'

"In the case of the Union Pacific Railway Company vs. Ruef, cited by counsel for appellants, the court says: 'And that one's business is his or its property is likewise elementary and is conceded by all.'

"A man's business is his property. 'The freedom of business action lies at the foundation of all commercial and industrial enterprises.'

"We know of no well-considered case, or, indeed, of any case, holding that a combination of persons to injure the business of another is not unlawful. That the appellants, and others associated with them, acted in concert, in unlawfully endeavoring to injure, and, in fact, injuring complainant's business for an unlawful purpose, is fully sustained by the evi-

dence. They conspired, breathed together, to effect the unlawful purpose, and by overt acts did all they possibly could to that end. It is not necessary to prove an express agreement between the appellants and those associated with them. It may be proved by circumstantial evidence.

"Each conspirator is responsible for the acts and declarations of every other conspirator in furtherance of the common purpose. The conspiracy originated simultaneously with the calling of the strike and continued until the filing of the last petition, July 14, 1902. It was a single conspiracy. And the court on the hearing of each of the second and third petitions did not err in hearing the prior evidence. The evidence was competent as tracing and showing the character of the conspiracy. It is an indispensable condition of the enjoyment of each citizen of the liberty and rights guaranteed by the constitution and laws he shall respect and not unlawfully infringe upon the liberty or rights of any other citizen. This can not be done with impunity."

Brilliant Record of a Newspaper Man.

The success which has attended William E. Curtis, the famous correspondent of the Chicago Record-Herald, is rarely attained by newspaper writers. Beginning his career in Chicago in 1872 as reporter, he rapidly rose to the position of managing editor. He resigned that position on receiving a Government appointment as Secretary of the South American Commission. Mr. Curtis traveled extensively in Central and South America while in this position, producing several popular volumes as the result of his literary labors. Afterward co-operating with Secretary of State James G. Blaine, Mr. Curtis organized the work of the Bureau of American Republics, with the result that he was placed in charge of that organization, and at the World's Columbian Exposition he distinguished himself by his labors as the executive head of the Latin-American department. As correspondent of the Chicago Record-Herald, Mr. Curtis' travels have carried him into every section of the United States as well as into all quarters of the globe. His China and Japan letters were published in book form; likewise his letters from England, Germany and France, as well as those written during his travels in Mexico and South America.

No newspaper correspondent possesses the facility shown by Mr. Curtis in writing on any of the diversified subjects embraced in his correspondence and making it luminous. Nor is any correspondent followed so closely year after year by the thousands of readers of the Chicago Record-Herald. On his recent trip to the Holy Land Mr. Curtis' letters have been read more closely than ever, and his descriptions of that interesting section of the globe as it appears to-day have been quoted everywhere.

A daily letter from Mr. Curtis appears in the Chicago Record-Herald.

Buy the Best

Garden City Fireworks

Are reliable and well known

We Sell Them

At our LOW PRICES they are cheaper than the unknown good-for-nothing brands.

Special catalogue of Garden City Fireworks, 4th of July and Carnival goods NOW

READY.

Ask for No. C379

Lyon Brothers



Madison, Market
and Monroe Sts.

Chicago, Ill.



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by
TRADESMAN COMPANY
Grand Rapids, Mich.

Subscription Price

One dollar per year, payable in advance. After Jan. 1, 1905, the price will be increased to \$2 per year.

No subscription accepted unless accompanied by a signed order and the price of the first year's subscription. Without specific instructions to the contrary, all subscriptions are continued indefinitely. Orders to discontinue must be accompanied by payment to date.

Sample copies, 5 cents apiece.
Extra copies of current issues, 5 cents; of issues a month or more old, 10c; of issues a year or more old, \$1.

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

WEDNESDAY - JUNE 1, 1904

AMERICA UNDER THE KNIFE.

A Hungarian savant has been making a study of the people of the United States of America. He has had that body on the operating table and with scalpel in hand has studied longer and cut deeper than any of his contemporaries. He has reached certain conclusions and these are not wholly in harmony with previously expressed ideas upon the same subject. He finds that, irrespective of our Puritan origin, we believe in the future of America and not in God the Father Almighty; that in spite of what we have been saying all along about being the favorite child of Nature we have deceived ourselves and the truth is not in us; that all the good we have in us has come from the foreigners here; that our American at his best is too much like the big immature pumpkin of our corn fields except that he does not take time to ripen; that the American woman—well, she is just the American woman, unlike anything in heaven above or the earth beneath, or the waters under the earth, and that instead of realizing that glorious future where America leads the nations of the earth triumphant beneath her banner radiant with stars of living light, she is going plump into perdition, or words to that effect.

While we do not presume to challenge the learned doctor to discuss the statements he has made, and while we are well aware that any attempt to refute anything he has said in regard to us will avail us little, there are some facts which if expressed will show that this country is not ready to accede to all the wise man has said.

Admit for the sake of the argument that we do pin our faith to the future of America. The commonest patriotism will commend us for that and from Bunker Hill to Appomattox the centuries applaud with clapping hands. It may be that "We don't go much on religion," but we remember with some satisfaction that we have what we call a Christian Sunday and that we have taught heathen Europe twice and are teaching her now at the St. Louis Exposition what that sort of a Sunday

means and what its influence is on national life and character. We do not name the Deity in our constitution, but every dollar of our currency is made genuine by its legend, "In God we trust." With these facts to stand upon we are willing to believe that church-spangled America is as near the throne of heavenly grace as Sundayless Europe, and that her offerings and petitions find there as ready a hearing.

What nature has done for this country need not be entered into here in detail. Fortunately the record still stands and when we are told that our mountains and rivers can not compare in number or in size with their counterpart in Europe, while there is a temptation to dispute we refrain and simply remark that the facts do not support the statement. The American standing upon the quay at Lake Geneva and looking upon far-off Mont Blanc sees in its opalescent splendor the fancied outline of the sleeping Napoleon and does not desire to detract a single delight from the view nor in any way lessen the grandeur that crowns that lofty summit and yet he knows, as the Hungarian savant ought to know, that Mont Blanc in size and grandeur sinks into insignificance with what nature has placed in this United States. Nobody wants to say a word against the Rhine. That voyage from Cologne to Bingen will live forever in the mind of him who has taken it. It is beautiful beyond description but—the Hudson still flows past the Palisades into New York Bay, and of the rivers of the two continents the school geography settles the question when it gives the length of the Danube as 2,000 miles and the Missouri-Mississippi as 4,200 miles, a difference it may be well for the savant to copy into his note book.

The declaration that all the good we can call our own comes from the foreigners among us in a trifle musty. The people of the New World are the children of the Old, something as Shakespeare's plays are descended from the fragmentary literary raff of his time and just as they called for the Shakespearean genius to make them immortal, so whatever has come from our Old World ancestry had to be breathed upon by American republicanism before it could be looked upon as the transcendent citizenship of all coming time. We are, if you please, the latest type of evolution, and so a single remove farther from the original ancestral monkey than the European loins from which we have sprung. If, then, all that is good in us has come from the European pilgrim we have no desire to disown it; but, thankful for the inheritance, we submit that that same good has been so improved upon mentally, morally, physically and politically as to produce a quality of civilization never before attained. With this understanding America acknowledges the source of her existing "good."

There is little fault to be found in his summing up of the American people. He has a "magnificent passion for ordered system. He is far too rapid

and he is incapable of applying all his heart or all his intellect to any one thing for any considerable time," statements which are granted without contention. The "ordered" system comes to us direct from the skies—it is Heaven's first law—and it has been reserved for the American man to adapt it to the national as well as the individual concerns of life. The "rapid" is easily accounted for. It is a condition due to natural growth under the most favorable circumstances, and the European with all his wisdom, unaccustomed to such growth, has simply misnamed it and has misjudged us accordingly. This in connection with the American faculty of doing things once and forever when the time comes gives the negative to the assertion that we lack a well-balanced emotional life and are incapable of applying ourselves to any one thing for any considerable time.

With the American man thus disposed of we are not at all surprised at the conclusion reached in regard to the American woman. She is a failure. American maturity in her hands has become bankrupt. She is a home-breaker instead of a home-maker. Her highest ambition is to be considered smart. She likes to pass for a person of energetic nerve and she wants it to be distinctly understood that she is always ready with bonnet on for every emergency, and in every respect is far ahead of her maternal Old-World ancestor whom she is inclined to look down upon.

There is, doubtless, much reason in his sayings. There is a great difference between the Old-World woman and the New-World one. There had to be. It is the Anglo-Saxon of it. The Teuton dame may be content, yoked to a donkey, to aid that patient brute in hauling the load to market while the other brute whom she calls husband trudges along unburdened at her side; but not her Saxon sister. In the spirit of her critic she kicks. The load may go anywhere and anyhow; it is no concern of hers. No yoke makes her one of a pair, cart-hitched. She may be an animal, but she is a human one and insists on being yoked only with her kind and only for human duty. What that duty is she decides and the Saxon love of fair play makes the rest easy. The American woman is her husband's worthy mate. She sympathizes with his hopes and aspirations and ambitions. Her husband's equal in every sense of the word, she shows her modern European sister what real womanhood is and the world's estimation of her to-day is an utter refutation of the foolishness which the wise man has expressed in regard to her.

It is an easy matter to conclude that a single Americanism best expresses the savant's article upon the United States: "He has been chewing the rag!" He does not know what he has been talking about. In a little corner of the smallest continent on the face of the earth and from a point of view wholly his own, he has looked out upon the world with prej-

udiced eyes and with a "wisdom, gravity and profound conceit" has played Sir Oracle with the usual result; and the United States, amused, as she always is, by the Old World's criticisms, lives on in the even tenor of her way, acknowledging herself the big green pumpkin the learned doctor has called her and, intent on maturing and ripening into her golden future, dreams only of making that future what the world is beginning to concede and believe can come only from her capable hands.

GENERAL TRADE REVIEW.

There is little to record in the way of changes in market conditions, transactions continuing light in all lines although investment buying is in evidence to a degree which shows that there is plenty of money when conditions call for its use. The money market continues easy, although the call for export of gold continues until the bars, the most profitable form for export, have become very scarce. The Panama Canal account is finally settled and it is found that only \$18,000,000 of this was included in the gold export, the balance being arranged by foreign bills of exchange. Thus in the movement aggregating over \$60,000,000 more two-thirds of the amount was owing to other causes than the payment of the Canal purchase. Whenever any loan is called for in the Wall Street markets the call seems to meet with a response which shows that plenty of money is on hand seeking investment. Every foreign loan considered is quickly over-subscribed, the last instance being the Cuban loan.

General trade changes while small have been in the direction of improvement. More seasonable weather has given an impetus to sales of summer wear and the more favorable agricultural reports give confidence to dealers generally. The inevitable reaction in the labor market attended by the laying off of many hands is naturally considered an unfavorable feature, but it must be remembered that the stimulation in that market had reached a degree never attained before in this country. It is significant, and favorable, that immigration begins to show a check, indicating that the Old World countries are beginning to realize that conditions are not so favorable for seeking employment. Labor troubles are still an important factor in the situation, but the awakening of public sentiment as to the right status of unionism is proving an effective means of settling many disputes—a fact of more significance in the industrial situation than is generally realized. Indeed, there are few important strikes now which do not terminate with the open shop.

Textile conditions are reported more favorable than for some time past, usual causes of disturbance having little effect. Auction offerings are received with interest and the goods absorbed so as to leave jobbers' holdings unaffected. The improvement is especially notable in woollens and carpets and in the demand for tan shoes.

THE HOME DOORSTEP.

Bret Harte's sarcastic line, "We are ruined by Chinese cheap labor," is beginning again to have meaning in it. In some unaccountable way our much-boasted Americanism is having a set-back. We are not so good as we have pretended to be. "Monkeying" with the ballot box is so generally looked upon as a joke that when the other day a senator of the Middle West refused to accept the fraudulent result and resigned his seat in the Senate, there were altogether too many in this broad land of ours who thought that he was more nice than wise. Pretty scaly stories are told of St. Louis, Milwaukee, Chicago and Philadelphia, while New York and Tammany have become notorious. Something has been for a long time the matter with the postoffice, and graft has become a word closely connected with the up-to-date idea of getting along in the world. The infection has passed from maturity to youth and even childhood is getting to know the value of a "pull." Work, the genuine old-fashioned article, has lost its old-fashioned meaning, and is used now to designate what is adroitly and undeservedly secured from another without that other's unqualified hearty consent. "From the center all round to the sea" we are not a credit to our Puritan ancestry and training.

The reason has already been given: "We are ruined by Chinese cheap labor." That is all that is the matter. For years and years we have let down the bars and Europe, Asia and Africa have been crowding through at the rate of nobody knows how many millions a year, bringing with them the hide-bound prejudices and practices of the centuries, both of them wholly antagonistic to everything that republicanism holds dear, and when the United States is overrun with Old World riff-raff we turn our backs upon our indifference and pretend astonishment at what even a blind man can see. So we shrug our Puritan shoulders and give a hitch-up to our Pilgrim father's trousers and put our wise old Mayflower heads together and pour forth our New England town-meeting wisdom by the bucketful as to how we are to remove "from our midst" this foreign-born, century-strengthened evil, never once thinking and so never once believing that it is merely a home doorstep matter to be taken care of by keeping that home doorstep clean.

Now, then, suppose we to the manor born, with a love of justice worthy of the Saxon loins from which we have sprung, be true to ourselves and show that we are lovers of the fair play upon which this people as a nation pride themselves. Statistics are not wanting; let us use them without regard to the consequences.

Of all states in the Union it is generally conceded that the one most prolific in unsound and dangerous political theories is Kansas, whose percentage of foreign-born population in 1900 was 8.6. Next to Kansas as the hotbed of political crazes is Ne-

braska, with 16.6 per cent. of foreign-born residents. Wyoming follows with 18.18 per cent., and Colorado with 16.9 per cent., leaving respectively for these same States of American-born, 91.4 per cent. for Kansas; 83.4 per cent. for Nebraska; 81.82 per cent. for Wyoming and for Colorado 83.1 per cent. This is a statement of considerable importance when it is remembered that "a policy of financial idiocy would have probably been fastened upon the country had it not been for the sound money sentiment of Illinois, with 20.1 per cent.; Wisconsin with 24.9, and Minnesota with 28.9 per cent. of foreign-born population."

Mention has been made of what the foreign element has done for certain cities, but the figures do not seem to strengthen any such statement. St. Louis' foreign-born is 19.4 per cent. of her inhabitants; Chicago's record of foreign-born is 34.6 per cent.; Philadelphia, 22.8; Manhattan and the Bronx, which the statistics have put for New York, 41.5; so that if we want to be fair and square with the riff-raff which have come to our shores the best two things we can do are to stop talking and with a new broom clean off the home doorstep.

IMPORTANT IF TRUE.

Many fears are expressed that the work of constructing the Panama canal will be attended by great loss of life. It has been said a thousand times that every tie in the Panama railroad cost one or two lives and some estimate it as high as three. The work at canal digging done by the French was likewise attended by great loss of life. These indisputable facts were urged as serious arguments against this route, the more so because they do not obtain against the Nicaraguan route. At the latter place white people can live and work in comparative safety. Across the isthmus there are innumerable pools, ponds and lakes of stagnant water breeding insects and miasma, and all the climatic conditions are about as bad as they can be. Scientific investigation has charged the mosquito with a great deal of responsibility for carrying disease. The stagnant water at Panama furnishes fine breeding places for these pests and any scheme which can annihilate them promises to be very useful in a sanitary sense. Unless modern science can invent some new schemes, the Panama canal enterprise will be very costly in human life.

The hope has been frequently expressed that American ingenuity and scientific research would find some way of safeguarding the lives of those who must do this work. In this connection an article recently given large prominence by the Boston Advertiser is of interest. It tells how Prof. G. T. Moore, a Harvard scientist, has discovered that an infinitesimal amount of sulphate of copper introduced into drinking water will deprive it of ordinary impurities and, moreover, that water so treated will not retain the live larvae of the mosquito, which insect can carry the germs of malaria or enteric fevers. In

an interview Prof. Moore says that the proportion is one part of copper to one million parts of water, a solution so weak that its presence can not be discovered by any ordinary chemical test. Even this small amount entirely destroys the mosquito larvae. This discovery has been reported to the Panama Commission and the news is right welcome. It is a very simple and inexpensive procedure. If it will work well in Panama there is no reason why it should not work equally well in New Jersey, where the mosquito thrives and grows to large proportion. It can be introduced all over the country and the mosquito put out of business. If the preliminary experiments shall be verified by undertakings on a larger scale Prof. Moore has established himself as a great benefactor of humanity.

INCREASE OF DIVORCES.

In the United States during the two decades from 1867 to 1886 there were 328,716 divorces granted. During that twenty years the population increased a little more than 60 per cent., while the increase in divorces was 157 per cent. In 1867 Indiana led all the other states, with 1,096 divorces. In 1900 there were 4,699 divorces in Indiana, or one to every 5.7 marriages. Michigan in 1867 had 449 divorces, and in 1900 it had 2,418. Here the ratio is one divorce to every eleven marriages. In 1867 Illinois granted 1,071 divorces, and in 1896 it granted 2,606. In Ohio the ratio was one divorce to every twenty-five marriages in 1870, and this increased to one divorce in eight marriages in 1902. These are startling figures. By the side of them it is worthy of note that in Connecticut and Vermont there were fewer divorces in 1900 than in 1867. The figures for New York are not given by the authority quoted, but there is every reason for saying that there has been a large increase in the number of divorces in this State during recent years.

The same statistician who gives the figures above cited says that in Canada only sixty-nine divorces were granted in the thirty-four years between 1867 and 1901. The exact territory included in Canada for this computation is not stated, and so there is room for the presumption that it means all we usually understand as making up what goes by the general name of Canada. The falling off in the number of divorces in Connecticut and Vermont is assigned to the changes of statutes in those States and the strict administration by the courts. It follows that what is possible there would be possible elsewhere. A great many in other states go to the Dakotas, where the granting of divorces is a prominent and profitable industry. A certain length of residence is required, during which the applicant disburses money according to his or her means, thus contributing largely to the general income. The statistics of South Dakota, for example, would be even more appalling than those above quoted. Undoubtedly the statistics are more startling in the aggregate

than most people would imagine. It is a growing evil, and uniform as well as stricter statutes on the subject are most desirable and ought, through concerted action, to be required.

TO GET GOOD OFFICERS.

For years the Chinese army has been the laughing stock of military men all over the world. The Chinese army has been just about as far behind the times as Chinese enterprises and undertakings of other sorts, and if anything, even worse. The men are undisciplined, poorly armed and are of no practical use in modern warfare. They are superstitious—depend more on the lines of luck and saying prayers to unknown gods than they do to actual military achievement. Western civilization and enlightenment have found hard work breaking into the Chinese empire, but they are breaking in slowly and surely. The visits of eminent Chinamen to the United States have been productive of considerable progress. It is more than likely that the return of the Chinese Minister who lived so long at Washington has been influential in impressing upon the potentates of the flowery kingdom the need of progress and reform. Then, too, the Chinamen had the opportunity to see at the siege of Peking how the armies of other countries do business and they were very dull indeed if they did not receive a favorable impression. China has men enough to make an immense army, but men alone are not sufficient.

An article recently published in the St. Louis Globe-Democrat is of interest not only in this country, but all over the world. It appears therefrom that Chinese emissaries have been and still are in this country hiring American military men to serve as officers in the Chinese army, which it is proposed to reorganize and make actually effective. Prince Pu Lin, a member of the royal family of China and chief of the Chinese War Commission, came here not long ago, ostensibly to visit the St. Louis Exposition, but he spent only a little time at that business, having more important things on hand. It has leaked out that his real errand is the employment of young American officers, to whom good pay and life tenure is guaranteed. It is proposed to secure a very large number and put them in command of the Chinese troops, the number to be thus employed being estimated as high as 7,000. The Chinamen realize their own inefficiency in military matters and appreciate that they must have good officers before they can have good armies. They compliment the United States by coming here, indicating their belief that here they can find the best. In the city of Louisville alone thirteen men have been enlisted, with commissions from second lieutenant to colonel. It is said that Chinese are also actively engaged in several large cities and that the undertaking is now an open secret. If these reports are true, it is a matter of world significance and will have great bearing upon conditions in the Far East.

FORTY YEARS AGO.

Incidents of Pioneer Days in Mecosta County.

I am, perhaps, more of a pioneer of Grand Rapids than Big Rapids, as I first saw that now flourishing metropolis of Western Michigan, which is the pride of our State, the first day of November, 1845, when it was a little frontier village of about one thousand inhabitants, with muddy streets, no bridge across the river and mainly celebrated as an Indian trading post, where the red men congregated once a year to be paid by the Government their annual stipend of half a dollar each, and be robbed of much of that by merchants who claimed to be their creditors.

The older residents of that now beautiful city will well remember those of that day now gone to their reward, such as Louis Compau, Col. Amos Roberts, Aaron B. Turner, Henry R. Williams, R. C. Luce, Wm. Holden, Wilder D. Foster, John W. Peirce, A. D. Rathbone, Hiram Rathbone, Canton Smith, John J. Holmes, Charles P. Calkins, Dr. Charles Shepard, E. B. Bostwick, Judge Withey, W. G. Henry, James Miller, Z. G. and Jacob Winsor, and others I might mention, who laid the foundation of the Grand Rapids of to-day.

In 1857 the Detroit & Milwaukee Railroad, now the Grand Trunk, reached Grand Rapids, or rather came within a mile of town, and while, during its construction, the little city flourished, its advent, together with the financial panic which soon followed, was almost a death blow to business of all kinds. The price of property as well as labor fell to almost nothing and ruin seemed to be awaiting all until the War of the Rebellion came to the rescue of business men and prosperity was brought about by those terrible years of strife. Being myself one of the sufferers from the business depression I left the home I had learned to love about May 1, 1860, and went to the wild and almost uninhabited region now known as Mecosta county, with its twenty-five thousand people, and selected the little hamlet which had been designated as the judicial seat of said county at its organization in 1857, now known as the enterprising city of Big Rapids.

How do you suppose we reached the place? I will tell you: We chartered a good team of horses and lumber wagon, loaded all our worldly possessions, including wife and self, into the latter, and started for the North on April 28, expecting to reach the end of our seventy-five mile journey in three days, which we did—but what a trip! A few miles out of Grand Rapids the road was fair, then came mud, then a little better traveling and finally on the morning of the third day we started into the forest, and for twenty miles labored through trees on a track which had been "under-brushed"—old woodsmen will know what that means—running over roots, through mudholes and around fallen trees, until finally at night, worn out and weary with walking and riding, as much of the way it was not safe to ride, the little

opening in the woods came into view and our future home was presented to us in all its romantic, yet rough, attractiveness.

Only one little store, a boarding house, a small red sawmill near by, a blacksmith shop, a building occupied as a postoffice and for county offices—all in one room—a school house, a small hotel, five dwelling houses, a little building which had a sign on its front reading, "Law Office," and a barn were all the buildings to be seen—fifteen, all told.

A village had been platted called Leonard, now Big Rapids, a few lots cleared and a few streets cut out; that is, the trees had been cut but stumps and logs prevented travel except on foot, and instead of being improvements the work of man had disfigured the fair face of nature, as the rough appearance of the landscape was far less beautiful than had been the case before the forest was invaded by the woodsman's axe.

To me there is no more grand and beautiful sight than the pathless woods, for "the groves were God's first temples," but these groves have been destroyed by vandal hands and in their place we see the busy city and fruitful fields.

Being young and ambitious, yet poor in purse, I took off my coat and went to work, cutting down more of those beautiful trees, as I had purchased some lots on which to build a dwelling, and before long had cleared room enough for the purpose. Before the winter came I had a cozy little house to call my own.

There had been a young lawyer in the village during the summer of 1859, who walked out of the woods late in the fall with only a summer suit of clothes, having sold the remainder of his wardrobe, as well as his books, to pay his expenses, and finally left, as I was told, stating that he had a profession and would not work; would starve first.

The writer was able by hard work and frugality to avoid starvation, although we could not indulge in luxuries, if so disposed. Grand Rapids was our market and the cost of transportation by teams was a big item. I remember that a barrel of salt cost me \$3 in that city and \$6 freight.

We had no bridge over the Muskegon River in the spring of 1860. In low water it was a comparatively easy matter to ford the rapids, but when the water was high a canoe was necessary.

I was appointed postmaster soon after my arrival. The mail came once a week from Greenville, forty miles distant, on horseback, and the mail carrier came, when on time, each Thursday noon, but he was always on the wrong side of the river, which was the east side, and the village was all on the west side.

When the water was low he could cross, but when high he blew his horn and some one would go over in a "dugout" and fetch the carrier and his mail across. I was allowed an hour in which to distribute and make up the mail. People from the surrounding country for many miles distant came to town on Thursdays,

and "mail day" was as great an occasion as the Fourth of July.

There was no postoffice north of us this side of Traverse City, and some parties came a long distance for their mail, as there were lumber camps and an occasional settler fifty miles or more up the River.

Sunday was for several years also a favorite day for men employed in lumber camps, as well as settlers who lived at a distance, to come after their mail, and a trip from my house to the postoffice was almost an hourly occurrence on pleasant Sundays. We could enforce no arbitrary rules for opening or closing the office in those days.

I have stated that there had been a lawyer before me who became discouraged and left late in the fall in his summer clothes, but another came in the summer of 1860 who remained, and when not professionally engaged worked at his trade as a carpenter, which was a good share of the time. His name was Howard W. Wiltse. He died in 1862.

Lawyers from Grand Rapids and Newaygo were frequently retained in important cases, among whom were E. S. Eggleston and Lucius Patterson, of Grand Rapids, and Col. J. H. Standish, James Barton and William T. Howell, of Newaygo. The latter was appointed later by President Lincoln Judge of the new Territory of Arizona.

Hon. F. J. Littlejohn, of Allegan, was our first Circuit Judge and his circuit extended from Allegan county to the Straits of Mackinaw. Col.

Standish always accompanied the Judge on his rounds, both traveling on horseback, and was retained in all cases by my clients for the first few years. We were always successful, no matter whether for the plaintiff or defendant, and it was understood that he was my standing assistant. We rarely had a jury trial for a civil case then. Some people were so uncharitable as to suggest that Judge Littlejohn was controlled by the Colonel—mesmerized, as it was then called, and hypnotized, now. That may have been true, as the Colonel was known to have practiced mesmerism in his younger days, but we attributed our success to the justice of our causes and the ability with which they were tried. All these names which I have mentioned as belonging to the bench or bar have long been chiseled on the monuments which mark their owners' graves, excepting that of Judge James Barton, who still is a hale old man of 92 and bids fair to round out a century.

We had another judge in later years—a tall, dark haired man with a Websterian head and intellect, who possessed the ability, if he had lived, to fill any position in civil life to which he might have aspired with credit to himself and honor to the State, but he was cut down in his prime and the world was made so much poorer thereby. His name was Augustine H. Giddings, a native of Great Barrington, Massachusetts.

I should state, perhaps, that the first postoffice was a log shanty and

Yeast Foam

Used with unfailing success
by three generations of
breadmakers.

All good grocers sell it.

It wins customers for them.

the letters were put in cracks here and there, while frequently each one who came for mail looked over the collection and selected his own, if he found anything for him, as the postmaster was too busy at the sawmill near by or engaged elsewhere about the premises to wait upon him. The mail was brought from Croton, Newaygo county, by a man on foot occasionally, in what we used to call a carpet bag. I do not speak from my own knowledge of this, but from hearsay. There was no postoffice north of Big Rapids in 1860 unless at Traverse City, where Hannah, Lay & Co. had settled and engaged in lumbering, their business being with Chicago, and their new town being accessible only by water or by Indian trail.

The first postoffice, aside from Traverse City, was called Reed City, twelve miles north of Big Rapids, in Osceola county, where a man named Reed and others interested platted a village which now is an important station at the crossing of the G. R. & I. and Pere Marquette Railroads. I procured the establishing of the postoffice and suggested its name. This was in the year 1863 or 1864, I think.

The first religious meetings held in Big Rapids by one who called himself a minister of the gospel were in 1861 by a man named Kelley, who abandoned a lucrative position at Newaygo, where he drove an ox team hauling slabs away from a sawmill, for a precarious living as a pioneer preacher. He was not an educated man, although, no doubt, a very conscientious one, and his use of the English language was quite out of the ordinary. He had very original ideas concerning the appropriation of Christian names for his children, of whom he had several, a few of them being called Bright Venus, Gay Saturn, Noble Mars and other peculiar names I have forgotten. I do not know whether he continued to name his offspring after the rest of the Heavenly bodies, as his efforts as a "Sky Pilot," as they call preachers out in the mining regions, were not remunerative, and he returned to the millyard, as I was informed, where his services were better appreciated than with us. He was long since called away from his earthly labors, and no doubt is enjoying his reward for the efforts he made to guide the footsteps of the pioneers in the narrow way.

I have mentioned the fact that mail day was an important event in our isolated community, and the fact that there was no newspaper published north of Newaygo caused us to agitate the question of inducing someone to come and start a paper, both to advertise our town and give the news from the outside world. To assist in bringing this about the writer offered to assume the editorial charge of a newspaper, without compensation, if some printer would come and publish one. In response to this offer, a young man appeared one day in the early spring of 1862, at my office, and said he was a printer; that his name was Charlie Gay and that

he had heard we wanted a newspaper. Of course I told him this was so, and the interview resulted in his promise to come soon and see what we could do.

He was poor as well as the rest of us, but his former employer at Newaygo was indebted to him, of course, and having a lot of worn-out type laid by, allowed him to take what he wanted of it for use on his new paper. Mr. Gay procured some new advertising and job type and we found an old second-hand Washington press in Greenville, which was repaired by a blacksmith so as to be capable of being used, and on April 17, 1862, the first number of the Mecosta County Pioneer was issued.

Mr. Gay is still one of the publishers of the paper, now called the Big Rapids Pioneer, and both a daily as well as weekly edition is issued. My editorial duties lasted for only ten years, as I resigned in 1872.

Our civil war had been in progress for a year when the Pioneer made its appearance and many of our young men, nearly all of whom were married, had entered the army and the coming of the mail was anxiously awaited by the wives and parents of those who had gone to the front, some never to return.

Those were dark days for us who remained at home, yet they finally passed by. Peace was restored and they now exist in memory, less and less often recalled as the years go by, yet awakened by the exercises of our Memorial Day every year.

I ought, perhaps, to give an example of some of the brighter scenes which we enjoyed in our backwoods home, one of which was a dancing party participated in more or less by all the settlers, young and old, for many miles around. Among those I remember as being present were Mr. and Mrs. D. A. Blodgett, then of Hersey, Osceola county, some fifteen miles distant. The dancing was done in the second story of the mill boarding house, that being the largest room in town. I said the people were both young and old, but they were mostly young, as was shown by the fact that there were some sixteen babies on a bed in a room opening off the one used for dancing, none over twelve months old, if I remember. John W. Blodgett, of Grand Rapids, now a member of the Republican National Committee, was one of them. I presume he does not remember that occasion.

The room was not plastered and for lights we had tallow candles, fastened to the wall with old-fashioned two-tined iron forks. This was not a very brilliant light, nor was it a very brilliant company there assembled. The ladies did not appear in evening dress, nor were claw hammers present, but I suppose we had as much enjoyment on the occasion, with our rude environments, as those now do who meet in gilded halls surrounded by all the accessories of the modern ball room. This was the only time I believe that I ever tried to dance.

The part of Michigan of which I write, like many other portions of

our beautiful State, has made giant strides in many ways since then. In those early days we had the red man for our neighbor and he brought his game and furs to our little town for sale. Now he is gone no one knows where, nor even cares. The railroad trains are coming and going almost hourly through what then was a trackless forest. "The Straits" are now only a few hours away and reached by palace cars, while then an Indian trail was the only road through the wilderness.

We were without a railroad until the summer of 1870, ten long years after my arrival, when the Grand Rapids & Indiana reached us, having been many years in building from Grand Rapids, a distance of fifty-six miles, the last thirty-six of which were done in fourteen months, and the first twenty miles north of Cedar Springs in ninety days, as an Act of the Legislature, of which I was a member, made it necessary so to do in order to save a land grant of a million acres.

Less than half a century ago Upper Michigan was only known as the home of wild beasts and semi-sav-

ages, and none but the most venturesome would brave the hardships and dangers of a trip to those Northern wilds, while now that region is inhabited by an intelligent and thriving people with churches and school houses on every hand.

What will be its appearance at the end of the Twentieth Century? Who will venture to even think, much less to say?
Ceylon C. Fuller.

Bread and Rice as Food.

Only one-third of the world's population use bread as a daily article of food. Nearly one-half of the people of the world subsist chiefly on rice.

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

Buyers and Shippers of

POTATOES

in carlots. Write or telephone us.

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

Superior Stock Food

The Best Package.

The Best Price.

The Best Results.

Why handle inferior foods when you can make a living profit on a condensed food which always gives satisfaction?

Send for sample shipment. See quotation in price current.

Manufactured by

Superior Stock Food Co., Ltd.

Plainwell, Michigan

Up-to-Date Merchants

realize the advantage of using every means available for

Quick Communication

with their customers.

You need our service. Your customers demand it. 65,000 subscribers connected to our system. 35,000 miles copper metallic circuit between towns, reaching every city and village and nearly every hamlet in the State of Michigan. Also, by connecting lines, direct connection to all points in the country at large from the western borders of Kansas and Nebraska to the eastern seaboard, and from the Gulf to the Northern Lakes. We are in position to supply your entire telephone demand.

Michigan State Telephone Company,

C. E. WILDE, District Manager, Grand Rapids



Jennings Absolute Phosphate Baking Powder

It's in demand and now being sold by 75 retail grocers in Grand Rapids. Trial orders solicited direct or through your jobbers. Quality guaranteed.

The Jennings Baking Powder Co., Grand Rapids



Observations of a Gotham Egg Man.

We are getting along to the warm weather period without disclosing any conditions of supply and demand which might put a better face on the earlier speculative operations in the egg market. There may be less April goods in store than there were last year, but the May storage is evidently much larger and it may be safely calculated that if the total holdings in the country at large are not now greater than last year they are certainly greater than in any previous year. And production is holding up at an unprecedented rate. It is now quite evident that the lighter April movement from country points, compared with last year, was due simply to a backward season, and that the egg production of the season as a whole will exceed that of any previous year in the history of the trade.

Naturally under the condition of excessively late spring supplies the speculative element which supported prices at so high a level earlier in the season has backed out of the deal to a large extent and prices have fallen more nearly to the limit set by the more conservative operators. The cool weather has kept the May quality up to a comparatively high level on all stock from Northwestern points, and the seaboard storage houses have been filling up at somewhat more favorable terms than their Western competitors.

As we have previously anticipated the Eastern storage houses have lately been gaining rapidly on the figures reported last year; the shortage in this comparison, which was so great during April, has now almost disappeared and as we may be sure that Chicago has a large surplus it is reasonable to suppose that the total storage holdings are now fully equal to or in excess of those at this date last year. And the conditions for further accumulations are now much more favorable than they were then; in all the large distributing markets receipts are holding up far above current consumptive requirements, goods are accumulating rapidly, and it is now almost a certainty that by the first of July the storage houses of the country will have the biggest stock of eggs ever recorded.

When the cost of these goods is considered it makes the outlook for the high priced early holdings decidedly blue. Last year the May eggs cost even more than those put away in April and there was nothing to interfere with the unloading of the latter early in the season; but now we are accumulating many thousands of cases of very good eggs which will certainly have control of the market for some weeks after the unloading period begins.

A careful estimate of New York storage accumulations to May 21, together with official estimates for Bos-

ton and Philadelphia, is contained in the following table:

	1904.	1903.
New York	305,000	325,000
Boston	120,520	151,498
Philadelphia	83,176	114,253

Total 508,696 590,751
As Chicago's receipts since May 1 have been nearly 45,000 cases more than last year the excess of storage at that point noted earlier in the month has probably been fully maintained if not considerably increased, so that it may safely be estimated that the total accumulations in the four big markets are now fully as much as they were a year ago.

I am told that interior New York and New England houses have lately been filling up at a rapid rate.

Referring to my remarks last week in regard to glycerine eggs I have a letter from a reliable Western party who says he has the secret of the "glycerine" treatment for pickled eggs (by which they may be boiled without breaking) and that he will disclose it for a consideration. This is a process much used in Canada and the eggs so treated bring much better prices than limed eggs on the British markets. If any of our readers who lime eggs would like to correspond with this party I shall be glad to "put him next."

Several dealers have spoken to me lately of unusual trouble with washed eggs, mixed in with the current packings. These washed eggs do not keep at all when the weather is even moderately warm and it is a serious mistake to put them in when stock is shipped for any distance or to be held. I remember reading a statement from somebody in the Egg Reporter a while ago that washed eggs would keep all right in cold storage; the statement has since been refuted by a number of writers in that paper, but it may have increased the trouble now becoming serious. When packers have local consumptive outlets which use the eggs up at once it is all right to wash dirties for such trade, but they are absolutely no good for distant shipment and a packer will soon ruin the reputation of his brand by packing them with clean unwashed eggs.—N. Y. Produce Review.

How Canadian Prize Stilton Cheese Are Made.

The Canadian Stilton (shaped) cheese shown by us at the Toronto Exhibition were of the ordinary make of the factory, no special milk being used or method adopted in making them. We receive the milk from twenty farmers, each drawing their own milk, and we make on an average about twelve tons of cheese each month. The milk commences to arrive at the factory at six o'clock in the morning, and at eight o'clock is generally all delivered. If the milk is very sweet we start to heat it up as soon as 1,000 pounds or more is run into the vat, and raise it slowly to 86 deg. Fahrenheit, bringing it to that temperature by the time that the vat is full. We then add the coloring, using 1½ ounces diluted in a half-gallon of water to each 1,000

We Want 20,000 Cases Fresh Eggs This Week

Phone or wire at our expense.

Get our price before selling.

We have the money and nerve to pay extreme prices.

Grand Rapids Cold Storage Co., Grand Rapids

Cold and ordinary storage for

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

Ship everything to us.

We will sell it for you.

We Buy and Sell All Kinds of Produce

Warner's Oakland County Cheese

Not always the cheapest,
But always the best

Manufactured and sold by

FRED M. WARNER, Farmington, Mich.

Send orders direct if not handled by your jobber.

Sold by

Lee & Cady, Detroit

Lemon & Wheeler Company, Grand Rapids

Phipps-Penoyer & Co., Saginaw

Howard & Solon, Jackson

Butter

I want fresh butter all the time, the year around. Never saw so much held butter at this time of year before; a grade that nobody wants. If feed conditions this year are like last year's, there is going to be a heavy over-production and practically no export outlet whatever.

Russia, Siberia and Australia are furnishing the English people more medium grade and creamery butter than they know what to do with so that even Canada has no show and our country is left high and dry. Our country merchants must look for rather low prices this summer. Nothing can hinder it unless there is a drought and with the experience of the last two years, a drought looks mighty uncertain.

Whatever you do, do not hold your butter back. Keep it moving.

E. F. DUDLEY, Owosso, Mich.

pounds of milk; we then use the rennet test to ascertain if it is ready to set, which is done by taking eight ounces of milk in a graduated glass, and putting a small piece of a match or cork into it, and then adding a dram of rennet of known strength, and stirring for eight seconds, and if it starts to thicken in 18 or 20 seconds, which is observed by the stoppage of the cork, it is ready for the rennet. If it does not thicken for 35 or 40 seconds, we use a starter of sour milk, prepared by adding two parts of good milk to one of spring water, and keeping it over until the following day in a stone churn. We use three pounds of this to 1,000 pounds of milk, and stir it into the milk, and stir every ten or fifteen minutes until the desired degree of ripeness is obtained; then add the rennet, using from three to four ounces diluted in two quarts of water to each 1,000 pounds of milk, or sufficient to start coagulation in twelve minutes. When curd is ready to cut, which is determined by inserting the finger under the curd and raising it towards the surface until it breaks clean, we use both vertical and horizontal knives twice. The horizontal first lengthwise, then the perpendicular crosswise and lengthwise, and finish with the horizontal lengthwise; then commence stirring with the hands for ten minutes, rub off any curd which adheres to the side of the vat, and add steam, gently at first, and increasing as the heating goes on. We use a handrake after it reaches 92 deg. We generally heat to 102 deg. (although 98 deg. is quite high enough in some localities), and occupy from 45 to 50 minutes in heating. We always aim at keeping the curd in the vat from two and a half to three hours from the time we start cooking. After the steam is turned off we stir for ten minutes and let settle, then at intervals of ten or fifteen minutes, until ready to dip (this we ascertain by the hot-iron test, which is done by heating an iron rod or piece of steam-pipe, taking a handful of curd, press the whey out of it, and if when applied to the iron it will draw out fine quarter inch, it is ready to dip); we then draw off the whey, dip into a curd sink, stir four times, pile up and cover. After it becomes matted, which takes about fifteen minutes, we cut into pieces six inches wide and turn over, leaving an inch or two between the pieces; in fifteen minutes we pile two deep, and keep turning every fifteen minutes until ready for milling. This we ascertain by the curd becoming mellow and flaky, and when a piece is pressed in the hand it shows some butter. After milling we stir twice and cover up to keep curd warm, afterwards stirring once every twenty minutes until ready to salt, which we know by the soft, silky feel and buttery appearance of the curd. We then leave it uncovered for ten minutes and salt, using $2\frac{1}{2}$ pounds of best dry salt to each 100 pounds of curd. In twenty minutes turn the curd over and put to press at a temperature between 78 and 82 deg.; after pressing gradually for thirty min-

utes we bandage, using hot water on press cloths to face the cheese and give them a good rind. The cheese are taken from the hoops the following day about three o'clock, and put in the curing room; turned over once a day in warm weather and every second day in cool weather. Our curing room is an ordinary two-story frame building, lath and plastered ceiling ten feet from floor, and ventilated by openings through floor and roof. As our cheese are handled mostly by one firm and moved out every ten days or so, we use no artificial means of controlling the temperature, which is generally maintained between 58 and 65 deg.

Connolly Bros.

Cheesemaker's Relation to His Employer and Patrons.

First, he must be neat and clean about his work and person; he should be courteous to his patrons and gain their respect; a maker has to use all kinds of tact at times to get on with the different people in the neighborhood. Hold your temper when a patron makes objections to the way the milk is tested, when he asserts very positively that he knows the milk from his herd is much richer than from some other; invite him to your factory on the day you test and explain to him how you take a sample and read the test carefully, and explain all the different parts of your work, and in most cases when you have to deal with an educated, sensible person you will have no further trouble. When you are in the weigh room use good judgment and caution in taking in milk; be careful to use everyone alike. If you have to reject milk explain to the patron the reason and instruct him how to care for the milk, not alone when it comes to the factory, but from the time it is taken from the cow. Suggest that the cows have clean stalls, good bedding; that the milker have clean hands, clean milking utensils; that the milk be placed in clean pure water away from the barn and all foul smells. Many people need no such instruction, but the majority do, and the cheesemaker is the proper person to do the instructing. To do this properly at all times you should read several good dairy papers and keep posted in all the improvements in his line of work. Labor to improve your cheese; have them uniform in size and they will command a higher price in the market. Do not think, "Oh, I am all right; my cheese is good enough, all I get out of it is my salary;" try all the time to improve and make cheese that will top the market. It is every cheesemaker's business, or at least ought to be his business, and duty owed to the employer and patron to see that good work is done. If possible, always have good tools to work with and keep them in working order. If we all live up to these suggestions we will never be hunting new positions, but the places will be after us.

J. T. McCarthy.

Don't advertise, just sit still and wait—and watch the people streaming into the other fellow's store.

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

We Need More

You haven't tried our new proposition to Egg Shippers, have you? Why not?

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.

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.

Butter Wanted

I want it—just as it runs—for which I will pay the highest market price at your station. Prompt returns.

William Andre, Grand Ledge, Michigan



Some Things a Meat Dealer Should Not Do.

Many salesmen give away the profits of their employer and have the trouble of handling the goods and serving the patrons without recompense. It is much better to weigh out potatoes in three and three-quarters, seven and one-half, and fifteen pound bags and have them ready for the trade when the rush comes. Packages of all kinds of goods which are not perishable and which admit of such a course should be put up in this manner, as this method enables a clerk to serve his customer more rapidly.

Don't give away any "cut meat," young man, for that is the proprietor's business. Don't give fifteen ounces for a pound, as the proprietor will think no more of you, and you will lose your self-respect by doing it. Don't tell a patron who asks if you have a nice tender roast of beef that you have, but tell him in a joking way that you have it to roast, and that it will be tender if properly cooked. Don't take it too seriously at heart when a purchaser tells you that the corned beef bought of you at nine o'clock in the morning and boiled hard until noon was tough, for if it had been put in the kettle an hour earlier and simmered instead of boiled, it would have been tender and toothsome. Never sell an old ewe leg of mutton for a young leg of lamb. Never send to a customer whose patronage you wish to retain a steak cut from a Chicago butt when he orders a Boston cut rump, for he will detect the trick and go elsewhere to trade.

Whenever a person leaves an order for meats for you to select, be sure that you deliver to them better goods than they are capable of choosing themselves; for by so doing you will gain their confidence and permanent patronage.

Never cut up an old hen and a pullet to fill one order. If you do there will be trouble in cooking them. Never split a bantam hen for a broiler or sell a fowl for a chicken. Keep your word good concerning the turkey, and if it is properly cooked, satisfaction is assured.

Always see that a goose has yellow bills and that the feet are yellow and supple; that the skin is easily broken, the breast plump, and the fat white. A duck should feel tender under the wings and the web of the feet should be thin and transparent.

Never call ten and one-half pounds of meat ten to please a patron to secure or retain his trade, as by so doing you give away a large share of the profits, and trade without profits is not worth having.

If your employer advertises smoked shoulders at cost as a leader to influence trade, and the patrons are in a hurry to secure the good bargain, do not take advantage of this fact by

throwing the shoulder into the scales—as is often done by unprincipled dealers—and saying seven and one-half pounds at seven and one-half cents will be sixty-eight cents, but I will call it sixty-five to you, as you will sooner or later be caught in the trick and be exposed as a fraud. Many patrons when making a purchase at a market will ask the dealer if the meat will be tender, and he will usually answer, "Most certainly it will." Now, how does he know that the meat will be tender? If he is a good judge of meat he will know a choice of beef or lamb from a poor piece; but he can not know whether it will be cooked properly or spoiled in cooking; consequently his answer should be, "Yes, it most certainly will if properly cooked." When a customer tells you that a turkey was so dry and hard that it was unfit for food, say to him that "if such was the case it must have been due to excessive heat and rapid roasting or neglect in properly basting the bird while in the oven."

If you sell a piece of meat of any kind which you know will be tender and palatable, and the purchaser declares that it is tough, you may know that it is because of two reasons, namely, the meat has not been kept long enough after the animal was slaughtered to admit of the softening of the tissues by a slight commencement of decomposition, or that the meat was rendered tough and tasteless by poor cooking. The composition and cooking of meats is a subject which every marketman should understand, in order that he may be able to explain to his patrons why choice and high priced cuts of meats are often unsatisfactory. A marketman who is able to do this will often retain the patronage of a good customer which he would otherwise lose.

One of the most essential elements of success in the meat business is the faculty of disposing of the cheaper pieces and the odds and ends to a good advantage. Most salesmen strive to sell the better cuts of meat rather than work off the poorer ones, in order to make larger sales, all of which is very wrong. The choice cuts will sell themselves. The poorer pieces should be disposed of as rapidly and at as good a price as possible. The author has found by experience that a clerk who could sell a soup bone to a customer who is in doubt what he wants is more valuable to his employer than one who sold a fifteen-pound sirloin or other choice cuts, especially through the summer months.

A salesman should understand the different qualities of meats and know the prices at which they are selling, so that if a customer says that others are selling as good meats as he for less money, he may be able to convince the bargain hunter to the contrary. It is a difficult matter to suit every person with whom you come in contact in the meat business, as many do not know the difference in the qualities, although all know the difference in prices.

The liver, which is the waste matter receptacle of the whole body, is

offered for sale by many who are not aware of the diseased condition it is in, and it should not be sold unless it has a bright red color, is firm and free from all light, dark, and grubby spots. I once lost a customer's patronage for liver by telling the truth. In conversation he said most of the liver after being cooked was so dry and tough it could not be eaten with a relish, and knowing the fault was in the cooking of the same, I explained the proper method to pursue and have it tender, and said that I had not

PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

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

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.

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.

Printing for Produce Dealers

eaten the strainer of any animal for a long time. The customer continued to trade with me, but I never sold him any more liver, even for the cats, although the cats ate canned corn thereafter; they, too, had no loss from my remarks, as the corn netted me as much as the liver. You will quite often have a tilt with some one in regard to prices of meats, they claiming this dealer and that one sells the same cut of meat for one and two cents less, and if you are not posted you have to swallow the poison whether you like it or not, and trade with them if you can, although there is hardly a question that the purchaser of meats can put to a posted salesman about the different prices of meats in his locality but what can be answered to the interest of an honest, reliable dealer in meats if he will but study and learn a few points about the refuse, cooking, shrinkage, etc., of meats. To illustrate the above point: How could a dealer sell to a customer a nice piece of fancy brisket (middle cut) to compete with a dealer who purchases briskets that you could pile a dozen of them on a boy's shoulder, which he could carry with ease from the middle of the street to the rear of the store? Or how sell a good flavored porterhouse steak to compete with one that is sold in some markets for fifteen cents per pound, and if which carcass of beef that it came out of was shipped from Chicago, Ill., to Chelsea, Mass., the bones would cost the consumer nearly as much as the muscle of the meat, and if the consumer who thinks it is economy to purchase that class of meats would take one pound of said, extract the juices from it, place what is left in an oven for one hour at a temperature of about 180 deg. Fahrenheit, weigh the contents, he would soon be convinced that the amount of nutriment he paid fifteen cents per pound for he could have got for eight cents per pound from a cut of the neck of prime beef. And if the bargain hunters would pay more attention to the point in question they would have less car fare, cobblers' and doctors' bills, less growling because the corned beef had shrunk from eight to three and one-half pounds in cooking, less hunting for the pound of pork that was put into the beans, less wondering how one person could not be satisfied with the pound of milky bacon he had eaten, and less discontent generally. Young man, my advice is, to lose no sleep over the complaints of people that you have tried to please by selling them good, nourishing food, if they leave you on account of prices, for many of them are like the robins in the spring time. It is useless for a first-class dealer to cater to or satisfy such a trade as the above, as there is no profit in it. Sensible buyers who desire a good, toothsome piece of meat will pay no attention to the advertisement of cheap butchers, but will purchase their provisions of reliable dealers and pay a fair price for them.

There are many who start in the meat business with a good trade, and in a short time the trade has gone,

and to account for the loss they can not, although they are confident that they have kept good, bright, fresh meats, and sold them as low as they could; and to solve this loss of trade the mind is made up that business is dull, and every one is in the same box; but such is not the case very often, for it is an easy matter to keep the public coming after your meats if you learn just a few points. For instance, if you had a nice looking basket of peaches placed on the meat bench beside a fine, bright sirloin of beef, and a customer asked you if those fine looking peaches were ripe, and you told her "yes," and when she got home with them she found them so hard they had to be kept for a week before being served, do you suppose that customer would take any stock in what you said after that? And because the sirloin looked so nice and bright, a slice of that was purchased, and that, too, was not ripe and required a week more of age to make it toothsome, how can it be expected that customers will keep coming? Never cut a piece of meat for steaks, or as a piece to be cooked by radiant heat, without it is ripe. Don't sell salt junk for a few days of corning; don't cut a clod steak for a rump or round; don't sell a stag chop for a lamb chop; don't cut a fresh chilled piece of beef until it is thoroughly thawed out, for it is in the rigor mortis state (tough); don't sell the mother of all chicks unless you can explain how it should be cooked; don't cut and sell your trimmings for good Hamburger steak, but tell the truth, and your trade will multiply; don't give the little master or miss an apple for a bait, but make the order if possible more tempting than if the mother came; don't sell a bull fancy for a prime steer; don't give fifteen ounces for one pound, and don't throw away the points given here until you have some better ones.—Edson L. Grant in "Thirty Years a Marketman."

Raising Dishrags from the Soil.

In California the housewife is not compelled to use her old towels for dishrags. She simply goes to the grocer's and buys as many as she needs—purely vegetable dishrags they are, but admirably suited for her purposes. The raising of these necessary articles is being exploited by a number of Southern California horticulturists, who received the inspiration for the scheme from Charles Richardson, whose gardens in Pasadena are becoming famous for their remarkable productions. Mr. Richardson has successfully raised many growths new to American soil, and this year is exceeding all his previous triumphs by raising thousands of dishrags.

Last year Mr. Richardson's string beans, which measured forty-three inches in length, created a stir, but dishrag vines, which, with their pendant dishrags, twine about orange trees, palms, evergreens and peach trees, and peek in at the top story windows, bid fair to win the championship from the beans.

These dishrags, or vegetable

sponges, as they are sometimes called, are indigenous to Africa, but now that it has been demonstrated they will thrive in this country they are bound to become a popular production.

The graceful, well foliaged vines are not only ornamental, but they bear in profusion a fibrous sponge that is eminently useful for bathing, as well as for scouring pans and kettles. Imagine picking dishrags in one's garden just as one would pick blackberries or imagine having vines all laden with dishrags clambering over one's kitchen windows, so that all one needs to do is to stretch out an arm and pull one in. Such an arrangement would be much easier than going to the ragbag or buying dishrags at stores.

These curious vegetables assume the form and appearance of cucumbers, and hang on the vines until their green coats become brown and dry like parchment. At this stage they are ready to harvest. After they are picked the brown coat is removed and an extremely strong and compact fibrous sponge is revealed. Through the center of this sponge, in three lengthwise compartments, are many black seeds which shake out easily. In the Pasadena garden these sponges have averaged eight inches in length.

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

\$500 Given Away

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

Alabastine

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

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



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.

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.



Status of the Underwear and Hosiery Markets.

The first half of fall business has been placed, and the volume of trade secured by the mills and jobbers exceeds that of last year up to this time. There are some small retailers who are still procrastinating, believing that their jobbers will be well prepared to take care of them when they want the goods. They do not know, however, that the jobbers and mills are contending with difficulties not hitherto encountered. To the retailer who does a business in fleeces it is important that no further delay be permitted in getting orders booked. Jobbers are paying higher prices on duplicates and the retailer will in turn have to pay more for his goods, and, by tardy buying, may, in all probability, have to be satisfied with very inferior qualities.

During the several winters past Eastern retailers have not done much business in heavy fleeces. The consumptive demand has steadily fallen off, consumers buying mediumweight woolens and balbriggans as more comfortable weights for the climate. Notwithstanding that the past winter was remarkable for the severity of its weather and continued cold, the demand for fleeces did not show sufficient improvement to warrant retailers making any changes in their purchases of underwear for next winter. The sale of fleeces is confined, for the most part, to the department stores, where the workingmen's trade is catered to.

The mills are just now figuring on their new price schedules for the spring of 1905. What they will be no one is prepared to say at this time.

Thus far the retailers have had the right sort of weather in May to enliven business in lightweight underwear. Had it been cooler the month would have been lost to them.

In the underwear business the year is divided into two seasons, summer and winter, and men have formed the habit of making but two changes in the weights and character of their underclothing, selecting heavy or medium weights in balbriggan and wool, and in cotton and wool mixtures for winter wear, which are not laid off until the heat of the summer's sun renders their longer wear a discomfort. From heavyweights they go to gauze and nainsook, and while it is, therefore, a comparatively easy matter for the retailer to regulate his stock accordingly, more business would be possible if intermediate weights were adopted in the spring and autumn and result in the turnover of a greater quantity of stock.

In reality retailers are ordering less heavyweights from year to year, as they find the demand for medium-weight underwear for winter increasing, men supplying the deficiency by putting on heavy outer clothing and

great coats when the weather demands it, as the outer clothing can be changed and regulated to suit climatic conditions much better than the underwear, and with less risk of catching colds.

The athletic styles in underwear, consisting of sleeveless shirts and knee drawers, are going into consumption more and more each season. The demand in some localities has become so much of a specialty that the retailers are catering to it with knee lengths in all kinds of goods, including mesh, sanitary gauze, wools and balbriggans.

Retail hosiery sales are excellent throughout the country. This fact is reflected in the continuous supplementary orders received by wholesalers. Some report that they can not get stock in fast enough to meet the demands of their customers. All styles and qualities are selling, from the rich varieties in cobwebby silk to cheap cottons, and in every effect and color. The leaders, however, are black, tan and solid colors in the season's best shades. Everyone is predicting a big season on tans. The demand for them set in early in the month and has continued to grow. Fall lines of hosiery have done so well that importers and jobbers say that retailers make urgent requests for prompt shipments.

The new season's styles show a generous variety of color melanges and random effects in Persian, mosaic and Scotch colorings, worked in indistinct plaids, broken plaids and overlaid plaids on color plaid grounds. The colorings are of a subdued kind, with obtrusively bright effects in vertical, unit, instep, boot and clock embroiderings.—Apparel Gazette.

Luxurious Garments for Home Comfort.

There is an increasing demand for lounging robes, bath robes and pajamas, which accounts for their being so much in evidence in not only the best shops, but at the popular furnishers'. At the fashionable places garments of the richest imported silks are shown at prices so high as to often lead to the enquiry of the shopkeeper as to whether they are intended only for exhibition or if people really buy them. Frequently the reply is that not only men of fashion, but women as well, are the purchasers. In fact, the shopkeeper takes special pains to impress upon the enquirer that "quite a number of men's lounging and bath robes, as well as pajamas, are bought by women for their own use."

Pajamas.

It may be news to man, but woman has adopted pajamas in earnest.

And why shouldn't she? This garment is not so graceful nor so becoming as the night dress, but it is far more comfortable, with one exception—in winter there are no comfortable folds in which to tuck the feet.

The most modish pajamas for summer wear are made of very fine handkerchief linen. The coat, trousers, military collar and cuffs are finished with hand hemstitching, and there is no other embellishment except a fine-

ly wrought monogram or crest on sleeve or over the heart.

Other expensive pajamas are made of wash silk and are trimmed with stitched bands in dainty colors.

Both styles are quite out of reach for the woman with a small allowance, but for her there are night-pinnings galore of Madras and gingham built for all the world exactly like mere man's.—New York Sun.

Chauncey's Deal With Morgan.

The trouble that young Robert Goelet recently encountered while driving his automobile, because he did not have \$25 in his pocket with which to pay a fine for exceeding the speed-limit, recalls the experience of Senator Chauncey M. Depew a year or two ago. He went over to

New York from Washington, and when he stepped off the ferry he discovered that he had not a cent in his pocket. He walked all of five or six blocks without meeting anybody he knew. At last he came to the office of J. Pierpont Morgan and entered. A few minutes later he emerged and met an intimate friend on the sidewalk.

"I've just been in to touch my friend Morgan for a nickel to pay my car-fare uptown," he explained.

"Did you get it?" his friend asked.

"O, yes. He said he'd lend me half a dollar if I wanted it. But I didn't like to inconvenience him, so I just took the nickel."

Keep to facts. They will clinch a sale more quickly than a dozen lies.

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.



"We Say"

Without fear of contradiction
that we carry the best and
strongest line of medium
priced union made

Men's and Boys' Clothing

in the country. Try us.

Wile Bros. & Weill

Makers of Pan-American Guaranteed Clothing

Buffalo, N. Y.

Fads and Fashions Noted in New York.

That the high-grade read-to-wear shirt is a comfortably fitting and thoroughly well made garment to-day no one who thoroughly understands the shirt question will dispute. Yet many men pay \$4.50 apiece for made-to-measure shirts, probably unaware of the excellence of the \$3.50 ready-made garment.

I recently had the pleasure of closely inspecting a line of fine factory-made shirts and was agreeably surprised at the unusual amount of hand work upon them, unusual because even in some of the best makes of custom shirts there is little hand sewing outside of the buttonholes. But the garments I referred to were hemmed by hand, the buttonholes were handmade—in fact, all of the sewing was hand work excepting about the yoke, pleated bosom and sleeves. This much simply by way of illustrating the point that really good and careful work is put into the shirt that is ready to put on.

There are undoubtedly many men of means who to-day prefer the well-made factory shirt to the custom cut, because they get a better fit. I was in conversation with a downtown furnisher a few days ago when a gentleman, whom I recognized as a prominent Wall Street financier and an important personage in national politics, entered the store, accompanied by his Secretary. He said he was going to Washington that night, but wanted to leave an order for shirts of a widely advertised brand, and would make his selections of patterns from the furnisher's pattern book and the shirts could be delivered to his Secretary. He told the furnisher that he had at one time had his shirts made by Charvet in Paris, and later by Budd, but neither had ever given him as comfortably fitting a garment as he had afterward obtained in the brand he ordered, which is a \$3.50 shirt.

This was certainly one of the highest compliments I had ever heard paid to the ready-made shirt. Yet more and more furnishers are establishing custom shirt departments as a feature of their business, not however, because they guarantee any better fitting shirt than can be bought ready made, but because, as they say, there is a better choice of exclusive patterns to be had from piece goods than can be found in the made-up articles.

According to good authorities, who make a study of things sartorial, blue serge suits, tan shoes and yacht shape straw hats with narrow brims will be the summer vogue. For the present gray suits of various mixtures, ranging from the staple pepper and salt to the gun metals, are in the ascendant. The taking up of the grays so largely at this time will undoubtedly give greater prominence to blues later, and what better combination for business wear could be suggested for a change than the blue and the gray?

The loosely shaped jacket of English model, fitting only at the neck and shoulders, these being the two

principal points of contact, and falling loose from the shoulders and somewhat longer than the styles of last year, is steadily gaining in favor among good dressers. This garment, with its wider collar and long lapels, is in much better taste than the military styles. Even the young fellows who imitated the West Pointers in Hercules shoulder, wasplike waist and flaring, flat-pressed skirts have welcomed the change in coat fashions. Although the English shape is a conservative model, young men look upon it as about "the swellest ever."

The double-breasted jacket, which gained more recognition last summer than it enjoyed before, is Fifth Avenue's choice as smart business dress. Whether there is anything in the claim or not, the double-breasted coat is considered better form than the single-breasted, and so long as men think it at all distinctive the clothier is going to cater to their whims, although it is a much more difficult jacket to tailor than the lounge.

The morning coat has been so well received this season that it is now assured a permanent place in men's vogue. Its shape will undoubtedly be modified in some details from season to season, but as a garment suitable for business wear and informal day functions it is practical. The "sporty" inclined like it in gray black, braided throughout. In the natty mixed fabrics of the season it becomes a dressy garment for day wear, and in black, worn with a wash vest and gray striped trousers, comprises approved half-dress.

The monogram habit is spreading, and where it will terminate no one has the temerity to predict. The fadists have gone to all sorts of extremes, and embroidered monograms are common on underwear, hosiery, shirts, neckwear and handkerchiefs.

A glover recently added another item of haberdashery to the list when he induced some of his swell patrons to have a pyrographic artist burn their initials upon the backs of their gloves. The monogram burnt in the oak shades in cape goods presents a striking effect, and although it is yet confined to made-to-order pairs, there is no doubt that the fad will spread to the smart shops and prove a profitable business. Furnishers who cater to special pair trade will undoubtedly see an opportunity in the burnt monogram for presents, and since the monogram feature has become a specialty with some shops the art of pyrography might be advantageously introduced to burn initials on belts, shoes and "cinch" bands.—Apparel Gazette.

Special Sales.

The value of the special sale is known to every live merchant. The old time merchant does not believe in them. He thinks they cheapen his store's reputation and are undignified. So he goes along year after year accumulating great quantities of out-of-date goods, that day by day grow less and less in value. In time he finds a large per cent. of his

stock is back number stuff. His volume of trade grows steadily less because times have changed. He should gather himself together and look around him. Then he will see that this is the day and age of the special sale. The big department stores of the great cities could not do business without the special sale. And the time is here when the country merchant can not either. He must "get in the game." There is such a thing as overdoing it. Don't get the habit. Don't wear out the dear public with your special sales, but on the other hand get a reputation for holding special sales that are the real article. You can not fool the public all the time. So when you hold your special sale let everybody in town know that there is "something doing" at your place in the matter of prices. Turn your stuff into spot cash when you get a chance. Then buy new, fresh, to-day goods. These same bargain hunters who got stuff cheap at your "special" will come back and buy your newest goods at a price that pays you a good profit.

Many a man who thinks he is "it" to-day will wake up and find himself in the "has been" class to-morrow.

Gas or Gasoline Mantles at 50c on the Dollar

GLOVER'S WHOLESALE MDSR. CO.
MANUFACTURERS, IMPORTERS AND JOBBERS
OF GAS AND GASOLINE SUNDRIES
Grand Rapids, 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

PLAINT OF THE POETS.

A Degenerate Public No Longer Reads Their Verse.

The world has fallen upon evil times. Commercialism is rampant. Material interests control men; material standards are worshiped; material ends are sought. Genuine culture is going by the board. The nations of the earth are treading the downward path which leads to mutations and to prose. Newspaper prose at the breakfast table, the prose of figures in the world's workshop, the prose of fiction in the railway carriage and upon the steamboat, prose from the pulpit, prose from the lecture platform, prose everywhere, is the mental pabulum upon which the degenerate masses now feed. The higher forms of poetry are no longer appreciated. High poetical thought has no auditors. The true poet may as well fold his wings, for there are none left to admire his pretty flights through the ether. Such, in brief, is the complaint of two notable poets, Alfred Austin, poet laureate of England, and William Watson, who are supported in their wail by Professor Saintsbury of Edinburgh University and a chorus of minor bards. It would appear to be a bad day for the craft of versifiers. Mr. Austin, treating his grievance with dignity, as becomes a rhymester of his high degree, says that men and women of to-day turn away from reflective poems unless they be of the most modest dimensions. Our fathers and mothers used to learn long passages of poetry by heart, whereas their children look coldly at each verse. Shakespeare himself is merely tolerated. The readers of to-day prefer tidbits of poetry, because another form of romantic literature is more congenial to the age. The novel and the prose romance have ousted poems.

Mr. Watson deals in more dignified abstractions, so that one can not read between the lines of his complaint the bitterness of personal experience. He inveighs in general against the spirit of profound insensibility and indifference to literature, giving even the novelists a chance for their lives. The minor poets are making the most grievous outcry, although by force of circumstance their complaints can not reach so large a circle of auditors. It has long been known that verse is a drug in the market. It is no longer profitable to wear long hair and apostrophize the stars and the planets. Mr. Austin himself wears his hair cropped short.

But is it the taste for poetry or the poetry itself which is declining? The booksellers tell us that never was the demand for new and tasteful editions of the classics more active. The poets who wrote for all time and all people, whether their messages to mankind be garbed in Oriental imagery or in the English of Chaucer, are translated into modern tongues and phraseology and handed down from generation to generation of readers. Perhaps the trouble with the poets is that they "hitch their wagons to the stars" without seeing that their wheels are kept upon this

old earth. This is an eminently practical and clear-headed age, but it is far from being an unsentimental or an unfeeling one. Education is pretty general, and the educated man and woman have found out that the best thought and the highest thought is the one that goes home to the brain by the most direct route. The ancient delusion that to be poetical it is necessary to be vague has been sent into banishment. Verse that is the vehicle of high thought, and of truth and sweetness, that brings a lofty or a tender message to human comprehension, is prized to-day as dearly as ever before in the history of literature. How many such messages are we receiving from how many of our poets? Base coinage there is to-day current in the realm of verse. Yet may it not be that the people who read Kipling's rougher verse, and James Whitcomb Riley and his literary kin, might not have read at all had this class of poetical composition been barred publication, and, having read, be so much the richer?

Coming back to the "higher forms of poetical thought," whose non-appreciation forms the burden of Mr. Austin's grievance, it becomes proper to ask, Who among the listed poets of the period is giving the reading public these higher forms? Remember, first, it is everywhere acknowledged that these same higher forms of poetry depend not upon rhyme or meter, upon no exterior form or rule of expression, but upon their own intrinsic beauty and meaning. Then, consider that the higher poetical thought of to-day has merely found a new vehicle of expression. It occurs throughout that very prose and prose fiction which the professional poet looks upon as his worst enemy. Shaking itself free from the trammels of rhyme and measure, it has found its way to an appreciative public in the wayside wanderings of naturalists, the profound reasoning of philosophers and economists, the delicate fancies and sympathetic divination of novelists, the short stories in our magazines. Volume after volume of poetry of the highest order might be culled from nominally prose books, published every month. There are many books which are poems in themselves, yet make no pretensions to being more than simple narrative. Occasionally, as in "Lorna Doone," sweetest story in the English language, the exquisite descriptions of nature sing themselves into perfect measure, and their inner harmony of sound, that mysterious quality which we call "euphony," is more musical than any regularity of rhyme. Indeed, rhyme is comparatively a modern invention and a very mechanical matter in itself. The ancient Hebrews, most marvelous poets literature has ever known, whose lofty imagery is preserved through all the tribulations of English translation, disdained its use.

The conclusion is plain. If the poets, great and small, who have a genuine mission to mankind, fail to find a hearing through their accustomed avenues, let them descend

from the clouds, blanket Pegasus and shut him in his stall, and, with modest tread, themselves go out into the streets of prose and speak the word which will be heard.

Frank Stowell.

Getting Hot.

You can size up a man by the way he talks back. It is the crooked man who gets hot under the collar when you question his actions. A man has a poor case when his answer to an interrogation or accusation is a torrent of abuse or an avalanche of villification. Put a scoundrel in the witness box and he will show the stuff he is made of by the way he answers his cross-questioner. The usual reply of the man who is in the wrong is his attempt to show that every body else is a shyster. In any case you can tell what is in a man's heart by what comes out of his mouth. The man who is right does not need anger, much less a foul mouth to establish his righteousness. This disposition to jump on those who enquire into our actions or motives usually comes from the knowledge that those actions or motives will not stand the light of inspection. The upright not only court investigation, but are dignified even when that investigation is inspired by sinister motives. The heart of the righteous studieth to answer, but the mouth of the wicked poureth out evil things.—Canadian Shoe and Leather Journal.

Many men work over-time trying to fix up schemes to avoid work.

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. Send for it.



DO YOU WANT TO KNOW

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

"Michigan in Summer"

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

Grand Rapids & Indiana R'y

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

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

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

Grand Rapids & Indiana R'y.



Grand Rapids, Michigan

The World's Best Computing Scale For \$39.00

5,000 Satisfied Grocers testify to their superiority over all other scales

All our Patents Sustained by the United States Court of Appeals

The Only Scale Patents So Sustained

Buy of the Wholesale Grocers or of the Wholesale Hardware Dealers and save the 35 per cent. commission paid by other Computing Scale Companies to their salesmen.

Standard Computing Scale Co. Manufacturers of Computing and Quick Balance Weighing Scales
DETROIT, MICHIGAN

The Merchant's Friend—the Traveling Man.

Some other people who are not as well known by the merchants as they should be are the traveling salesmen. When these people come into your store they usually come with a rush, a smile, and a big grip of samples. They hustle and bustle and tell funny stories while taking your orders. They offer you cigars to smoke and invite you to the hotel to eat dinner with them. They get your order and then they hurry away on the next train to some other town to go through the same performance with other merchants. After they have gone you remember them as pleasant fellows, although you know practically nothing about them and you can not truthfully say that you really know them. They have been to your store, you have bought goods of them, and when the matter is over all you can say is that you have "met" them, the same as you could say of any other stranger who had been casually introduced to you.

Aside from his laugh and his joke and his free dinner there is very much to a traveling salesman that is not known or appreciated. He is a man to whom are denied many of the things that you and I enjoy. Very often he has a wife and family from whom he is compelled to be separated against his desires. Many times his health is not over good. Very often he does not know where his next month's pay will come from. None of these things are told to you by him. You may learn some of them from other sources, but this jolly drummer does not tell any of his troubles, although on the average he has more troubles than either you or I.

He goes over the country by day and by night, in good weather and in bad. He reaches a measly little country town at 3 o'clock in the morning and is informed that there is no hotel in the town and that he must sleep on a bench in the depot. After daylight he hustles around and finds some charitably disposed person who sells him a breakfast.

Then he arranges himself in his smile, and with his gripsack makes a call upon you. As far as you can see he is the happiest man on earth. He does not tell you how stiff his back is from sleeping on the bench all night, nor how bad a cold he took the night before while riding eight miles across the country in an open buggy to catch a train and save a day's time. He does not tell you who is the customer in an adjoining town who has just beaten the firm out of a large debt, nor about the scorching letter the firm has written to him because he was not a mind reader when he sold the goods.

There are a good many things in which you can be helpful to this long-suffering salesman. You can save your orders for him generally. You can sympathize with him in his stiff back and bad cold. You can ask him how his family is and can tell him you enjoy having him come to town to see you. In very many towns the traveling salesman only

stops a few hours. To do this he travels when he should be sleeping, and he goes without his meals when you and I are eating. When he does come to your town for a few hours, you can make those few hours so pleasant for him that he will sincerely want to return on his next trip. You can see that he has a place in which to write his letters after he has taken your order, and you can tell him that the next time he is anywhere in your part of the country to have his letters sent in your care. This will not make you any additional trouble, but it will make that salesman think at least twice as much of you as he does now.—Cleveland Commercial Register.

Tobacco Trade in the Grocery Store.

Practically every grocer in the country sells tobacco; few, however, give the tobacco trade the care and attention it deserves. It goes without saying that most men are as particular over tobacco as women are over tea, in view of which fact it pays the grocer to give them equal care in selection and arrangement. In most small country stores a various assortment of pipes, cigars and tobacco is kept, but in many instances this branch of trade is utterly neglected.

Is your tobacco trade flourishing? If not, take a turn around and find out the reason. A nice show may be made with a very small stock of useful shaped pipes, cut tobacco in tins, plug tobacco in jars, and cigars, cigarettes, etc. Any grocer who uses his eyes will soon learn what styles of pipes are most favored in his district, and although a big stock is not necessary, a good assortment is. In tobacco, find out what lines will suit your customers' tastes, and buy sparingly.

Plug tobacco should always be kept in jars or caddies. The promiscuous heaps amongst which assistants have to search before finding the required brand are not likely to help trade. Each brand of tobacco should have its own special receptacle, and be plainly marked, and, especially during summer, it will be found advisable to remove all tobacco stocks to a cool place every night. At all events see that it is properly covered before the shop is dusted.

The cigar trade can quickly be fostered by judicious buying. Find out a good flavored cigar, and recommend it to your customers. Stock only in small quantities, but make a point of always keeping one particular flavor. By this means you should soon find a regular demand for your own particular good cigar.—Indianapolis Trade Journal.

Why He Was Not Promoted.

He watched the clock.
He was always grumbling.
He was always behindhand.
He had no iron in his blood.
He was willing, but unfitted.
He didn't believe in himself.
He asked too many questions.
He was stung by a bad book.
His stock excuse was "I forgot."
He wasn't ready for the next step.
He did not put his heart in his work.

He learned nothing from his blunders.

He felt that he was above his position.

He chose his friends among his inferiors.

He was content to be a second-rate man.

He ruined his ability by half doing things.

He never dared to act on his own judgment.

He did not think it worth while to learn how.

He tried to make "bluff" take the place of ability.

He thought he must take amusement every evening.

Familiarity with slipshod methods paralyzed his ideal.

He thought it was clever to use coarse and profane language.

He was ashamed of his parents because they were old-fashioned.

He imitated the habits of men who could stand more than he could.

He did not learn that the best part of his salary was not in his pay envelope.—Success.

The Boy's Idea.

"Now, boys," said the teacher, "can you tell me what it is that follows the flag?"

"I can," said one of the bright ones.

"Well, Tommy, what is it that follows the flag?"

"An auction, ma'am."

The best time to read a note or a mortgage is before you sign it.

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

Freight Receipts

Kept in stock and printed to order. Send for sample of the NEW UNIFORM BILL LADING

BARLOW BROS., Grand Rapids

The Old National Bank

GRAND RAPIDS, MICHIGAN

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

3%

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

The Largest Bank in Western Michigan

Assets, \$6,646,322.40

SPECIAL OFFER

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



"What They Say"

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

Gentlemen:—

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

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

Yours truly,
ALLEN-CALDWELL CO.

T. B. Allen, Sec'y,
Cash Dealers Dry Goods and Groceries

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

They count for more than the

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

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

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

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

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

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



Instruct Your Clerks How To Sell Goods.

What are the best methods of selling goods? What makes the most successful merchants? Have you ever asked yourself these two questions? No matter how clever you are in buying, no matter how successful you are individually in selling, the first and most necessary object is good timber on the floor. Successful merchants are not only the good buyers, but they are the better sellers. Any man can buy, but it takes a good man to sell. Good buying simply forms a small portion of the functions of a successful shoe merchant. Too often shoe buyers and proprietors of shoe departments and stores feel their own importance and fall into the belief that they know it all, and are loath to associate themselves with any of their selling force on the floor, that is, in a business sense.

The successful head of any department or store is on the floor early, watches the selling force, and finds out their faults and failings. By this method any buyer or manager can stop a great many leaks. In order to have your selling force up to the high water mark, it is not necessary that you should hire every "crack-a-jack" in the country, and put them on the floor. Make your own "crack-a-jacks." It is an easy matter, it is what the most successful merchants and managers are doing every day.

The up-to-date managers do these things, and do them continually, not in the spirit of disgust, but in the spirit of friendly unity which inspires the salesperson. Warm up to the selling force, and get closer to the people who are in reality the ones that make the business a success, and the result will be so favorable that one will begin to wonder why he did not do so before.

A good selling force is a blessing to any bright, up-to-date shoe manager, and only too often the lack of appreciation shown discourages them. Ask the advice of your salesforce about lines, even although you do not act upon it. The managers and proprietors of some of the largest establishments in the country do these very things, so why shouldn't you, Mr. Shoeman?

If a salesperson tells you that they feel that a certain shoe will sell readily, do you ask their reason, or do you simply nod your head and walk away? The head of a big department store will not do that, he encourages everyone in the establishment to make suggestions, and gives them consideration immediately, and even if it fails to be found worthy, the person receives a courteous and encouraging reply for his effort. If one of the selling force tells you a shoe is a poor fitter, ask the reason why. If a small change for the bet-

terment of the store or department is suggested do not reply that it is none of their business. Think twice upon the subject. Give them a kindly word, which shows that you appreciate their individual efforts, which are for your own welfare.

Give your clerks a little talk on how to treat customers, on the manner of handling shoes, and on the styles to show and push, also the best methods of satisfying "cranky" customers. Try and assist the salesforce in all of these little details, work together as it were, assist one another. Remember, it requires some knowledge of human nature to fill the position of a salesperson in the shoe line.—Shoe Retailer.

The Value of a Properly Filled Order.

Various devices enter into the construction or destruction of a mail order business, and the successful mail dealer is the man who can look them all squarely in the face and while picking the flaws from each may also retain the kernels of value incident to his business and necessary for its success. It has thus been proven by experience that one of the things materially affecting the success of a mail order business is the well filled order. It shows at once the class and kind of a house from which it originates, the manner in which it is accustomed to treat its patrons, and the business ability which controls it. Hence it is important. Perhaps, then, it would be well to look at those things which may be considered qualities of a well-filled order. Of these there are three that are paramount, hence they deserve to be considered separately; they are Neatness, Promptness and Accuracy.

Every order should leave your place of business carefully, neatly and smoothly wrapped or boxed. If mucilage or paste is used do not allow it to be smeared over the entire surface of the package. The address should be neatly and plainly written or typewritten in the lower right corner. The stamps may be placed in the upper right corner and not anywhere and everywhere. At the upper left corner place a neatly printed label showing whom package is from. Use fresh, clean paper and boxes always. Pack and wrap goods in package separately and so they will not injure one another. In large orders enclose a bill of the goods sent, in order that customers may know they are all there.

People residing in the country fairly worship the firm that is prompt in sending goods. If every firm would and could adopt the rule "Orders filled same day as received," there would be a great many more country mail buyers, for that is all they dislike—waiting for the goods. Time goes slowly with them. It will pay every dealer to put on extra help, and have every order sent each night rather than to keep two or three days behind.

Perhaps this is the most important of all. Study each order carefully that you may be sure you are sending just the right thing. Time and money are always lost in errors

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.

The Past Season Has Been One of the Very Worst on Shoes

Rain--Mud--Cold

A shoe that has gone through this season and has left the stamp of satisfaction on the wearer's face is the shoe to tie to.

THE HARD PANS HAVE DONE IT

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

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.

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

that need not have been. It is better to write a customer for explanation before filling the order than to fill it wrong. After the goods are all arranged the order should be gone over and carefully checked, to see that nothing has been omitted. Better to put in something extra than to leave something out. That is, if you are in business for money.

There are various other things to be noted in filling orders, but these are the most important.

About Hitching Your Wagon to a Star.

"Hitch Your Wagon to a Star," but when you are sure the connection is good, don't stop to do any stargazing.

"Hitch Your Wagon to a Star," but don't expect the star to do any mechanical stunts in the way of pulling your load.

The star is a pretty object in its place. It may fill the bill all right for an inspiration, if you've got live matter at your end of the line, but when you come to slice it up in its native unwarmed state for your daily bread and porridge, it's a mighty cold proposition. You've simply got to draw wood and light the fires yourself.

"Hitch Your Wagon to a Star," and then get right down on earth and skedaddle. The star will stay right there, while you're down helping the wagon up the hill.

Fix your aim early. Aim as high as you will, for however high you may strike, you'll never strike higher than you aim—the wind doesn't blow from the ground up.

Aim high and stick to it! There's bound to be a heap of swapping horses on solid ground, and somebody's sure to get the best of every bargain unless both get the worst—but if you follow old Abraham Lincoln's advice, you'll never swap horses in the middle of the stream. The time to pick and choose is when you make up your mind to start UP.

Fix your aim and fix it high. So long as you accommodate it to the stretch of your own neck and the range of your own eye, there is not much danger of your fixing it too high.

Then when you've got it all settled—got your aim well fixed—make up your mind that you are at one end of a long chain of endeavor, and be sure that it is borne in upon you clearly and sufficiently which end you are at. You are back of a machine where it is all push and no pull; the moment you stop to light your pipe you will be under the wheels.

Don't expect to go forward by leaps and bounds; accomplish one step at a time; conquer each detail separately; pigeonhole it, and then tackle resolutely the next.

If you don't know where you're at, where you're going, or how to get there, "Hitch Your Wagon to a Star," and then just get down on earth and skedaddle.—Store Life.

The unwritten law of society considers every man guilty until he is proved innocent.

One Road To Success.

There are many men in business who do not thoroughly appreciate the importance, to the success of their business, of friendly relations between employers and employees. Recently a business man was heard to say, "I don't want any suggestions from my employees. I run this business as I think best, and I don't want any ifs or ands from the men who work for me. If a man does not like to do what I tell him, let him get out and work for somebody else." This may sound very businesslike to some people, but it can not be considered good business policy, unless a man knows that all his employees are mentally incompetent and entirely devoid of ability to offer suggestions in the interests of the business. It is not a hard matter to pick out a man who has always worked for such an employer and has been satisfied to conform to the latter's wishes without comment. He grows up without any confidence in his own ability, does not consider that his suggestions are of any value, and in an emergency can not be relied upon.

On the other hand, the youth who has worked for an employer who encouraged suggestions on the part of people whom he hires knows that there is no written law in business which can be followed safely in every case, and is prepared to use his own judgment in all emergencies when it is impossible to consult with his employer. What a great advantage a man has who can feel confidence in his employees over the one who must always feel that without his presence his business is apt to be neglected. The men who have made the greatest success in the mercantile line are those who have encouraged their employees to think for themselves. A clerk should not be ridiculed for making a mistake, but the same should be pointed out to him and he should be shown where he was wrong. The better feeling which will be generated by such a course will reflect upon the success of the business, and it is clear that co-operation will result which would otherwise be impossible.

Commendable suggestions should not be overlooked, and when the employee offers such he should be brought to understand that it is appreciated and not resented. Every clerk likes to feel that his extra efforts are not wasted and do not go unappreciated, and a cordial word now and then will be more effective than continual fault-finding on the part of the proprietor.

A Reasonable Reflection.

John Farson, the Chicago banker, who has drawn up a list of satirical rules for entering society, holds that there is too much dissipation among the rich.

"A remark I heard the other day," he said to a reporter, "would apply well to the average society man.

"A middle-aged couple were talking about the Russo-Japanese war and the habits of Japan.

"How curious," the man said, "that Japanese custom is of taking off

the shoes before entering the house." "It is only curious," the woman retorted, "because it is practiced at all hours instead of at night solely."

Beware of the silent man; he may be a reformed prize fighter.

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.

TENNIS

Now is the time you need this class of goods



We carry a full and complete line of these goods; so mail us your orders and get prompt deliveries.

The Joseph Banigan Rubber Co.

Geo. S. Miller, Selling Agent

131-133 Market St., Chicago, Ill.



THE RIGHT KIND OF SHOES

We make shoes in the right way, out of the right kind of durable leather, that fit right, look right and are right.

We make different kinds of shoes for all sorts of purposes, from lumbering to social functions, each kind adapted to the wearer's particular needs.

Your patron wants to buy the right sort of shoe satisfaction. Our trademark on the sole is a guarantee from us to him that he gets it.

RINDGE, KALMBACH, LOGIE & CO. LTD.
GRAND RAPIDS, MICHIGAN

Where the World Gets Its Supply of Perfumes.

Few people realize the extent of the perfume industry or of the immense number of flowers that are annually grown for the extract gained from them. It is estimated that millions of pounds of rose leaves are annually reduced to perfumes, and that nearly a million women work following the old home recipes and supply the markets of the world.

In Southeastern Europe the rose-gathering season is from May to the middle of July, and 750,000 women and girls are employed in this industry. In the south of France and near Paris roses are cultivated for the purpose of manufacturing the attar, and over 30,000,000 pounds of rose leaves are annually gathered.

A fine quality of attar is obtained from the valley of Damascus, and the vale of Cashmere has for ages been famous, not only for its roses, but also for the quality of the product.

During the last thirty or thirty-five years the attar or essence of roses has become one of the most important commercial products of Bulgaria.

One of the largest rose fields, if not the largest, in the world is situated in Roumania and is over 120 miles long by forty in width. When the time of the Roumanian picking season is known, people come from 400 or 500 miles in every direction to get to work. Whole families migrate from Bosnia, Servia, Northern Bulgaria, Albania, and even from Greece, Roumania and Asia Minor to take part in gathering the roses.

For two months any one who can pick roses can get a job in the Southern Balkans. Picking begins at early dawn when the dew is on the leaves, and is continued until 10 or 11 a. m., or during cloudy weather all day long. When the sun is shining bright labor is discontinued toward noon, and recommenced at 4 or 5, and then work is carried on as long as the workers can see. Labor is paid for by the pound.

Every picker is equipped with a basket holding about two bushels, for rose leaves are light. After the baskets are full, they are emptied into sacks, and as soon as possible these are transported to the houses and there converted into essence. The factories where the attar of roses is made are mere sheds; sometimes the walls are of brick, sometimes of stone, and occasionally of planks. On one side stand the retorts in rows, copper alembics about three feet high, with a brick furnace underneath. Each alembic has a capacity of 110 liters, or quarts, but for a charge only seventy-five quarts of water are used and twenty-two pounds of rose leaves.

Distillation goes on for an hour, and then the flask receiving the distilled product is removed and the alembic recharged and the process begun again. The attar of roses is the oil which floats upon the surface, and this is subsequently taken off by cooling and condensation.

Some kinds of roses produce more attar than others, and some countries are far superior in the quality of

their production. It is said that a humid spring, with intervals of warm sunshine, causes the petals to yield more abundantly than is the case in a hot, dry season.

In Bulgaria 3,000 kilos of rose leaves produce one kilogram, 2.2 pounds, of the attar; and the Bulgarian flower-raiser realizes about \$100 an acre for his crop. France is equally productive, bringing forth 3,000 pounds of the roses to a pound of attar; and 400,000 roses are necessary to produce one ounce of the oil.

In Cashmere and at Ghazipur 1,500 and 2,000 pounds of petals produce one pound of the essence. Only the red rose is used, as the white or yellow varieties lack the essential oil-making properties.

Attar of roses is far more valuable than gold, for while in the markets of the world gold is priced at \$20 an ounce, an ounce of the pure attar is worth from \$100 to \$150, and the value of the annual yield of the Balkan rose district is \$400,000 worth of attar.

That portion of France south of the maritime range of the Alps is the flower garden of the world, and for miles beyond the village of Grasse nothing but a vista of flower gardens may be seen. Women as well as men work on these flower farms, and many is the courtship that has taken place in the springtime of the year while occupied in work in these wonderful gardens.

The violet plants are generally grown in fields where there are orange and lemon trees, and the shade of these trees is a benefit to the growth of the flower. The violet farms require constant irrigation. These plants are set in rows so that gathering may take place without any one stepping on the flowers. After the gathering has taken place a pomade is made by bringing the flowers into contact with some very pure fat, the latter being a suitable mixture of lard and suet, and carefully purified. The pomades are then melted, put into tin cans and shipped to all parts of the world. The manufacturing perfumer removes the pomade from the tins, "washing" the pomade with deodorized alcohol, which takes away from the grease the odoriferous substances of the flowers. This "washing" is the basis of all fine perfumes, and to it are added the various oils and substances that give to it its great commercial value.

The standard scent-plants are as follows: Rose, rose geranium, rosemary, citron, lavender, orris or iris root, bitter almonds, thyme, violet, cassie or opopanax, tuberose, anise, caraway, fennel, dill and coriander.

The roses employed for attar making in Europe are the Bulgarian red damask rose and the French provence rose. These roses are both spring bloomers, although the damask rose has a short autumn season as well, and their bloom lasts for only about a month. Rose farming would be very popular if perpetual bloomers having the requisite quantity and quality of oil could be obtained. This

would, in all probability, give work for five or six months in the year.

The tuberose is one of the staple flower products in the vicinity of Grasse, France. It is also grown in North Carolina, which furnishes some choice bulbs to many of the countries in Europe. The extraction of the perfume takes place by the enfleurage process and brings a good price.

Jasmine culture is one of the most expensive known, but as its perfume is said to be one that can not be adulterated or imitated, it brings a high price, on account of its general purity. It is grown in the vicinity of Grasse, France, and also in India, where its very delicate perfume is highly esteemed.

The French cassie and the American opopanax are the same, and are obtained from the acacia farnesiana. The acacia is a tree growing twenty or thirty feet high, and the source

of the perfume is the flowers, which are borne in small round heads of a yellow color. This tree is extensively cultivated in the southern part of France, and the odor is extracted either by maceration or enfleurage.

In England rosemary and true lavender flourish best. Rosemary is found along with common thyme, and distilled in great quantities. According to Piesse, "eau de cologne" can not be made without it. It is also the leading ingredient in "Hungary water."

True lavender, a plant of the mint family, is cultivated extensively at Mitcham, in Surrey, and other places in the south of England. On account of the mild, moist air and the calcareous soil this English variety produces a grade of oil superior in delicacy of fragrance to that obtained from the wild plant found in other countries.

Our own make

Kangaroo Kip

Heavy $\frac{1}{2}$ D. S.

Full Bellows Tongue

\$1.60

Without Bellows Tongue

\$1.50

Hirth, Krause & Co.

Grand Rapids, Mich.



LaVerdo
King
of all Havana Cigars

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

Verdon Cigar Co.
Kalamazoo, Mich.

Perfumes are also obtained from the various citrus fruits, such as the sweet orange, the bitter or Seville orange, the bergamot orange, the lemon, the citron, the sweet lime, the sour lime, the shaddock and pomelo or grape fruit. Of the orange-peel oils, the bergamot is the most valuable, although not very readily found in the market in a pure state. This fruit is cultivated in the south of Italy, near the town of Reggio. To extract the oil from the bergamot, citron, lemon, lime and orange mechanical methods are resorted to in connection with the rinds of the respective fruits.

The material from which high-grade perfume is extracted is a combination of melted beef or mutton fat and olive oil, and comes in airtight cans. This fatty substance is laden with the essence of whatever flower is to be reproduced in odor, and the perfumer must extract this odor by the application of spirits to the raw material. This is a very delicate process, and great skill is shown in reclaiming the odor. The chief aim is to preserve the freshness of the flower odor and give it a body that will be reasonably durable. If an odor that will last too long is produced, it will in time prove disagreeable and the manufacturer will have placed an unpopular product upon the market, to his own loss and financial injury.

The Oxford As a Health Shoe.

Bernard McFadden, a "health culture" expert, declares that shoes without heels are the proper attire for mankind, and says the moccasin of the Indian is the ideal shoe.

The chief difficulty in the theories which are urged upon us, involving the "getting back to nature," is that nobody wants to "get back to nature," and most of us would die if we attempted it. The phrase seems to be considered by many as being equivalent to "getting back to savagery." Why should not Mr. McFadden go the other step, and discard shoes altogether?

The first man to wear moccasins wore them because he found need of them. As he progressed he discovered various modifications that improved them for his use, and the shoe of to-day is the result of some centuries of evolution. Apart from such merely ornamental features as it may have, the modern shoe is an admirably adapted piece of work.

The heelless soft sole answered very well when his only occupation was sneaking through the mossy woods, either in pursuit of game or on the expeditions for the assassination of his fellow red men to which his exaggerated bump of murderousness prompted the Indian, but a race that works for a living wants a different garment. The hard pavements of a city, the roughness of a workshop floor, the sharp crags of a mine, the clods of a farm, all demand a shoe with a hard sole and a heel.

Even on the softest of ground, like the prairie soil of the West, the farmer would be very uncomfortable in a shoe without a heel, for the rea-

son that the feet would sink in the ground at the heel as he walked, because of the much broader surface of the front of the shoe, and his foot would all the time be tipped up at the toe. This is not mere theory; ask a farmer. He needs something at the heel to level up.

The "health fad" is a good thing, on general principles, even although its chief exponents may at times make mistakes, and the constant study of many designers is to produce a shoe that shall be perfectly adapted to the needs of the wearer. The "health" shoe family is quite numerous, and not all the finely made and well designed shoes are labeled by that name—not by about 99 per cent.

For adaptation to a particular need, why should not the oxford be classed as a "health" shoe? If there is any disadvantage in swathing the foot in an airtight casing of leather, the oxford remedies this disadvantage in large part. For warm weather wear it is certainly the best foot-garment that can be worn.

With a few perforations added, in the right places, a well made oxford comes very near the ideal shoe for comfort and healthfulness as well as for looks. Its use has greatly increased during the past few years, and further increase may be expected.—Shoe and Leather Gazette.

Green Goat Leathers Wanted.

The rage for colors in shoes is being revived even to an embarrassing extent. This season one or two new shades in leather have been added to the catalogue of recent years. Shades and colors in good leathers that were rejected two or three years ago are now called for, but they are not to be had at the tanneries, the leather stores or the shoe shops.

Speaking of this the head of an Eastern shoe manufacturing concern justly noted for the production of the highest grade of women's work says:

"I was in a leading New York retail shoe store last week when a well-dressed man entered and asked the proprietor for a pair of women's green shoes such as those in the show-window. The shoe man replied that they had none in stock and the pair in the window was there simply for display purposes. The enquirer said he had been at another house for such a shoe, but they asked \$12 for a pair. The retailer said he would take his order for a pair and would endeavor to have them made up, that is, if he succeeded in getting the green upper stock. The deal was made for \$8.

"When the man went away the proprietor turned to me, as I had been listening to the conference, and asked me to make the shoes. I agreed to do so if I could only procure the stock and settled the price at \$5. Before leaving New York I called on a well-known house on Spruce street, which has attained more than national fame as a producer of colored kid; but while the firm were able to furnish me with a green shade skin, they refused absolutely to make any. 'We tried a line of green goat,' said the kid manufacturer, 'some years ago,

but it did not sell; we had to dye the skins black, and we will not take the risk again.'

"Many women now trim their dresses green and they are fascinated with the idea of possessing shoes which conform in shade with other parts of their attire."

There seems just now, even at the opening of the season, no limit to the range of human desire in the matter of shoe colors. Moderation in this, as well as in all other matters, is to be commended; but time and experience will before long regulate all this. Retailers should exercise prudence and judgment in dealing with this question.—Shoe Trade Journal.

The worm will turn. Tenants in New York City have formed a protective association. Avaricious, unaccommodating and unattentive landlords are to be backlisted. It is claimed that rents have been raised without justification in many cases, and that those who make their places look attractive are penalized because it is thought they would rather pay more than to move. The landlords have associations, and there is no doubt that they put on the screws whenever they can. The tenants are not often in an advantageous position to resist, but wonders can be done through the power of organization.

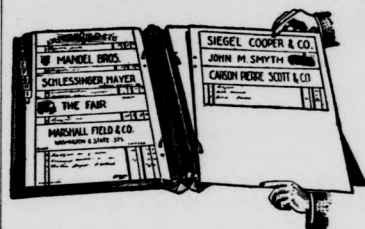
It is easier and often more profitable to look wise than to talk wisdom.

No Trouble Like This with Hocking Dry Measures



Probably no fixtures pay for themselves quicker than Hocking Bottomless Measures. They save one handling of goods. No quicker way of filling paper sacks. Goods are measured and dumped into paper bags or baskets at one stroke. They are made of heavy galvanized steel; and they will last a lifetime. A set of three, peck, ½ peck, ¼ peck, costs \$2. If these Hocking measures are not for sale by your jobber or paper house a postal gets them from us.

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



THE ONLY

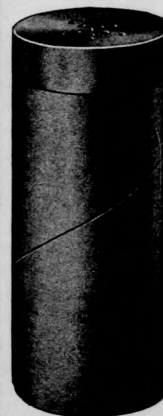
Loose Leaf Invoice File that is worthy of the name.

Let us send you our catalogue

THE Edward Hine Co.

Loose Leaf Devices, Printing and Binding

8-16 Lyon Street, Grand Rapids, Michigan



Make Anything That Sifts?

We make you your first profit by saving you money.

Gem Fibre Package Co., Detroit, Mich.

Makers of

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

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

HARDWARE

Necessity of Closer Affiliation Between Jobbers and Retailers.*

I think myself fortunate that I am permitted to address so notable an assembly. Thrice fortunate that I can come into this Southland and see with mine own eyes the progress that you are making—can see the results of the shifting of industrial power and activity from the field to the factory, so that the development of the new South shall be harmonious, and the field, and factory, and church, and school house, and the home, shall join in an all-round development of this land, that is beautiful for situation and lovely to dwell in. It is a pleasure to come here and see, in this new activity, a future pregnant with greatness and power and usefulness.

But we are come here to-day to discuss a question that enters largely into the conditions of future success and prosperity of this great American people. And as I stand before this gathering of representative men, engaged in the business that is the key note to human industry, or the barometer that tells of the prosperity or depression of business life, I am buoyed up with the hope that our conference will result in the betterment of our conditions as business men.

In these modern times there have arisen methods of doing business that are harmful to a large number of business men; because the success of the methods depends on creating false impressions; dangerous to society, because of the efforts to centralize business in the large cities; and bound, in the near future, to bring disastrous results on us as a people, for centralization carried to an extreme breeds anarchy.

For nearly twenty years these methods have been developing. For nearly ten years the retail organizations of the North have been fighting to hold in check what they have felt to be the illegitimate and unfair methods of the catalogue houses and department stores. Illegitimate, because they seek to carry the idea that the merchants in the towns, villages, and hamlets all over this land are seeking to get exorbitant prices for the goods that they are offering to sell the public. Unfair, because they are seeking to create and deepen an antagonism between the country merchant and his customers, by offering to send to these customers standard goods at prices at which the merchants can not buy and sell them, using goods that have become well known to the public by the faithful efforts of the retailers who have introduced them and made them standard, as leaders to draw the unthinking public to patronize them.

While vaunting themselves as the "price makers of the country," and

boasting of their greatness, they make this peculiar proposition, for honorable business men, that if the public will buy of them their "name will not appear on box, package, wrapper, tag, envelope, or outside of merchandise," so that they can send their money to the catalogue house, and when the goods are received no one will be the wiser, and no awkward questions will be asked by neighbors or home merchants. And they go on to say that as they handle such large quantities they "are enabled to own their own factories," and so cut out all profits except their own as manufacturers; that their expert buyers were on the lookout for overstocked manufacturers and jobbers, and by offering cash for their surplus were getting the goods for less than the cost to make. All this they were giving to the public. And they say, further, "We sell to the largest merchants in the country, but we have only one price. The man with the dollar gets his goods just as cheap as the man who buys thousands."

That the catalogue house and department stores have a right to buy and sell goods goes without saying. But, if the manufacturer has a right and the power to determine how his goods shall be sold, and at what prices they shall be sold to the retail trade, and goes as far as to say to the jobber, that "if you deviate from these prices to your trade we will cut you off from selling our goods," why can not the manufacturer say to the catalogue house, "You must sell the goods you buy of us at such prices as we may determine, or we will not let you handle any of our output?" If it is right to make one class is to be controlled in selling the goods of the manufacturer, why not all? Why should any retailer be permitted to buy goods so as to demoralize the market. True, the catalogue house will buy more goods than any single retailer can be expected to buy. But he is and always will remain a competitor of the retailer. If the catalogue houses and the department stores bought the entire output of the manufacturers, then this discussion would have no place here, and neither would the jobber. We must recognize the fact that the jobber, as a rule, does not sell to the catalogue house. Therefore the catalogue house becomes an immediate competitor of the jobber, and is doing all that he can to undermine the jobber and the customers, by going direct to the customers of the jobber's customers and soliciting their trade. Being in a position, and recognized as a large buyer, he is put on the same plane with the jobber, and even frequently above him as regards prices, so that he is enabled to undersell and break down those to whom the jobber must look for support, if he is to remain a jobber.

If quantity is the only thing that makes price then this condition of things will continue. But this condition of things can continue only as long as the rule that price is gov-

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

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.

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.

*Address by W. P. Bogardus, President of the National Retail Hardware Dealers' Associations at annual convention at Atlanta on May 25.

erned by quantity prevails. Buyers should be graded, and manufacturers owe it not only to themselves, but to the trade in general, to be governed by other things than quantity in making prices.

Why are certain goods offered by catalogue houses at such low prices? Because they are standard. Because they are known all over this country. Who made them known? Who brought them to the attention of the general public? Was it the catalogue houses? I tell you nay. But in every hamlet and village and town, merchants and storekeepers have sung their praises until they have become a household word. Because they are well known they have been used by the catalogue houses and department stores to create an impression that they were selling goods all the way through at such prices. And the curious thing to me is that the manufacturers have joined with them, and, because they have given them sizable orders for goods, have helped them, unwittingly I believe, to break down the very people who have been instrumental in giving their goods the reputation they have gained before the public, and so building up the manufacturers' trade.

I take it as a fact, beyond dispute, that the manufacturer would have but small trade unless he had some one to help distribute his output. For the manufacturer to go to the consumer means too large an expense account, and is not practicable. For him to go to the retailer is open to the same objection as regards expense, except in some few instances. To go to the jobber for help to distribute his product is the least expensive, and most satisfactory method yet devised. Every time a manufacturer goes to a retailer and sells him goods he that much cripples his best friend, the jobber. He does not add to the consumptive capacity of the country one single cent, but brings confusion where there should be order. Mark you, I do not take the position that the manufacturer should never sell to the retailer; but this I do say, do not sell to the retailer at the same price that you do to the jobber, even if he offers to buy more goods than the jobber at the time. Do I say this as a retailer? I certainly do. Go into a great factory, where the revolving wheels are singing the song of human industry and watch as the completed product comes forth, and is boxed and piled tier on tier ready to be shipped to the markets of the world, and you see but one line of goods. But go into the great warehouses of the jobber and see the accumulation of goods gathered from many factories, that are waiting to be sent forth on their mission of usefulness, and you will see where the retailer can turn with confidence that his wants will be supplied promptly and completely.

Such being the conditions surrounding the retail and jobbing trade, is there not good reason for a close affiliation between jobber and retailer? Each is mutually dependent on the other. The jobber can not exist, as a jobber, unless he can sell the goods

that he has gathered together to the retailer. He can not go to the consumer. It is entirely too expensive. Now if his natural customer has been crippled by a competition that has been fostered and built up on the principle that price is governed by quantity, and which in every way possible seeks to convey the idea that it is better for the consumer to send his money away from home to buy his goods, what is the natural customer of the jobber going to do with the goods he buys from the jobber? To whom can he sell them? If a merchant's competitor has been given prices so low that he can sell for what it costs the other to buy, how is there going to be any competition?

Some may say that the catalogue house question is a small matter. Gentlemen, it is not a small matter. It vitally affects every retailer in all this country, and as it affects the retailer so it affects the jobber. So closely are their interests interwoven that the success of the one means the success of the other.

In these strenuous times it seems that the modern business mind is impressed more by size than by a careful consideration of the justice and merit of a claim. In the hurry of business it seems impossible to get a hearing unless accompanied by size. There must be influence back of requests before they get a hearing. The individual has no place in the new order of things. It must be a company, or corporation, or combination, or trust, if our plans are to ripen into fruitage. So we turn to organization, the spirit of the age whose wand brings order out of chaos, system out of confusion and success out of disaster, with the hope that a solution, fair and just to all, may come through this agitation.

We are not here to ask that any man shall be driven out of business. We are not here to ask that any business enterprise be throttled. But we are here to ask that men who are seeking to break down the retail dealer in order that they can climb upon the ruins may be hindered from accomplishing their objects. We are here to ask that the help heretofore given them may be withheld and that other considerations besides quantity regulate the price.

Ten years ago there were no State hardware associations. To-day there are eighteen, with the prospect of several new ones during the year. During the year 1903 there was an increase of membership ranging from 15 per cent. to 50 per cent. to the association. The retailer is slowly recognizing his utter weakness when alone, and his power when organized. And he sees, as he hopes the jobber will see, what closer affiliation between the two Associations will mean for both of them in the future.

How to Bring Smiles.

People who think that there is nothing colder than a dog's nose should try to get a smile out of the man who is always looking on the dark side. It takes so little to make the average man happy; and yet the majority of us are very poor hands

at cheering up a friend when he is down-hearted, from the reason that we usually tell him to count up the mercies that are around him, when, nine times out of ten, we should do far more good by telling him the help and comfort he has been to others. If things have gone wrong and a fellow-workmen comes to the shop looking tired and discouraged, it won't cheer him half so much to preach that he ought to be thankful for the many blessings that surround him; but if you tell him what a good worker he is, and how much he has done for his shop-mates, it will bring sunshine to his face in a moment.

Just Before the Battle.

"This bread isn't fit for a dog to eat," growled the husband.

"Very well, my dear," replied his wife, "don't eat it, then."

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

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



Forest City Paint

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

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

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

It's an Eye-opener.

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

JOHN T. BEADLE WHOLESALE MANUFACTURER

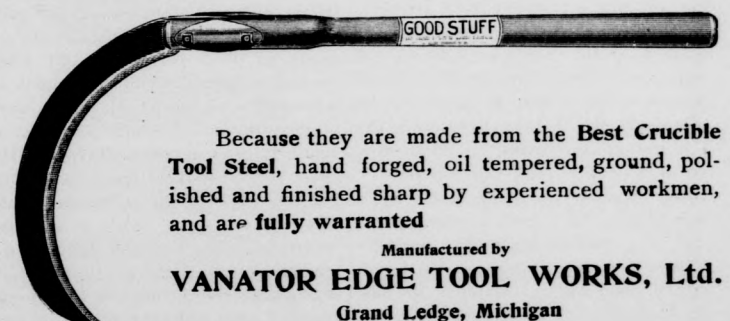


HARNESS

TRAVERSE CITY, MICHIGAN

FULL LINE OF HORSE BLANKETS AT LOWEST PRICES

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



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

Manufactured by

VANATOR EDGE TOOL WORKS, Ltd.

Grand Ledge, Michigan

Write for Catalogue

JIMMY MORIARTY.**His Rapid Advance from Errand Boy to Partner.**

Written for the Tradesman.

Mr. Wolden whirled in his swivel chair and regarded the little specimen of humanity before him with questioning eyes. Mr. Wolden was the busy manager of the Austinport Dry Goods Co. and the accumulated mail which he had been reading when disturbed did not portend a welcome reception for the intruder, who appeared like a typical street youth, with the exception that his clothing knew the use of a brush, his face showed the effects of soap and his hair was neatly brushed.

"Well, what do you want?" said the august gentleman in the chair, as he continued to survey the boy, who did not appear to be more than 14 years of age and who still stood by the office door nervously twirling his cap in his hands.

"I com'd to see about de ad. for a kid to lug bundles," he answered, and the motion of the cap was accelerated.

Mr. Wolden glanced at his watch, saw that it was barely 8:30 o'clock, and said: "The advertisement said 9 o'clock. Why do you disturb me now?"

"Well, me mudder says dat it's de early bird dat gets de worm, so I figures it dat de first kid gets de bes' look at de job an' hikes down before de rush begins."

"What's your name?"

"Jimmy."

"Jimmy what?"

"Well, me mudder calls me James Moriarty, but de kids all calls me Jimmy, so I says dat's me name."

Mr. Wolden smiled at the earnestness of the boy and said: "Well, I will file your application and you come back at 11 o'clock and I will give you my decision."

"Alright, sir," said Jimmy, "I'll be here wid de goods," and he hurried from the room.

During the next hour Mr. Wolden examined a dozen or more applicants for the place as delivery boy, but none of them made a very marked impression on him and he awaited the return of Jimmy. Promptly on the stroke of 11 the boy made his appearance and gingerly took the chair that Mr. Wolden motioned him to while he finished looking over a pile of invoices. This concluded, he turned around and again looked the boy over from head to foot. Finally he said: "Do you think you would like the dry goods business, James?"

"Yes, sir," the boy answered, "I think I would. You see it's dis way; I sells papers now, but den I can't sell papers always, coz I wants to be somebody, so I says to meself dat I might as well make de break now as to wait till later, coz I'll have a better chance to make good in a new game. So I goes to me mudder and puts de deal up to her and she follows de ante and says dat I'm a pretty good kid. I watches de ads in de papers fer de chance an' when I see dat ad. of yourn, I says, 'dat's

de game for me,' so I gets ready to butt in."

"Have you no father?"

"Nix, de old man was working on de railroad and 'bout four years ago he went in to couple two cars and stubbed his toe on a tie and when dey brought him home he was in chunks. Me mudder started to take in boarders den and I started selling papers."

"How much do you make per week selling papers?"

"Bout four or five dollars."

"Well, you know that we couldn't afford to pay you more than \$3 per week to begin with."

"Sure, I pipes dat off alright, but I figures dat if I holds off any longer it gits just dat much harder, so I wants to make de break right now."

"That's a sensible way to look at it. Do you go to school now?"

"Not fer de last couple of months. I used to only sell de morning and evening editions, but now I sells dem all and makes more."

"Well, James, I will give you a trial. You come to-morrow morning at 7:30 o'clock and Mr. Edgarton will explain your duties to you."

"Tank you, sir, I'll be here on time," and Jimmy left the room with a happy look on his face.

When Mr. Wolden arrived at the store the next morning Jimmy was busily engaged in looking over the rubbish swept out the evening before for stray bits of lace, spools of thread and other small articles which in the hurrying of caring for the trade during the rush hours invariably find their way to the floor in large quantities.

"How do you like the work?" he asked, pausing for a moment to watch the operation.

"It's a great hunch," answered Jimmy, giving a tangled mass of ribbon paper a shake to be sure that no valuables were concealed in its folds.

As the manager passed on his way he said: "You must break yourself of slang, James, as it is offensive to many people."

"Alright, sir," answered the boy, as he continued his labor, "I'll cut it out, alright," and Mr. Wolden was forced to smile at the earnestness of the rather peculiar answer to his request.

Thus did Jimmy, as everyone in the store called him with the exception of Mr. Wolden, acquire the rudiments of the dry goods business. I called on the Austinport Co. regularly then and had the story direct from Mr. Wolden. I watched his progress with interest. In a week he was the friend and confidant of all the men and the idol of the girls. Always ready to do a private errand when his duties permitted him to, quick to learn and with a capacity for an enormous amount of work for one so small, he was a general favorite. His spare moments were spent in mastering the stock of the store and at the close of the day's work he assisted in straightening out the domestic department after the overhauling which it had received during the rush hours. Contact with different classes of people accentuated the natural sharpness

which the paper selling had developed and made many changes in him. Of pleasing appearance, he was very neat in his wearing apparel and, as Mr. Wolden had advised, he was gradually dropping the slang of the street for better language, although in moments of excitement he would lapse into the vernacular. It was spring when he entered the store and on the Christmas following he was rewarded with a raise in pay to \$4.50 per week.

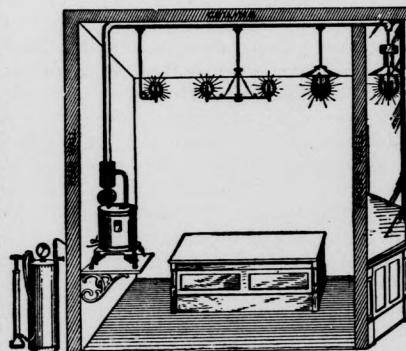
When the spring came again changes in the clerical force left a vacancy and Jimmy was deemed worthy of the place. He was made assistant in the domestic department and rapidly developed an ability as a salesman which excited wonder among his associates. His tact was astonishing for a boy of 15 and he was always courteous under the most trying circumstances. A large portion of the firm's trade was drawn from the foreign population of the city and Jimmy, now generally called James, was especially adept in

We Prepare
or
Audit and Certify
to the
Annual Statements
and
Balance Sheets
of
Corporations
City or Town Treasurers,
Partnerships or Estates
through our
Auditing & Accounting Dept.

The Michigan Trust Co.
Grand Rapids, Mich.
Established 1889

How Does This Strike You?

TRY BEFORE YOU BUY



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

White Mfg. Co.

186 Michigan St

CHICAGO, ILL.

Three of a Kind

Beats many other combinations. The three famous trains of the

Chicago, Milwaukee & St. Paul Railway

Offer an excellence of service and equipment not obtainable elsewhere. There are many reasons for this, one of which is the fact that this railway operates its own sleeping, dining, library and other cars.

The Southwest Limited, Chicago to Kansas City. The Pioneer Limited, Chicago to St. Paul and Minneapolis. The Overland Limited, Chicago to Omaha and San Francisco. On your next western trip, why not go one way and return another?

32 Campus Martius, Detroit, Mich.
Robert C. Jones, Michigan Passenger Agent

handling this class of humanity, even outselling the clerks of the same nationality who were engaged to cater to this trade.

As time passed by he mounted the ladder rapidly. From domestics he went to white goods, then to linings and cheap dress goods. Here he dropped out of my sight for several years, owing to my being transferred to another part of the country, but only recently I was transferred again and paid the house a visit.

I sought out Mr. Wolden, who met me with the glad hand, but when I asked him to look over my line he said: "Mr. Moriarty, my partner, who is assistant manager and the department head, will look at your goods. Work has piled up so here that other matters occupy my attention and I do little of the buying."

At the name Moriarty I pricked up my ears, wondering if it could be the same, and just then a handsome young fellow entered the office with a bundle of papers in his hand. Mr. Wolden called him forward and said: "Mr. Blank, shake hands with Mr. Moriarty; Mr. Blank represents Smith, Jones & Brown and would like to have you look over his line of goods."

It was true. I saw it in a moment. Mr. Moriarty, assistant superintendent, and Jimmy Moriarty, the delivery boy, were one and the same, and as I clasped his hand I saw that the metamorphosis had indeed been complete.

J. F. Cremer.

Rightful Scope of the Manufacturer and Jobber.

The discussion of the subject, "What Trade Should the Manufacturer and Jobber Rightfully Canvass and Sell?" is a question we are all deeply interested in, as upon this rests very largely our success as merchants. If the manufacturer and jobber sold anyone who might buy and at the prices they could make it would establish prices that no legitimate merchant could compete with, and necessarily we would have to do business at a loss or change our occupation. Most manufacturers and jobbers agree with us that they should not sell the consumer, but some contend that they ought to sell to anyone, if his bill amounts to a certain amount, and make wholesale prices, which I contend is wrong. If the customer wants to buy a large bill of goods there is not one of us but would be willing to sell at a very small per cent. profit and save our business from being infringed upon and injured by the wholesaler quoting prices direct to the trade.

Another trouble arises when the wholesaler sells the trade, it creates an idea in the minds of the consumer that they are being overcharged by the local merchant on everything he buys, and he is apt to get catalogues from all the cat-houses he can hear of and expect the local merchant to compete with that kind of competition, which we all know is unreasonable. No manufacturer or jobber should sell catalogue houses, because they sell them the poorer grades of goods they manufacture, and the catalogue house in turn sells them

as first-class goods, and with open competition with the same goods you have on your shelves or your sample floor, and as they are all sold by cuts the consumer has nothing to compare values by, and consequently gets cheaper goods at a higher price. On small goods, such as shelf goods, the merchant does not need as much protection from the manufacturer and jobber as on goods that represent a greater investment to the buyer on each sale, for example:

A merchant needs more territory protection on binders, mowers, plow goods, windmills, buggies, wagons and steel ranges than he does on goods that he sells every day in small quantities that represent a small investment to the consumer, while on the larger sale he will consult more carefully his catalogue. Manufacturers and jobbers should not put their agencies, especially on large goods, too close together, as it does not give the merchant enough territory to justify him in pushing the line he sells, as but a few miles from him is a blacksmith or well driller selling the same article he is selling and at a price he can not afford. If the well driller or blacksmith wants to sell goods let him make arrangements with a local merchant to sell the goods and at a price that each can make a small profit and not ruin the merchant's business by selling on too narrow a margin.

The merchant that carries a stock of goods and has his money invested is just as essential to the community as is the farmer and his business should be protected just as well and the state or territory that goes into the manufacture of any staple article and then sells it to the consumer at wholesale prices and furnishes only enough of it to ruin the prices is discriminating against one class of its citizens in favor of another, and is not right and should not be encouraged. Manufacturers and jobbers ought to be made to feel that we are unalterably opposed to selling the trailer and canvasser who carries no stock, but goes through the country, using the roads we help to build and maintain, selling goods to our customers, and generally of an inferior grade, at a long price, and thus depriving the local merchant of the profits justly belonging to him.

I believe that if the manufacturer and jobber will sell only legitimate merchants who carry a stock of goods suitable to their needs, that if the manufacturer and jobber would protect the above class of merchants, there would be a feeling of mutual protection that would make lasting friends between wholesalers and retailers that would be a permanent benefit to both. That the business of wholesale and retail merchants would be put on a better basis because we would each feel the necessity of each other, as each are essential to our modern mode of doing business. We should be friends and brothers and not feel antagonistic one to the other, but build up in these grand territories a system of business in which the manufacturer and jobber and retail merchant are co-

workers, and by us working each for the other we can relegate to the rear all the catalogue competition, and give us proper protection from buggy trailers, range peddlers and kindred abusers.

Let us as retailers patronize only those manufacturers and jobbers who will protect us in our business and who will give the glad hand to all who are legitimately in the retail trade and have a reasonable amount of goods on hand to sell from. As retail merchants we should learn to know each other better, have more faith in each other, get closer together and then throw our business to our friends, the manufacturer and jobber, who see to it that our interests are protected and thus we protect each other.

T. J. Griffin.

The Reasons Why
People Prefer

Our Nets and Dusters

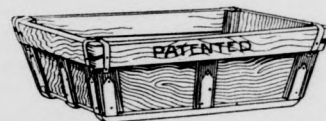
are

The Styles are correct, Quality
is good and the Prices are right

Would be pleased to submit
samples or send you our prices

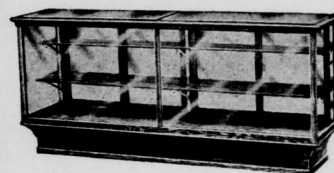
Sherwood Hall Co.
Limited
Grand Rapids, Mich.

Nothing like it. Like what?



Why, the Wilcox perfected delivery box. Grocers want it everywhere. Outwears a dozen ordinary baskets and looks better than the best. No broken splints or "busted" corners. Nest perfectly and separate easily. Ask your jobber or write us. We also make No. 1 Baker and Laundry Baskets.

WILCOX BROTHERS, Cadillac, Michigan



Ball Bearings On Show Case Doors

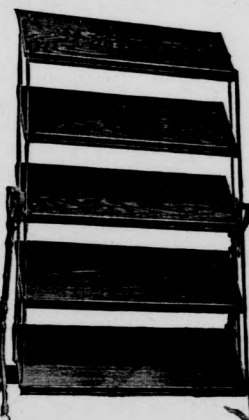
Make the doors work right. They are expensive but the cases cost you no more. All our Sundries Cases are fitted with them. Our Catalogue gives complete information. Write for it.

Grand Rapids Fixtures Co.

Bartlett and South Ionia Streets, Grand Rapids, Michigan

New York Office 724 Broadway

Boston Office 125 Summer Street



"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
No. 9, 5 shelves 9 inches wide, 27 inches long, 4 feet high, net price..... \$4.20
Two or more crated together for either size, 20 cents less each.
Further information given on application.

American Bell & Foundry Co.
Northville, Mich.



Passing of the Era of Whining and Tears.

Written for the Tradesman.

One of the most interesting and significant phases of the evolution of woman is that she is ceasing to weep. Science is powerless to explain it, but it is a self-evident fact that every observing person must have noticed that as women develop backbone their tears ducts dry up.

Time was, and not so long ago, when the very name of the feminine sex was synonymous with crying. It was woman's hereditary destiny to weep, just as it was man's to work, and she did what was expected of her by sitting down and howling whenever she came up against any of the hard propositions of life.

More than that it was considered, by men and women alike, proper and elegant and a ladylike thing to do.

All the heroines in old-fashioned novels bedew every page with their tears, and the real women of the period seemed to exercise no more self-control, but to have existed in what Mr. Mantilini would have called a "demd damp condition." Their tears were always on tap and they were ready to turn the water-works on whenever anything was to be gained by doing it.

The modern woman has changed all that. You hardly ever see a woman weep now. There are—God help us—just as many things to wring a woman's heart to-day and just as many causes for tears as there ever were, but if she has any tears to shed, she sheds them in private. It is almost as unusual and startling to see a woman give way to emotion in public as it is to see a man do so, and no other one thing so emphatically marks the progress of the feminine sex. It measures all the distance between hysteria and reason. It marks the difference between the spoiled child crying impotently for forbidden sweets, and the strong adult, who takes what life gives with unflinching bravery and cheerfulness.

It seems likely that women have always over-valued the effectiveness of tears anyway. Tears were supposed to be an unanswerable argument so far as men are concerned. The truth is that few women can weep effectively. In poetry a pearly drop that makes a blue eye look like a violet drowned in dew gathers slowly and rolls gently down an alabaster cheek and the man dissolves in it. In real life the woman who weeps gets red eyed and her nose swells and she looks purple and aploplectic and the man gets up and slams the door behind him and goes down town until the water spout is over. In these prosaic and common sense days weeping has played out as a fascination and tears are a failure. No man wants to be salted down in brine as if he were a dried herring.

Weeping was always a coward's

weapon anyway. It was playing up on the best and tenderest part of other people for your own selfish ends. I heard a woman say not long ago that she always got her way in the family by crying for it. "When I want a thing," she said, "I just go to bed and have hysterics until I get it." Of course, one understands how a man gives in to that kind of a woman. His very nobleness makes him powerless to deal with her as she deserves, but what a withering and blighting contempt he must have for her! How he must despise the littleness of the soul that trades on his pity, his chivalry, his very reverence for her sex!

In an humble rank of society that kind of a woman is permanently and instantaneously cured by a sound trashing, and when I have observed other unreasonable and sobby women in a more exalted station of life, it occurs to me that we are unduly prejudiced against wife beating, and that there are times and occasions when it makes for peace and righteousness.

The trouble in the past with the women who wept was that they wept in the wrong way. A tear, as a tear, is as ineffective as any other drop of water, yet people make the mistake of reverencing it as if weeping over a thing was going to perform some kind of a miracle and right any kind of a wrong. You might weep, for instance, over a starving family until you shed an ocean of tears, yet it would not keep them from perishing of hunger. It is only when you begin to sob with your pocketbook that you relieve their sufferings. It is not the people who mingle their tears with ours when we are unfortunate and poor and downcast who help us. It is those who sympathize with the offer of a good job or a timely loan or helpful counsel. Nothing else on earth is so plentiful and cheap to give as tears, but unless they are backed up with good deeds and hard cash nobody has a right to attempt to sustain a reputation for charity on them. Plenty of people do. I have seen women sit up in a fashionable church and sniffle into a point lace handkerchief all through a charity sermon and then drop a plugged nickel into the contribution plate.

Then there is the folly of thinking that you can float prosperity on a sea of tears or wash away poverty by turning yourself into a salt water geyser. Yet there is no theory that women cling to more fondly than that they can alter their financial situation by lamenting it loudly enough. If all the tears women have shed over being poor had been turned to account they would have made a water power that would have turned the wheels of the machinery of the world. Yet all of this lost motion has been wasted. Tears have never whirled back vanished dollars. No woman ever wept herself into a fortune, but still they have made perfect Niobes of themselves over their spilt milk. I had a friend once who lost her money and who did thereafter nothing but weep. "What shall I do?" she demanded. "If you would put in as much time and energy mop-

ping a floor as you do in mopping your eyes you could make a fortune as a charwoman," I answered, "for you certainly are the goods." She never forgave me. People never do when you tell them the truth, but it is a fact, nevertheless, that the only tears that can conjure back prosperity are the tears we weep with our hands at some good, honest labor.

Sometimes I amuse myself by speculating on what the state of affairs would be if mothers wept less over their wayward children and

RUGS FROM OLD CARPETS THE SANITARY KIND

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

Petoskey Rug Mfg. & Carpet Co. Ltd.
Petoskey, Mich.



JAR SALT

The Sanitary Salt

Since Salt is necessary in the seasoning of almost everything we eat, it should be sanitary

JAR SALT is pure, unadulterated, proven by chemical analysis.

JAR SALT is sanitary, encased in glass; a quart of it in a Mason Fruit Jar.

JAR SALT is perfectly dry; does not harden in the jar nor lump in the shakers.

JAR SALT is the strongest, because it is pure; the finest table salt on earth.

JAR SALT being pure, is the best salt for medicinal purposes.

All Grocers Have It---Price 10 Cents.

Manufactured only by the

Detroit Salt Company, Detroit, Michigan

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

Sold only in bottles bearing our address

FOOTE & JENKS'
JAXON
Highest Grade Extracts.

FOOTE & Jenks
JACKSON, MICH.



Facts in a Nutshell

BOUR'S COFFEES MAKE BUSINESS

WHY?

They Are Scientifically
PERFECT

129 Jefferson Avenue
Detroit, Mich.

113-115-117 Ontario Street
Toledo, Ohio

spanked more. Every woman speaks of her children's conduct when they turn out bad as a mysterious dispensation of Providence. It is a sneaking way to try to get out of responsibility. She has been too weak, or too selfish, or too lazy to raise them right. Then the day comes when she discovers that her daughter is meeting fast young men on the street, or some night her boy comes home staggering drunk and she can do nothing but cry over them. It is one of the great tragedies of life when a mother sees the young lives that are dearer to her than her own and the young souls that she would give her own to save hang trembling in the balance and she can meet the situation with nothing but tears.

Sentimentalists have embalmed a mother's tears in song and story and made them sacred, but in reality the tears a mother sheds over an ill-raised son or daughter are a shameful disgrace to her. There should be no cause for her to shed them and there would be no cause, once in a million times, for her to shed them if she had done her duty. When I hear of a heart-broken mother trying to float her son out of the penitentiary on a stream of tears I do not pity her half so much as I pity him for having had such a mother. In strict justice every mother of a criminal ought to be indicted as an accomplice before the crime, because if children are raised right they simply do not go wrong. Weep with authority, mothers, sob with a club un-

til you enforce obedience, respect for law and property, and inculcate habits of industry while your children are little, and when they are grown you will not have to moan over sons and daughters who have brought shame upon you.

It has also always appeared to me that women have wasted quite an unnecessary amount of tears on their husbands. For a thousand generations wives have clung to the theory that a man could be wept into all the virtues of the cherubim and seraphim. When a woman had a drunken husband she got up and opened the door for him in the early hours of the morning and bedewed him with her tears. When she had a brutal one she wept when he mistreated her, but she forgave him and let him go on doing it. If their husbands were unfaithful to them they shed a few barrels of tears and let it go at that. Now tears as a reforming agent are not worth a pinch of the salt that is in them. They do not work and men never make the mistake of using them. Men never weep over women's misdoings. They make their wives behave themselves or else they haul them up before the divorce court, and that is why the percentage of good conduct is so largely in favor of the fair sex.

It is a hopeful sign for the whole human race that women have quit doing the baby act—quit weeping. It was always weak and useless. We owe it to the world to give it sunshine instead of showers and we best do our part in life when we meet its

trials with smiles and courage, instead of whining and tears.

Dorothy Dix.

Anathematized Without Reason.

Every hygienist and most sensible people have anathematized the corset with every expletive in the dictionary, and there is no doubt that of all the follies of woman's dress the tight corset is not only the most ridiculous but also the most harmful. It would indeed seem difficult to find anything new to say about it, except that the various crusades seem to have had a certain influence on society and that a good many women are now more or less alive to the fact that the lines of the natural figure have an ease and elegance that can never be shown by bunched-out shoulders, tapering waists and beetling hips.

It has often been assumed that the corset is a modern invention, and the ancient statuary is referred to to show what was the shape of lovely woman before she took to incasing herself in steel and whale-bone. That the corset is nearly as old as history seems, however, to be the fact. The researches that are now being made into the ruins of the forest cities of South America throw a new light on the antiquity of waist-compressing garments. A bas relief that was lately unearthed shows a female figure which is depicted as being compressed between the lower ribs and the hips by an elaborate appliance.

It appears to have been arranged,

as its latter-day antitype, in transverse and circular foldings, so that the greatest amount of uniform pressure can be brought to bear on the unfortunate abdomen of the wearer, and from the appearance of the bas relief the grip it exerted would seem in no wise less tenacious than that of the modern production of the French corsetier. Thus the corset's last claims to respect—those of originality and up-to-datism—go by the board, and if it brings any shame to those who gird themselves with these vicious garments to know that the South American degenerates of many centuries ago deformed themselves in a similarly grotesque fashion one would be glad for them to know the fact.—Medical Press.

Commuting a Sentence.

Judge Gary, at the recent meeting of Steel Trust stockholders in Hoboken, said in the course of an argument:

"Your objection reminds me of the objection a lawyer once made to a judge's sentence. This judge had given a prisoner, convicted of second degree murder, thirty years' solitary confinement, whereupon the lawyer cried out:

"'But, your honor, my client is old. He won't live thirty years.'

"'Well, then,' said the judge, 'I'll shorten his sentence to life imprisonment, if you prefer it.'"

Money is the greatest trouble a man has, when he hasn't any.

**Golden
Essence of Corn**

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

Karo
CORN SYRUP

The Great Spread for Daily Bread.

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

CORN PRODUCTS CO., New York and Chicago.

IF JAPAN SHOULD WIN.

Prince Krapotkin Foresees No Social Awakening for Russia.

In the Far East a struggle is taking place which is unique in the world's history. One of the greatest and richest of world powers, occupying more than one-half of Europe and controlling more than one-third of Asia—ancient, rich and influential—is pitted against a people whose country is composed of a number of small islands, a mere streak of color off the coast of Asia as seen in a modern atlas, and whose inhabitants only joined hands with civilization some thirty-five years ago.

The true significance of this contest lies not in the small section of territory for whose possession or independence either side is contending. To the world at large it matters little whether Japan, Russia or China shall hold Manchuria. But it does matter very much, indeed, what the result of the combat will be in its effect upon the nations involved, according as they acquire ascendancy or experience the humiliation of defeat. Sociologists have already made mournful predictions of the disasters threatening civilization in case Japan proves to be victorious. Of even more vital interest to humanity at large becomes the speculation as to the effect the apparent impending defeat will have upon proud Russia, torn as she has been for half a century by internal dissensions and revolt.

Popular opinion, pronounced by statesmen of other nations, social democrats, and observers in general, holds that a crushing defeat of Russia must bring about most beneficent political changes; that it would mean the doom of absolutism, the beginning of a new era in the land of the Czar. Newspapers have authoritatively stated that should Russia lose the day the event will be the signal for a general uprising of the oppressed throughout her own dominions, and it is not saying too much to declare that this view has been cheerfully espoused by citizens living under governments which, like our own, hold exceedingly friendly political relations with Russia, so intense is the personal indignation which has everywhere been excited by the recital of the brutal deeds of Russian soldiery and the harsh despotism of her rulers.

Strangely enough, it has remained for Prince Krapotkin, the eminent Russian aristocrat, social reformer and fearless writer, to discourage this cheering belief. Prince Krapotkin in Russia stands for principles which are black treachery to his own Imperial government, but which in a republic are considered the most elementary principles of justice. He stands for liberty of speech and of thought, justice to high and low, universal education and equal opportunity for the industrious and ambitious. No man is looking more eagerly than he for the day that shall strike away Russia's shackles of prejudice and ignorance. No man would more gladly announce the dawning of her renaissance. Yet he

discusses the question sadly and hopelessly in a recent number of the Speaker, and is constrained to arrive at dispiriting conclusions.

The Prince, at the outset, maintains that every war is an evil, no matter what its issue may be; an evil for the triumphant ones as well as for the belligerents themselves, and that the present war offers no differences from all others. Passing on, he maintains that Russian occupation of Manchuria was a direct consequence of the Crimean war, for when it was expected that in the summer of 1854 the allies were going to make a landing in the sea of Okhotsk and Kamchatka, to take possession of the Russian ports of Ayan and Petropavlovsk, Muravieff, Governor-General of East Siberia, undertook to garri on these ports from Siberia, making the first descent of the Amur River with troops, and afterward, with no support from St. Petersburg and against the will of the St. Petersburg bureaucracy, by diplomatic effort secured from China the immense stretches of uninhabited fertile lands on the left bank of the Amur and the Pacific littoral, with its harbors. All this he obtained without firing a single shot. Looking back upon these events, and the further encroachment upon the disputed territory in the progress of railroad building, Krapotkin reflects: "I can not but say that it was a misfortune for the Russian nation that no other civilized nation had taken possession of Northern Manchuria. The whole history of that part of the world would have taken another turn if, let us say, the United States had got hold of this territory."

Of the Japanese, Krapotkin coolly maintains that it is not Korea that they want—it is Peking. Not at all more room for their growing and already overcrowded population, which, without any war, would have permeated Korea, Manchuria and the Russian maritime province, but the military lead of China. War in itself is bad, but the Prince disdainfully remarks that to pretend that a war inspired by such motives is going to be a boon to Russia is simply a reminder of that faith according to which Providence will always arrange everything for the good of the nations, especially the most docile ones. "Far from sharing such a faith," he says, "I maintain that the revolutionary movement in Russia, forty years old by this time, is now in such a good way that it does not require the aid of Japanese torpedoes in order to achieve its aims."

His reasons for believing that this war will only retard the reform movement and divert it from the great issues at stake are clearly set forth as follows: "Great economical and political problems, such as the general impoverishment of the rural population of Russia, the industrial laborers question, and the necessity of a federal organization for the Russian nation, have imperatively come to the front. At the same time the impossibility of further maintaining the absolute rule has been evident even to the rulers themselves. Even



A Peep into the Future

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

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

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

We believe this system will do as much for you.

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

Save three Pence Do it today.

Ask Department "K" for Catalog.

THE COMPUTING SCALE COMPANY

MAKERS

DAYTON, OHIO

THE MONEYWEIGHT SCALE COMPANY

DISTRIBUTORS

CHICAGO, ILL.



Moneyweight



members of the imperial family, even M. Plehve, recognize that. Plehve has put ten years, the others five years, as the utmost time limit for absolutism. War or no war, the absolute rule had to disappear. Under such circumstances, what can the war do but to impose new incredible sufferings upon the Russian nation, and to postpone the solution of the great problems just named, to put an end to the great and broad popular agitation, and to reduce the little agitation that will be possible, in war time, to minor issues?"

Such words as these, from the courageous Krapotkin, must force the most optimistic to recast their views. Reduced to their essence, they point to the simple moral that good can not come out of evil, and that a reconstructed state is not likely to spring from a calamity which saps the nation's life blood.

System and Its Advantages to the Hardware Business.

Executive ability is essential in the control of a successful business. "Detail and system are the primary parents of executive ability," and the prime object of system is to save time. As the greatest waste in any business is the waste of time, we can reasonably deduce that the use of system is advantageous to the hardware business. Perhaps its demands are greater, too, than any other line, because it is made up of multitudinous matters. With system, success is one-half attained, and without it chaos and disorder are sure to rule,

and time only will show the net results.

Nerve racked, tired and unstrung, we all are at times, and system lightens the labor, simplifies our work, and the shadows pass as if but a myth.

The hardware business of to-day, with all the modernized systems at its command, can be made well-high perfect in its completeness, although it is almost an unknown quantity in volume.

Did you ever stop to think what a blessing it is to live and do business in the twentieth century? How many of us would be satisfied to go back and do business as our fathers did fifty years ago? How could we get along without our stenographers, discount and cost books, card indexes, filing system and office fixtures? There may be few of us who have them all, but all have some, and we are frequently prompted to larger and greater things, and the incentive to equal, if not surpass, does prove beneficial when applied.

Any time spent in investigating "new systems," as they appear from time to time, will not be lost, even although they are not particularly adapted to our business or surroundings just then.

We can and do learn of each other, and there are several up-to-date exclusive houses in this country which are making a special study of "system," as applied to any kind of business, regardless of size or condition, which send their experts right into your very store and change it from its out-grown and, as a consequence,

clashing condition, into a well regulated, smooth running, modern business house. These accessories, coupled with regular, methodical habits, conscientious and systematic work, will accomplish wonders and bring about the result we are all striving for, namely, success.

"The waste of time is not always due to a lack of brain power, or energy, or ambition. It is just as often due to a lack of system. System enables you to save the minutes and to keep from doing needless things.

"Make your system automatic—make it absorb the mechanical detail—make it prevent the waste—and keep at it." Chas. E. Nash.

Women Suicides Wear Their Best Clothes.

Women who are driven to suicide presumably lose most of their ambition before taking the fatal plunge, but there is one feminine trait that they retain to the end, namely, pride in clothes.

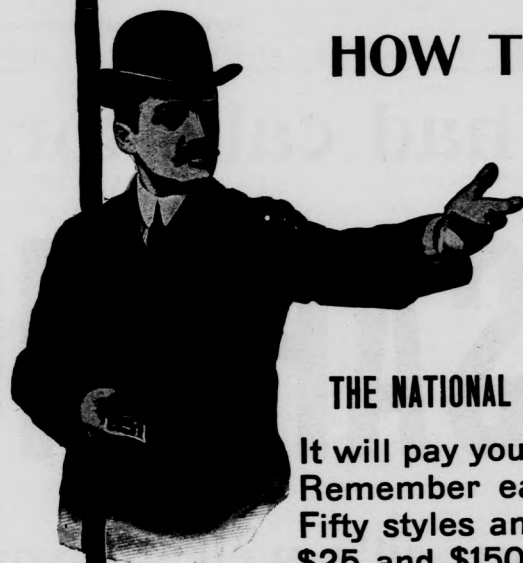
"Seldom," says a doctor whose position has required him to perform post mortem services for many of these unfortunates, "have I seen a woman who did not go to her death as well dressed as her circumstances would allow. The published reports of these tragedies confirm my observation. Read in the papers the account of a suicide, and nine times out of ten it will wind up by saying 'the woman was well dressed,' or, at least, 'her clothing was neat and clean.'

"Unless these women belong to the dregs they are found dressed in the silk skirt and silk waist which have become the inevitable garb of the suicide of moderate means. At the last the true feminine instinct seems to assert itself, and although the woman will not be here to read the account of the tragedy, she wants to die in the blessed satisfaction that she will be written up as a well-dressed member of society.—Chicago Tribune.

Russia and the Supply of Flax.

Russia produces 80 per cent. of the flax crop of the world, and the production of that country practically controls the market in America and all other countries. Samuel Gerstle, who is engaged in the importation of linen, said: "Russia is the fountain head of the world's linen supply, and flax is raised there quite cheaply. It can not be produced successfully in America, and the country's supply is imported. If it were not for the import duty the material would be cheaper than cotton, and the market for the latter product in America is preserved only by the duty which must be paid. The war will not have any effect upon the market, in my opinion, but what will affect it is the fact that Russia is contemplating levying an export tax on the commodity, and that will be a heavy drawback if carried out. The product now leaves Russia duty free."

Were it not for the fools, the wise guys would get left.



IF I COULD TELL YOU HOW TO SAVE \$1 EACH DAY WOULD YOU LISTEN?

More than 385,000 successful merchants say National Registers save from 50 cents to \$5 every day for them. To make one profit you will spend hours making a bargain in goods for your store.

THE NATIONAL WILL MAKE FOR YOU ONE PROFIT EVERY DAY.

It will pay you to investigate. Send in the coupon today. Remember each day you wait you are losing money. Fifty styles and sizes of registers at prices between \$25 and \$150.

NATIONAL CASH REGISTER COMPANY
FACTORY AT DAYTON, OHIO

AGENCIES IN ALL PRINCIPAL CITIES

DETROIT OFFICE, 165 Griswold St.
Indianapolis Office, 115 S. Illinois St.
Cincinnati Office, 613 Vine Street
Cleveland Office, 40 Arcade

GRAND RAPIDS OFFICE, 180 E. Fulton St.
Columbus Office, 9 South High Street
Chicago Office, 48-50 State Street
Buffalo Office, 14 East Eagle Street
Toledo Office, 337 Superior Street

CUT OFF HERE AND MAIL TODAY
A FINE BOOKLET SENT FREE
NATIONAL CASH REGISTER CO.
430 Milwaukee St.
Milwaukee Wis.
Please send us printed matter and information as to why a merchant should use a National Cash Register, as per your "ad" in
MICHIGAN TRADESMAN.
Name _____
Address _____

WOMEN IN BUSINESS.

Some Observations by a Grand Rapids Employer.*

They talk about a woman's sphere
As though it had a limit:
There's not a place in earth or
heaven,

There's not task to mankind given,
There's not a blessing or a woe,
There's not a whisper, Yes or No,
There's not a life, a death, or birth,
That has a feather's weight of worth,
Without a woman in it.

Women by nature are honest and faithful to the task set for them, but in order to succeed, they must show that their hearts are in their work. Whether she is an artist, a teacher, a journalist, a stenographer or a trained nurse, whether she is employed in office, shop or factory, she must be sincere, earnest, conscientious, if she would find happiness herself and appreciation from others. The field of work in stenography and typewriting is not considered overcrowded because there are many incompetent persons, yet very few experts, and the skilled worker is really in demand. Many women do not succeed because they take up business as a make-shift rather than a profession. Being left dependent on their own energies for a livelihood they enter into whatever opening offers itself without that keen appreciation that to succeed they must become complete masters of the undertaking in hand, as though that one proposition was to become their life work; the same as a man is obliged to do in order to succeed. Many women take up a business life after having come to the conclusion that to be married into a competency is what they are to watch and work for, and while waiting for that opportune occasion to occur they may as well put in their time at what pays best without much skill. Without a full determination to become an expert in her particular line I do not believe she will succeed, nor will she ever command a high salary. In a recent conversation with a woman book-keeper left in charge of an office the question came up—during the absence of the business manager—as to a large sale of lumber which the manager was anxious to make, the price being the important feature. Having schooled herself to the one proposition as to who was to stand the cost of loading and cartage, the buyer or the seller—which was a matter of only fifty cents per 1,000 feet—she became so strenuous on the buyer paying it that she nearly lost her employer the entire deal, which was proven by the fact that sooner than lose the sale he lowered his price \$2 per M. and delivered the goods besides. When the woman saw no farther than to insist on collecting fifty cents delivery or throw over the transaction, she did not grasp the situation of the business and hence was unfitted to do more than keep records of the transactions going on.

I don't believe it is well to mix the sexes indiscriminately in an office. Either have nearly all men, or nearly all women, as very many young

women shield themselves from specially tedious or difficult propositions by a desire to throw the difficult work onto the men and, where this is done, man has become the superior in capacity and, therefore, receives greater compensation, which a woman seldom appreciates. Because of this discrimination she will lay it to a prejudice against her sex. Where a strong-minded woman undertakes a business on her own account and employs nothing but women help, that lot of women will succeed better than where the sexes are mixed.

Prof. Patten, of Pennsylvania, argues that wives of husbands with small incomes should be wage-earners also. The whole social problem would be solved were the wife to become an income producer. Of course, I refer to the young married couples where each, before marriage, is earning from \$10 to \$20 a week. I believe that each should continue a wage-earner until the husband's income increases to at least \$20, when the wife can add more to the utility of his money by withdrawing from the wage-earning class. As the income from a man increases from \$10 to \$20 a week, that of the woman remains stationary at \$10 and then, giving herself up to the home they both can get better and more pleasant results out of the husband's income. The social pressure on the woman is to force her from the employed classes. There is no objection to the wife working as long as it is to the better utilization of the income of the husband. A criticism of this is that he does not take into mind the fact that the entry of a vast army of wives into the different trades, occupations and professions would lessen the financial reward which men now receive. To make the wives producers in the market would intensify the

competition. If the wages of men were to continue as they are, while the wives are not employed outside of the home, there might be some hope that the merged interests would fill up the family exchequer, but competition would be inevitable, so that with wives and husbands both working the joint income might not be much more than is the husband's alone now.

Another criticism is: It is impracticable because, when a woman marries the husband and undertakes to discharge the duties of wife and mother and mistress of the household, she can not be expected to go out into the business world and earn money. Should she do so, it would tend to destroy manhood and motherhood and wreck the home. Every man who marries assumes the obligation to support her and their children. The plan would do away at one sweep with the home as the unit of civilization and make it, instead, a luxury for the higher salaried classes.

There are those who are so crazy in their adoration of the sex as to assert that no man ever met a woman without being the better for it. These I always crushed by asking them if Adam was the better for having met Eve? On the other hand, when a railer at the weaknesses of the sex would assert that no woman ever kept a secret, I crushed him by demanding the name and address of any unmarried woman above 25 who ever divulged her age or any woman—married, single or divorced—who ever confided to any one the fact that her hair, teeth or complexion were artificial. I hold that the virtues were inherent in woman and, so believing, felt it unnecessary to look for sin among them; that is, to any alarming extent. I have found

out that woman can be very wicked. They are not all truthful and, when they set out to lie they do it with an ease, a grace, a smoothness that sugarcoats the most audacious falsification, and makes it go down as easily as the sweetest truth. I have found them horribly insincere in everything relating to the stronger sex. They would flirt and trifle with them. And I never heard but one who even condemned the practice, and her condemnation did not count, for she was 39, had had smallpox, was cross-eyed and wore a wig and was thin and angular, and had freckles and very sandy hair, and her nose turned up, and her teeth were bad and she did not know how to dress and had large feet and very large bony hands and a stoop in her shoulders, and some other defects. She was not the belle of her native village. She protested vehemently against this thing of ensnaring young men, and when they had lost all control of themselves in their adoration, of casting them off heartlessly.

THIS IS IT

An accurate record of your daily transactions given by the



Standard Cash Register Co.
4 Factory St., Wabash, Ind.

You have had calls for HAND SAPOLIO

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

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

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

*Address by Robert W. Merrill at annual banquet of the Grand Rapids Credit Men's Association.

Is Disease Gaining On the Doctors?

At a cost of \$11,000,000 Greater New York is to have one of the finest hospitals in the world. It is the new Bellevue, which is to be erected on First avenue, with a frontage of two blocks from Twenty-sixth to Twenty-eighth streets.

In the meantime the overcrowding of all the city hospitals will probably continue until the new institution is completed in 1914.

During the last three months Bellevue has received 1,950 patients from other hospitals and has sent 1,523 patients to Blackwell's Island.

The present hospital has accommodations for only 750 patients, and is woefully over-crowded all the time, with the conditions growing worse from year to year.

It is expected that the new hospital will accommodate 2,800 patients, which will be ample for all conditions likely to arise.

On Manhattan Island last year there were over 150,000 hospital patients. Many institutions for the sick and disabled were so badly overcrowded that it was impossible to give proper treatment to those who sought admission.

Bellevue alone handled over 27,000 cases. In Mount Sinai 36,366 patients were treated. Roosevelt was so badly crowded that 1,200 patients were sent away to Bellevue and the total number of ambulance calls, which were 5,822 for Roosevelt, was 415 more than during the previous year. The Presbyterian Hospital treated over 40,000 patients.

All over the city during the long, hard winter the people of the tenements died by hundreds of pneumonia, grip, typhoid and pulmonary diseases.

Physicians attribute this remarkable increase in sickness to the severity of the winter and to the filthy, torn up condition of the New York streets.

Although pathological knowledge and science have steadily progressed in ratio with the increase of disease, the death rate has not ceased to climb steadily upward, until it has become an alarming problem for the Board of Health and the city authorities to contemplate.

This is directly attributable to inadequate hospital facilities throughout the city. One hospital which was forced to curtail its work for lack of funds estimates that the lives of 400 persons were saved last year in one ward, since closed.

This means that fully 400 persons are likely to die during the next year in their tenement homes for the lack of hospital care, unless that ward is reopened.

About 75 per cent. of the 150,000 hospital inmates last year were charity patients, and it is by reason of the enormous amount of this work that the institutions find themselves overwhelmed.

Twenty of the principal hospitals of the city report deficits for last year varying from \$500 to \$88,500.

Thus in the absence of immediate assistance hundreds of poor patients will be deprived of life-saving measures. This will mean a further in-

crease in the death rate and an added menace to the community.

St. Luke's, the Presbyterian and Roosevelt are heavily in debt and have been compelled to seriously curtail their facilities, and several other hospitals have made serious inroads into their endowment funds in the hope that assistance would come at the eleventh hour.

Among the hospitals most heavily in arrears are the J. Hood Wright, Roosevelt, St. Luke's, Flower, Mount Sinai, German and Woman's. The total deficit of the hospitals is about \$500,000.

This situation, which has been growing for years, reached its most serious phase last winter, when pneumonia was almost epidemic and grip was raging all over the city.

Speaking of the overtaxed condition of the hospitals a physician attached to Bellevue said: "We have 125 beds arranged with springs and mattresses between chairs for the extra occupants of the wards. This over-crowding is injurious to the other patients. The air naturally becomes foul and impure, and necessary ventilation becomes a serious problem.

"We no longer fear typhoid. We have learned to combat it successfully in almost every instance. Take Roosevelt Hospital as an example. In 1902 that institution handled 127 cases of typhoid fever, of which 111 were cured. Our own record is not far behind that, although the number of patients in Bellevue is vastly greater.

"Smallpox, save in epidemic form, has practically been conquered. Diphtheria, when taken in time, is not a dangerous disease with our present knowledge of germs and germ-killers. In fact, it is the vast increase in our knowledge of bacteria which has enabled us to cope successfully with disease during the past trying winter.

"Pneumonia is the one disease which has up to the present time baffled all our efforts. The methods employed in fighting it are practically the same as those in vogue a quarter of a century ago, when it was popularly known as 'lung fever.' As in the past, we simply do the best we can to ease and sustain the patients while the disease runs its course.

"The only new knowledge we have of it is that it is infectious, and, therefore, a germ disease. It claims three times as many victims as typhoid, and there are more annual cases of it than of consumption.

"I have no doubt that some pathologists will succeed before many years in segregating the germ and finding an anti-toxin for the disease.

"The great advance in surgery is too complex and too voluminous a subject for me to comment upon.

"The hospitals will have to reduce their work to fit their incomes, which means that they will become merely surgical places. The medical wards will close and the sick poor will be left to their fate unless something is done.

"In the treatment of scarlet fever one of the first requirements is the

isolation of the case, with the view of preventing the spread of the disease.

"Disinfectants, such as carbolic acid, etc., are used freely in the ward where the patient lies, and all body and bed clothes are placed at once in boiling water or some disinfecting fluid. In convalescence, with the view of preventing the transmission of the desquamated cuticle, the incision of the body with carbolized oil and the frequent use of a soda bath are necessary.

"A great factor in the increased expenses of the private hospitals is the increased cost of modern methods of treating the sick and the greater cost of keeping the buildings in order as they grow older."

In the year past the total expenses were \$2,094,616.82; the total receipts \$1,024,511.72, of which \$673,761.54 was from the public. This deficit of \$150,000 is not on account of the increase of population, but rather from the fact that disease has grown past the capacities of the hospitals.

During the last fiscal year the Presbyterian Hospital gave medical or surgical advice to 40,195 persons, an average of 545 per day. Of the conditions in this hospital Dr. Fischer said: "Of the 3,214 patients in this hospital during the past fiscal year 68 per cent. were unable to pay anything and were treated free, and 6 per cent. were on endowed beds. Only two-thirds of our plant is now in operation."

There is no doubt in the minds of Bellevue Hospital physicians that disease during the past winter has been greatly increased by the overcrowding of the wards.

Persons suffering from trivial injuries requiring surgical aid have been sent home with the germs of typhoid or pneumonia in their systems, caught from association with patients in the receiving room.

Of the condition prevailing in this room Dr. John W. Brannan, President of the Board of Trustees, says in his last report: "All the patients must be received and examined in one room in the basement, poorly lighted and badly ventilated. From 80 to 100 sick people, most of them very poor, apply for admission every day, and all of them—men, women and children—must pass through the same room, there being no other available. Every variety of disease and injury, besides intoxication and insanity, is thus displayed in rapid succession, and transfers must frequently be made to the wards before proper diagnosis can be made. Considerations of quiet and privacy have to be disregarded under such circumstances, and distressing incidents can not be altogether avoided. All that the trustees have been able to do in the way of improving conditions here has been to have bathtubs attached to the reception-room, so that patients are no longer carried to the wards unwashed or in clothes perhaps infested with vermin."

The World's Fare

Delights the epicure — satisfies good appetites — tempts poor ones — nourishes all.

Columbia Baked Beans

with Chili Sauce.

The taste is a treat—pure, piquant, unsurpassed in deliciousness. "Columbia" stands for perfect cleanliness, expert care, and everything the best. Try a can. Serves six—costs 10 cents.

Ask your grocer, please. If he hasn't them, send his name with yours to

COLUMBIA CONSERVE CO., Indianapolis, Ind.





Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, May 28—There is little if any change in the coffee market. Buyers do not seem to show any great animation, but there is a steady volume of orders coming in and, upon the whole, trade is in a satisfactory condition. At the close Rio No. 7 is well held at 6 $\frac{1}{4}$ c and stocks are moderate. In store and afloat there are 2,798,758 bags, against 2,381,747 bags of Brazil coffee at the same time last year. Mild coffees are steady and stocks are seemingly ample to meet all requirements. Quotations are unchanged, Good Cucuta being still worth 9c. For the East India sorts there is a steady call and rates are unchanged.

There has been quite a heavy demand for refined sugars on old contracts and some new business as well, so that the market has been firm all the week and this condition is very likely to remain for some time. Refiners are slightly behind in filling orders in some cases and by next Tuesday there is likely to be quite a congestion of orders.

The tea market remains as it has for some time—dull and dragging. Sales are of small lots and buyers seem not at all interested.

There is a flat market for rice and the consuming demand is said to be at a low ebb. Still holders are not disposed to let go of stocks at less than quotations and evidently have faith in the future. Quotations at the South for certain grades seem to be above the parity of those here.

There is a firm and unchanged market with the spice men. Pepper, especially, is well sustained and, in fact, there is no weakness anywhere.

The supply of grocery grades of molasses is limited, but there seems to be enough to meet the requirements, which are simply for small lots to keep assortments in fair condition. Quotations are steady. Good to prime centrifugal, 18@27c.

There is continued quietude in canned goods and neither buyer nor seller seems at the moment to be vitally interested. The trade is waiting for samples of new goods. All reports agree that so far the prospect for peas has been all that could be asked for and a pack large and of very fine quality is anticipated in Maryland. From New York and New Jersey and the "Peninsula" the reports of good crops are uniform. About the dullest thing at the moment is tomatoes, which are working out at about 6 $\frac{1}{2}$ c. For futures, 67 $\frac{1}{2}$ @70c. Peas are not well established as to quotations.

Lemons and oranges have met with favor from buyers this week and for the former there is some advance in quotations, the range being from about \$3@3.50. Bananas are firm and the demand is showing daily improvement. Some delay has been

experienced by the strike of the steamboat men.

Little change is shown in the butter market. Receipts are fairly liberal and there is some accumulation, but not over 18@18 $\frac{1}{4}$ c can be quoted and, while the latter might be exceeded once in awhile, there is yet some very good stock to be had at 17 $\frac{1}{2}$ c; seconds, 16@16 $\frac{1}{4}$ c; imitation creamery, 13@15c; factory, 12@14c; renovated, 14@15c.

In the cheese market most of the trading has been in the better grades, the supplies of which have not been overabundant this week. The few very hot days had the effect of injuring a lot of cheese and quite a lot of such has been sold for what it would bring. Exporters have been doing quite a trade. Full cream small sizes are held at about 8c; large, 7 $\frac{1}{2}$ c.

There is a firm market for desirable eggs and very top grades of Western will fetch 17 $\frac{1}{2}$ @18c; storage goods are about $\frac{1}{4}$ c less, and from this down to 14@14 $\frac{1}{2}$ c.

Relation of Strikes to Dull Times.

The action of the Pennsylvania Railroad Company in laying off indefinitely the names of about eleven thousand men from its pay-rolls is not an isolated occurrence. Other railroad lines and manufacturing and business concerns in general are dispensing with employes wherever it is possible for them to do so. Trade, just at present, is in the ebb tide, and business men everywhere are forced to adopt a policy of sharp retrenchment. The Commercial would not care to go so far as to say, with Vice-President Todd of the New York, New Haven and Hartford Railway Company, that "there are many indications now that for the next few years hard times are ahead"; but even the wayfaring man should be able to perceive that there is a marked slackening in nearly all sorts of business.

In spite of this situation—a situation in which it might be supposed that working people would do what lay in their power to make continuation of employment possible—fresh labor disputes, often over trifles, appear to be breaking out in every direction. Do these working people realize that, even though this business reaction may prove to be only moderate in character, it is likely to go hard with them in retaining or securing jobs? Do they realize how vastly the army of competitors for employment has been increased of late years? Since 1896, when this country began to emerge from the last period of business depression, probably four million immigrants—the great majority of them male adults—have landed on our shores. In the same period millions of the native juvenile population have reached the self-supporting age—the number of voters alone having been increased between 1892 and 1900 by over two millions, with the probability that this number has been swelled as much again since 1900. Since 1890, the entire population of the United States has increased, it is estimated, nearly twenty millions.

In view of this tremendous addition to the ranks of labor could there be a greater piece of folly than for working people to plunge into strikes—especially strikes for higher wages—just when business is plainly slowing down? One would imagine that labor leaders, as a matter of self-interest, would use all their influence, in these circumstances, to check strikes. It is notorious that the membership of labor organizations invariably falls off enormously in dull times and, as a consequence, there is less occupation for trades union organizers and walking delegates. Workingmen who have lost their positions by reason of dwindling business can not keep up their dues in such organizations, and necessarily they are dropped from the rolls. All this should be obvious.

Yet just now, when business men in all sections of this country are taking in sail and preparing for a gale, labor leaders appear bent on precipitating fresh labor troubles. It seems to be impossible to beat into their skulls the fact that many employers are only too glad of such an excuse for curtailing operations or

shutting down operations entirely. Employers understand clearly that the more strikes there are when business is stagnant the easier it is for them to obtain labor at terms that will enable them to keep going.

Some day stern experience will succeed in drilling this fact into the crass brains of the men who pose as "leaders" of the working classes.—New York Commercial.

Silent Auctions.

To a stranger a Chinese auction is a most curious spectacle. The auctioneer leans over a slightly elevated counter and exhibits his wares. He says nothing, neither does the bidder, who merely steps forward to the auctioneer and runs his fingers up his sleeve, making pressure on the salesman's arm, thus indicating how much he will pay for the article. Then another and another repeat the action, until the one signifying the highest price receives the article without a word being exchanged on either side. Only the auctioneer and the successful bidder know the price offered and accepted.

Every Customer Likes

Osmun's Pop Corn Confections

Retailers make more profit than on anything they sell. Try this small order of our best sellers.

1 box 24 five cent packages Pop Corn Dandy Smack....	\$.65
1 box 20 five cent packages Pop Corn Fritters.....	.50
1 box 100 Penny Pop Corn Toasts.....	.50
1 box 200 Penny Pop Corn Balls	1.25

(All weighs less than 40 lbs.) \$2.90

Order direct or through your jobber. Insist on having OSMUN'S. Manufactured solely by

Detroit Pop Corn Novelty Co.

39 Jefferson Ave.

Detroit, Michigan

W. F. Wurzburg Jewelry Co.

46, 47 and 48 Tower Block -

Grand Rapids, Mich.

Our salesmen will call on you early with our new Fall Samples, showing the best and most complete line of Jewelry and Novelties ever offered from this market. We want your business and will make prices which should get it.

W. F. WURZBURG JEWELRY CO.



Jennings Extract Lemon

Is made terpenesless and contains all the true flavoring of the fruit.

Jennings Extract Vanilla

Has the full flavoring of the vanilla bean.

Jennings Flavoring Extract Co., Grand Rapids

Excellent Demand for Top Coats at New York.

The early spring was rather a severe one for the ultra-fashionable man who wished to show his new spring clothes, although it was undoubtedly a good season for the clothiers from one point of view, because there was an excellent demand for top coats and spring overcoats. Herein lies a fruitful topic for discussion.

I do not remember of any spring season that has allowed so great a variety in top coats and overcoats. We find everything in vogue from the short, topky garment, 32 inches long, to the 52-inch rain coats, and even longer than these if the wearer be tall. The raincoat has certainly proved itself to be a prime favorite with every class this season. It was made up in the straight loose style, it was made up full back and belt and it was of frock overcoat shape, close fitting at the waist, form-fitting above and with loose skirts like the frock coat from which it takes its name. There is not very much diversity of fabric and covert rules the favorite this season as for many seasons past—tan and gray coverts and a moderate share of fancies in modest and almost invisible plaids for the short toppers, tan and gray coverts for the long raincoats, also for the spring frock overcoats, while for the knee length soft vicunas and similar fabrics hold sway.

The latest English spring overcoat is really designed for a riding coat, and as might be expected, is rain-proof. This is a coat for riding in the saddle and is of very light stuff, is made large and will slip over any coat and has large triangles of cloth set in the side, the apex of each almost to the armpits, and when unfastened by means of the studs and sockets on the side make a great spread of skirts that will completely cover the legs in the saddle. When not in the saddle and these are fastened, the coat is of ordinary dimensions. Except from this extra spread of skirts, its features are close fitting to a little below the shoulder, from which point it spreads rather full. The collar has a tab and button to hold it when turned up and the sleeves are made either with tabs and buttons or with turned back cuffs.

Speaking of the saddle reminds me that the riding season is well under way. It should be borne in mind that there is a decided distinction between the correct dress forms for hunting and for ordinary park and country-use, and that to a certain extent, the sport, as far as its apparel is concerned, has its formal and informal sides. With hunting togs I will not deal in this article, but only with such apparel as is for everyday exercise in the ring, or on the road.

In short jackets there is nothing distinctive, and as a matter of fact, short jackets do not come within the category of genuine riding clothes, although they are frequently worn. In the country a Norfolk jacket or a tweed sack coat may be well enough for informal wear, but in town or generally wherever one cares in the

least about his appearance or the fitness of things, the skirted coat is the thing. If a short coat be worn it is much better to have it plain, black vicuna, worsted or cheviot, and cut in the simple sack style. As this is essentially an informal dress, almost any kind of leggings or boot-ees are better than boots, and the breeches should be of some medium or light-toned fabric. The waistcoat should be single breasted and of the same cloth as the coat, or a simple flannel waistcoat may be worn, but the regulation riding waistcoat of Tattersall pattern is hardly in keeping with the short sack coat.

The hat with this style coat may be the derby, or, in the country, a simple cloth cap. For the man who rides only occasionally, this outfit does very well, for it is good enough, although not strictly the smartest.

The correct riding coat is the skirt coat, cut about the length of the regular cutaway, but the skirts almost meet in front. The models for these have changed very little since last season. There is quite a pronounced waist line and it is fastened with four bone buttons, the lowest one being at the waist seam. There should be two buttons in the middle of the back and either two, three or four on the sleeves. There should be but one outside breast-pocket, although occasionally these coats are made with two covered by a flap. There are fairly large side pockets covered with flaps and set at the same angle as the waist seam and about an inch below it. Grays and browns figure prominently in the color schemes, and they are apt to be cut from rather fancy materials, plaids and checks. The waist seam of this coat in this latest form should drape in front a little below the waist line, the skirt full, straight in front but cut away about five or six inches from the bottom.

The breeches are, of course, of the regular riding style, cut very full over the thighs, tight from the knees down, where they should be reinforced with buckskin or box cloth, or, as some prefer, extra patches of the same cloth as the rest of the breeches. The bottoms of these breeches may be either laced or buttoned, the latter, I think, being preferred if they are made to fit right. For hunting I believe buckskin breeches or corduroy are more to be desired than cloth, but for the ordinary park and country riding I prefer the full suit of the same material. With these skirt coats the derby is the only correct hat to wear and should be plain black. If you wear a brown suit a brown derby may be worn, or, if you wear a gray suit a gray derby. However, I do not fancy, for my own part, anything but black for a hat.

The outing suit gives promise of being the most important article of wearing apparel for this summer, and it is more than likely, if the weather proves extremely oppressive, that it will be worn to business far more than last summer, when, for the most part, the weather was too cool for outing suits. Flannel will be prominent. Crash will be in evi-

dence, but there promises to be a greater demand for rough homespun than anything else. It is not very easy to get the real thing in this fabric, that is, the genuine hand-made stuff, but the mills make such excellent imitations that they pass very well. As a matter of fact, the mill-made homespun is a more serviceable fabric, if of good quality, than the hand-made stuff, and the cost is considerably less. One feature that should be carefully considered in selecting the homespun fabric is the stretching quality. If of soft, loosely woven texture, the breeches will not hold the shape, yet homespun are made that do hold the shape in a most satisfactory manner. I do not believe in these so-called fancy homespun that have a plaid figure in them, because, when you come to this, you get away entirely from the fundamental principles of the homespun, a rough, plain fabric, the uneven colors being entirely due to the roughness of the yarn from which it is woven, and variety of imperfections spun in the yarns, not necessarily detrimental to quality, but, according to some people's idea, an improvement in looks. There is very little if any change in the styles this season, unless we note that the coat is a trifle looser and a trifle longer. The trousers follow the season's styles in shape, and are, of course, turned up at the bottom. The outside breast-pocket, which should be there, is placed at a sharp angle and

the lower side-pockets have rather deep flaps.

The successful salesman is nine parts tact and one part talk.

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

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

This Stamp

Stands
for

Integrity
Reliability
Responsibility

Redeemable
everywhere

**American
Saving Stamp Co.**

90 Wabash Ave., Chicago, Ill.

**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.

THE CLOSED SHOP.

Tyranny Not To Be Tolerated by American Freemen.

The movement among the manufacturers of this country against the closed shop has now taken such general shape as to warrant the attention of all thinking men. Questions of wages and hours are not so serious because they are matters of negotiation, and decisions can usually be arrived at without serious loss; but the proposition of the closed shop is more dangerous because it is not arbitrable. For that reason the rights of the employer and the rights of the employe in this connection should be carefully considered and any popular misapprehension as to terms be removed, so as to narrow the question to its proper limits.

It is frequently discovered in conflicts which take place in the world of labor, as well as in private life, that they have been caused by misconstruction of terms; parties quarrel because they look at questions from different standpoints. When the misunderstanding is cleared up the conflict is over. Let us proceed then to try to clear the air on the meaning of the terms "open" and "closed" shops, and in that way help to avoid unnecessary friction.

In their relation to union labor shops may be divided into three general classes. First, the "anti-union" shop; second, the "open" shop, which may be subdivided into the non-union shop, the part union shop and the union shop; third, the "closed" shop.

The Anti-Union Shop.

In this shop the employer objects to union men; he discharges men when he learns that they have joined the union. It is no "open" shop, being closed against union men, and I protest against this class of shop closed against union men as strongly as I protest against the shop closed against non-union men.

The Non-Union Shop.

This differs from the anti-union shop in that it is open to union men. The employer has no objection to union men, but the circumstances are such, perhaps because workmen are not organized in his trade or section, that non-union men only are working in his establishment.

The Part Union Shop.

This shop, where union and non-union men work side by side, is the popular idea of the "open" shop. In England, where unions are numerically twice as strong in proportion to the population as they are in the United States, very few unions object to their members working in the same shops with non-union men. I hope our unions will soon come to the same point as their older brothers abroad. Outside of the question of right it seems to me bad policy for the unions to object to this condition, particularly for the following reason: Wherever union and non-union men work together the chances are very great that the union men, being organized and therefore more potent in their influence than unorganized non-union men, will gradually induce their fellow-workmen to join the

union. In other words, missionary work and evolution will go on with good results to the union. Provided the union is doing what is right and that its methods are good, it will undoubtedly enlarge its membership in such shops. Of course if the union man "agitates" during business hours, or if he endeavors to inject arbitrary rules and restrictions into the business, he may not only lose the good will of the employer but also that of such non-union workers who desire to push themselves forward and not be a party to the objectionable measures that may be adopted. In other words, by methods of evolution the success of the union in the "open" shop depends upon the conduct of the union, and for my part I see a greater future for unionism through the missionary work which is made possible by union men working side by side with non-union men than in the segregation of all the union men in closed shops where the limit of their membership has been reached. Besides what is accomplished by evolution, slowly and peacefully, is more likely to be permanent than what is accomplished by coercion, quickly, unnaturally. The struggle for the closed shop moreover does not come up in the non-union shops, but mainly in the shops which are part union and part non-union, particularly in those shops where 90 to 95 per cent. are already in the union and where the desire is to control the balance. Is it not bad policy when the union has such a large proportion of men in its organization to risk all for the sake of gaining that small per cent.? There are so little to gain and so much to lose. The demand for the closed shop antagonizes the employer, and also when it succeeds in forcing a few men into the union it adds poor members to the organization. An unwilling union man is a bad union man to get.

The Union Shop.

The third division of the open shop—the "union" shop—exists where, although all union men are employed, there is no agreement to exclude non-union men, but where circumstances are such by reason of the thorough organization of the union in a trade or district that no others happen to be employed in a shop; here non-union men have not been refused employment. It may be that non-union men had been employed in this shop, but that missionary work had converted them into union men. The employer in this case does not discriminate against non-union men, nor has he been advised of or accepted the authority of a "shop chairman" selected by the union. Here the line is drawn between the "union" shop and the "closed" shop. The union shop is such by circumstances and not by agreement with the employer. In the union shop non-union men have not been refused employment. As soon as they are refused employment by agreement and union rules are accepted by the employer it becomes the "closed" shop.

The Closed Shop.

The union shop is a voluntary con-

dition, the closed shop is a compulsory condition. While most employers are not opposed to the unions, nearly all object to the closed shop. They say that it is "un-American;" that it is brought about by coercion; that it takes from them the free right of employment; that it compels them to say to a workman applying for employment, "Join the union, or starve;" that it limits their employes to a favored class; that it is against the laws of trade; that it restricts the right of the workmen to do their best, and thoroughly develop their faculties; that it arbitrarily keeps the sons of American workmen from learning the trade of their fathers; that it introduces the arbitrarily appointed "shop chairman," who in carrying out the rules of the union often interferes with the discipline of the employer and frequently attempts to make the latter the collecting agency of the dues of the union; that the closed shop with its restrictive measures threatens to impede the progress of American industry and to take our country from the proud place of supremacy it has recently attained in the commerce of the world. You may hear a great deal about the improved conditions brought about by unions, and no one is more glad to recognize and applaud their good work than I, but do not confuse the work of the unions with the "closed shop." A very small percentage of the union workmen of this country are in closed shops and therefore do not fairly deserve all the credit of the good work of unions; on the contrary, the evils of unionism, the excesses of unionism, which have done and are still doing the greatest injury to the prospects of the movement, are traceable to the use of the arbitrary and coercive powers of the closed shop. The closed shop is certainly not a natural condition, nor a voluntary one; otherwise why do the employers rise as in a body against it? It is true that some employers favor the closed shop. In many instances, however, it is discovered that they have a selfish purpose, that they are conspiring with the unions to restrict competition, that they want to keep the small employer from going into business, and if he is in business to drive him out. Here I raise my voice for the rights of the beginner in business. Nearly all of us had to begin small, and in free America, the land of opportunity, should we now allow the beginner to be crushed by the closed shop agreement between the Trust of Capital and the Trust of Labor?

Let us get together, employers and wage earners, and thresh out the differences regarding the open and the closed shop. Fundamental principles are involved; the right of an employer to hire and discharge, and the right of a workman to seek employment where he will not be compromised. The right of a workman to join a union nor be discriminated against on that account must be conceded; but equally so the right of a workman not to join a union nor be discriminated against on that

account. But strikes and lockouts will not settle the question—they will only prove which side is stronger, not which side is right. We must get together and argue this question out—education of employer and wage earner is needed. General discussions will be helpful; conferences between employers and wage earners in the various trades still more so. It will thus be learned by both sides that what is good for the head is good for the hand—that high wages are as beneficial to employers as to employes—that a short workday is as much needed by the employers as by the workmen, and that arbitrary and coercive measures, such as the closed shop, prejudice the larger interests of wage earner as well as of employer. Marcus M. Marks, President National Clothiers' Ass'n.

The Canadian Cheese Trade of 1903.

In his report regarding the cheese trade of 1903 A. W. Grindley, agent of the Department of Agriculture in Great Britain, says: "The cheese season was a most successful one; there was a large increase in the quantity, and the steady improvement in the quality was so great that in spite of very heavy supplies the prices realized on the whole were satisfactory. The mild, sweet, palatable flavor, as distinguished from the heated and biting character so noticeable in former years, has created a large consumptive demand, which will have a tendency to do away with the disproportion in value between Canadian and English cheddar."

The practice of shipping too new or "green" can not be too emphatically condemned, as it not only spoils the sale, but hurts the reputation of Canadian cheese. The salesman, as well as the exporter, are to blame for sending these immature cheese, and the patrons of factories should insist that their cheese should be held in the curing room until it is in such a condition as will give satisfaction to the British consumer.

The difference in the quality of cheese held in the government cooling rooms was very noticeable, not only in quality, but in general appearance. This improvement is due to cool curing and "waxing" the cheese, which also has the advantage of preventing a considerable percentage of shrinkage. During the season of 1902, when "waxed" cheese first appeared on the British market, some of the grocers' associations objected, and even went so far as to demand an allowance in weights, but it was soon proved that there was less shrinkage, which, added to the improved quality and appearance of the cheese, quickly created a brisk demand for cheese coming from the Government Curing Stations, at an advance in price compared to cheese coming from the ordinary factories.

Care should be taken not to use green, unseasoned boxes, as the cheese, particularly the top and bottom, may be damaged in quality from this cause alone. It is false economy to buy cheap boxes.

Leading British importers of Canadian cheese are in favor of branding cheese indelibly with the month

in which they are made. Some years ago "September" cheese became the favorites, but owing to the improvement in the quality of cheese made during July and August, brought about by the system of "cool curing" introduced by the Department of Agriculture, the makes of other months have proved to be nearly as good in quality as Septembers.

It is claimed that unscrupulous dealers in Canada, as well as in Great Britain, quote "Septembers" at such low prices that the supposition is that they are the make of other months, and any inferiority in quality is not discovered until after delivery is taken. If the month of make was branded on the cheese they would be sold on their merits, and speculators who bought cheap lines of July, August, October, or November makes would be debarred from quoting them by cable or otherwise as "Septembers."—W. A. Clemons in Farmer's Advocate.

Recent Business Changes Among Indiana Merchants.

Anderson—Kaufman & Co. succeeded Van Horn & Kaufman in the paint business.

Bedford—Messick & Dodd, druggists, have dissolved partnership. The business hereafter will be conducted under the style of Dodd & Douthitt.

Indianapolis—Driftmeyer Bros. continue the grocery business formerly conducted by Driftmeyer & Cory.

Indianapolis—The Ardmore Grocery Co. has purchased the grocery stock of Robert Keller & Son.

Livonia—E. K. Hardin has taken a partner in his general merchandise business under the style of Hardin & Hall.

Orleans—A. E. Oldham, blacksmith, is succeeded by T. J. Shepherd. Shelbyville—Robins Bros. continue the grocery business of A. C. Robins.

South Bend—F. A. & H. Temple, grocers, have dissolved partnership. The business is continued by F. A. Temple.

Tipton—Mr. Woodruff has purchased the meat market of H. L. (Mrs. J. W.) Richardson.

Warsaw—Eschbach & Weimer, grocers, have dissolved partnership. Chas. E. Weimer succeeding.

Matthews—A receiver has been appointed in the case of the Star Co-operative Glass Co.

Mier—A receiver has been appointed for the Mier Window Glass Co.

Salem—E. N. Conner, grocer, has made an assignment.

Silver Lake—Thos. J. Colbert, dealer in general merchandise, has filed a petition in bankruptcy.

Secret of Success.

"Consider the meek and lowly porous plaster, my son," remarked the home-grown philosopher, "and don't get discouraged. Everybody turns his back on it, yet it hangs on and eventually achieves success by close application."

Reduce your business to a system and you will save time and money and prevent worry.

Hardware Price Current

AMMUNITION				
Caps				
G. D., full count, per m.	40			
Hicks' Waterproof, per m.	50			
Musket, per m.	75			
Ely's Waterproof, per m.	60			
Cartridges				
No. 22 short, per m.	2 50			
No. 22 long, per m.	3 00			
No. 32 short, per m.	5 00			
No. 32 long, per m.	5 75			
Primers				
No. 2 U. M. C., boxes 250, per m.	1 60			
No. 2 Winchester, boxes 250, per m.	1 60			
Gun Wads				
Black edge, Nos. 11 & 12 U. M. C.	60			
Black edge, Nos. 9 & 10, per m.	70			
Black edge, No. 7, per m.	80			
Loaded Shells				
New Rival—For Shotguns				
No.	Powder	Shot	Size	Gauge
120	4	1 1/4	10	10
129	4	1 1/4	9	10
128	4	1 1/4	8	10
126	4	1 1/4	6	10
135	4 1/4	1 1/4	5	10
154	4 1/4	1 1/4	4	10
200	3	1	10	12
208	3	1	8	12
236	3 1/4	1 1/4	6	12
265	3 1/4	1 1/4	5	12
264	3 1/4	1 1/4	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 25 lbs.				
Drop, all sizes smaller than B.	1 75			
Augurs and Bits				
Snell's	60			
Jennings' genuine	25			
Jennings' imitation	50			
Axes				
First Quality, S. B. Bronze	6 50			
First Quality, D. B. Bronze	9 00			
First Quality, S. B. S. Steel	7 00			
First Quality, D. B. Steel	10 50			
Barrows				
Railroad	14 00			
Garden	33 00			
Bolts				
Stove	70			
Carriage, new list	70			
Plow	50			
Buckets				
Well, plain	4 50			
Butts, Cast				
Cast Loose Pin, figured	70			
Wrought Narrow	60			
Chain				
Common	1/4 in. 5-16 in. 3/4 in. 1 in.			
BB	7 c. 6 c. 8 c. 10 c. 12 c.			
BBB	8 1/2 c. 7 1/2 c. 6 1/2 c. 5 1/2 c.			
Crowbars				
Cast Steel, per lb.	5			
Chisels				
Socket Firmer	65			
Socket Framing	65			
Socket Corner	65			
Socket Slicks	65			
Elbows				
Com. 4 piece, 6 in., per doz.	net 75			
Corrugated, per doz.	1 25			
Adjustable	dis. 40&10			
Expansive Bits				
Clark's small, \$18; large, \$26	40			
Ives' 1, \$18; 2, \$24; 3, \$30	25			
Files—New List				
New American	70&10			
Nicholson's	70			
Heller's Horse Raspe	70			
Galvanized Iron				
Nos. 16 to 20; 22 & 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	dis. 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
Castors, Bed and Plate	50&10
Dampers, American	50
Molasses Gates	
Stebbin's Pattern	60&10
Enterprise, self-measuring	30
Pans	
Fry, Acme	60&10
Common, polished	70&10
Patent Planished Iron	
"A" Wood's pat. plan'd, No. 24-27	10 30
"B" Wood's pat. plan'd, No. 25-27	9 30
Broken packages	1/2 c per lb. extra
Planes	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
Nails	
Advance over base, on both Steel & Wire	
Steel nails, base	2 75
Wire nails, base	2 30
20 to 60 advance	Base
10 to 16 advance	5
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
Rivets	
Iron and Tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
Ropes	
Sisal, 1/2 inch and larger	10
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	30 00
Sheet Iron	
Nos. 10 to 14	\$3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz	6 00
Second Grade, Doz	5 50
Solder	
1/4 @ 1/2	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron	60-10-5
Tin—Melyn Grade	
10x14 IC, Charcoal	\$10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade	\$1.25
Tin—Allaway Grade	
10x14 IC, Charcoal	\$ 9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade	\$1.50
Boiler Size Tin Plate	
14x56 IX, for No. 8 & 9 boilers, per lb.	13
Traps	
Steel, Game	75
Oneida Community, Newhouse's	40&10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz.	15
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50&10
Tinned Market	50&10
Coppered Spring Steel	40
Barbed Fence, Galvanized	3 00
Barbed Fence, Painted	2 70
Wire Goods	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
Wrenches	
Baxter's Adjustable, Nickeled	30
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70&10

Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	48
1 to 6 gal. per doz.	6
8 gal. each	52
10 gal. each	66
12 gal. each	78
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.	34
Milkpans	
1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6
Stewpans	
1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 10
Jugs	
1/2 gal. per doz.	60
1/4 gal. per doz.	45
1 to 5 gal., per gal.	7 1/2
Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun	35
No. 1 Sun	36
No. 2 Sun	48
No. 3 Sun	85
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	Per Gross.
Quarts	4 25
1/2 Gallon	4 50
Fruit Jars packed 1 dozen in box.	6 50
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun	1 60
No. 1 Sun	1 72
No. 2 Sun	2 54
Anchor Carton Chimneys	
Each chimney in corrugated carton	
No. 0 Crimp	1 80
No. 1 Crimp	1 78
No. 2 Crimp	2 78
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	1 91
No. 1 Sun, crimp top, wrapped & lab.	2 00
No. 2 Sun, crimp top, wrapped & lab.	3 00
XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.	3 25
No. 2 Sun, crimp top, wrapped & lab.	4 10
No. 2 Sun, hinge, wrapped & labeled.	4 25
Pearl Top	
No. 1 Sun, wrapped and labeled	4 60
No. 2 Sun, wrapped and labeled	5 30
No. 2 hinge, wrapped and labeled	5 10
No. 2 Sun, "small bulb," globe lamps.	80
La Bastie	
No. 1 Sun, plain bulb, per doz.	1 00
No. 2 Sun, plain bulb, per doz.	1 25
No. 1 Crimp, per doz.	1 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. Tiltling cans	7 00
5 gal. galv. iron Naeefas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 25
No. 1 B Tubular	7 65
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 WYDS	
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 Trade- man, 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 denomi- nation from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00
Steel Checks	
500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	5 00
Steel punch	7 00

DRY GOODS

Weekly Market Review of the Principal Staples.

Staple Cottons—Recent advices from Fall River are as follows: Cotton manufacturers have decided to secure signatures to an agreement binding the mills to abide by any change in the wage schedule, and to reduce the present schedule 10 per cent. Some of the manufacturers, however, argue that it is not a good business policy to reduce the wages of operatives working two-thirds time, unless it is clear that assurances can be given of steady work under the lower scale. Such assurances can not be given at this time, it is said, because one of the great difficulties in the present situation is a lack of demand for goods. The majority favoring the reduction at once contend that they are now undersold in the open markets about $\frac{3}{4}$ c a pound, and if they can get at least $\frac{1}{2}$ c a pound nearer the cost of production, they can make their competitors feel the present situation as keenly as they do themselves, and can prevent a constant underselling in the markets. Before the signatures of some mills can be obtained, it will be necessary to hold meetings of the directors of the corporations. The general strike talk in the air here, and the wage changes, which have been consequent on the changes in the methods of weaving in the mills, show the state of unrest among the operatives, but manufacturers who favor pressing the reduction believe it will be accepted after the usual amount of discussion.

Dress Goods—A fair number of duplicate orders for dress goods continue to come to hand, but they are usually small sized individually. The agents feel, however, that the season will be satisfactory in the end, although expected to be rather long drawn out. The subject of style is the chief stumbling block and is a matter of slower or more uncertain development than with men's wear fabrics. The jobbers have placed fair orders on fancy goods, but the greatest part of the business is yet to come and the same must be said of cloakings. In fact, the cloaking end of the business is still exceedingly uncertain and no one can say whether the plain or fancy fabrics will be in the lead.

Rain Cloths—There is no possible question about the success of shower-proof fabrics. They have become a factor in the market that has grown to enormous proportions and there are few mills which make overcoatings that do not include a line of rain-proof fabrics. This has undoubtedly had much influence with top coat fashions for spring and fall, because the larger number of men can not afford two coats and, when they buy one, the rain coat proves so much more useful that they more frequently select that, consequently the

long top coat styles are in just as good favor as the short styles. The majority of men feel that a rain coat is a necessity in every wardrobe that is up-to-date, and certainly last fall and this spring can only have confirmed their belief, showers being so frequent this season. What is true of men's wear coat fabrics is just as true of women's wear.

Mercerized Worsteds—The mercerized end of the worsted market seems to be an uncertain factor, although the belief is growing that the consumption of these goods will not be anywhere near what was looked for during the initial buying. Buyers seem to be carried away with the brilliancy of the patterns in spite of their belief that milder effects would rule in styles. The jobbers have taken fair quantities of these goods and the clothiers took a good deal in the initial season at prices averaging about a dollar. Many of the clothing salesmen took orders for clothing made from these goods and in some cases have been pushing them strongly, although not with the success altogether that their efforts would seem to warrant. Some lines have really done exceedingly well. They are the ones that possessed tangible merit that there was no gainsaying. A fabric like this that is evidently good value will seldom have a hard time finding a market, but the trouble with mercerized fabrics is to differentiate between the worthy and unworthy.

Linens—Linen importers are just sending men out on the road with general lines. There has been little doing of late in this branch of the dry goods trade.

Gloves—The glove manufacturers of Gloversville, N. Y., have issued an ultimatum to the effect that no further conferences will be held with the employees of the international union, no matter how long the strike lasts. A resolution to that effect was passed at a meeting of the manufacturers and communicated to the President of the union.

Hosiery—The market for hosiery at first hands is not in a particularly reassuring condition at present writing, orders being few and far between, both for present and future business. Jobbers, however, are feeling encouraged over the manner in which business is beginning to come in, and it looks as if the season's business would foot up to a respectable total after all. Higher prices on special lines are a possibility of the near future.

Carpets—The opening of the fall season's samples in New York on May 16 has not, as yet, had any decided influence on the carpet situation. The failure to advance prices has temporarily depressed a few manufacturers, but the great majority of them view the situation philosophically, and declare that an advance in prices would have been a mistake. None of them want to do business at a loss or on a very narrow margin, but those who have studied the situation with care for the past year declare that the prices set this year are as high as the consumers will

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.

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

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

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

We solicit your patronage.

Lowell Manufacturing Co.

87, 89 and 91 Campau St.

Grand Rapids, Michigan

pay. Evidently, the manufacturers who take this position were the controlling factors in making the prices. The reductions made were for the purpose of equalizing values in the hopes that these lines would meet with a better demand during the coming season than they have during the past. The failure to advance prices over last season's prices and the reductions in some lines must not be taken as an indication that manufacturers made money last or will this season. With the present high prices of the raw materials it will be a shrewd, careful manager who can make a profit, and his attitude simply indicates his desire to do business. Many of them did not make a profit last year and naturally some of them were depressed when the new price lists were announced. Others look for a profit by a fall in the prices of the raw material. Their position is that while there may be an apparent shortage in the world's wool supply, the prices have reached a point where curtailment of consumption will act as a check. While some can afford to and will pay almost any price asked for goods, they know the great majority, the ones who create the great volume of business, can not pay exorbitant prices. The result will be that the dealers in raw materials can either hold their stock or sell it at prices which will enable the spinner and manufacturer to make a profit. Manufacturers claim that in all grades of yarn spinners will have to lower their prices if they expect to do a normal business, but, as spinners are not making any profit at present prices, they are not likely to lower them unless the prices of the raw materials are lowered.

Rugs—Distributors report a good demand for high-grade Brussels rugs. For tapestry rugs the demand is good, but for Wiltons it is only normal. In all-wool ingrain art squares the demand is not so good.

Fancy Waistcoats Less Popular.

A year ago light fancy waistcoats were very popular, and Ascots seemed to be the popular shape to be worn with them. This spring light waistcoats are not nearly so popular, and it is predicted by some that by fall very few will be worn, and if that should prove correct, the scarfs to be worn would probably prove to be the wide four-in-hands. Black scarfs are already in correct form with light waistcoats, hence black neckwear had such a great sale last year. With waistcoats from suitings, light neckwear and anything on the fancy order will be proper.

All silk reps are becoming daily more popular for cravats. This weave, an old English one, is much liked, because it looks rich and it ties down soft and pliable. Plain colors are very desirable. Those with two-inch colored borders have been quite successful. They are intended to be worn when waistcoats are dispensed with. All dealers in popular furnishings are carrying some midget ties, but they are going off slowly, and few duplicate orders

are being placed. Taffeta silk for men's scarfs is increasing in popularity, largely owing to the fact that the material slides easily under turn-over collars. Recently some very rich effects have been shown, the texture being "taffeta-batiste" in the prevalent soft medium shades on the tan and light brown order. They have self figures in the nature of scrolls. New weaves in Rumchunda are shown this season. One, a herring-bone weave, is particularly attractive. The goods are English, the quality fine and they have brought regular prices.

Brown Hats More Popular.

Brown stiff hats have secured for themselves a greater degree of favor than was thought probable earlier in the season. The shapes shown are extremely natty. The shades of color are limited to the dark, medium, and light brown, although an infinite number of names is used to describe them. As is well known, attempts were made during the past two seasons to popularize brown stiff hats, but the public would buy only black hats, and in this connection it may be stated that the introduction of light-colored overcoats may be responsible to a great extent for the adoption of brown derby hats this spring. The short box, or top-coat, made of light tan cloth, which is popular this season permits of a brown hat; in fact, the two harmonize nicely; however, when a black or gray coat is worn a black hat is the more appropriate.

Silk and linen handkerchiefs in soft medium tints are the mode. They are plain, with hems sewed on and self silk figures hemstitched. The shades are cadet blue, pale pink, tan, pale lilac and white.

Straw Hats in Demand.

The straw hat business promises to be a lively one this year and the shapes have never been more varied or fancy. At one time during the season manufacturers were seriously alarmed in regard to the supply of split straw. The importations were very light, and the demand, which was expected, promised to send prices far up above normal. This situation has become somewhat easier, however, owing to the apparent favor shown to Javas and Manilas. For the best trade yacht styles will continue to be the best favored and sennits will also be in good demand. Next to these come the popular-priced goods, which are shown in a great variety of fancy shapes, including telescopes and tourists. Some of these fancy shapes will also be made up in a very fine close woven material which makes the hat even more pliable than the Panama and are to be sold at retail from \$5 up. The sale of Panama, however, is said to be very light and confined largely to the more remote country districts.

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

Business doesn't make bright men; it develops them.



99/50

Our New Overall

\$4.50

260 Double and Twist

Indigo Blue

Denim

Swing Pockets

Felled Seams

Full Size

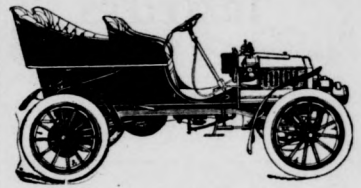
Write for samples

June Delivery

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

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

New Oldsmobile



Touring Car \$950. 1916

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.



Get our prices and try our work when you need

Rubber and
Steel Stamps
Seals, Etc.

Send for Catalogue and see what we offer.

Detroit Rubber Stamp Co.

99 Griswold St. Detroit, Mich.

LIGHT 15c A MONTH
One quart gasoline burns 18 hours in our
BRILLIANT Gas Lamps
giving 100 candle power gas light. If you have not used or seen them write for our M. T. Catalogue. It tells all about them and our other lamps and systems. Over 125,000 Brillants sold during the last 6 years. Every lamp guaranteed.
Brilliant Gas Lamp Co.
42 State St., Chicago, Ill. 100 Candle Power

BUY OF YOUR JOBBER
ONLY \$3.75
WARRANTED ACCURATE
WEIGHS 2 LBS BY 1/2 OZS
"IMPERIAL" COMPUTING SCALE
SAVES TIME & MONEY
COMPUTES COST OF CANDY FROM 5 TO 60 CENTS PER LB
BEAUTIFULLY NICELY PLATED THROUGHOUT
PELOUZE SCALE & MFG. CO.
118-132 W. JACKSON BOULEVARD, CHICAGO.
ATTRACTIVE CATALOGUE 30 DIFFERENT KINDS OF SCALES

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.

COMMERCIAL TRAVELERS

Michigan Knights of the Grip
President, Michael Howarn, Detroit;
Secretary, Chas. J. Lewis, Flint; Treasurer, H. E. Bradner, Lansing.

United Commercial Travelers of Michigan
Grand Counselor, J. C. Emery, Grand Rapids; Grand Secretary, W. F. Tracy, Flint.

Grand Rapids Council No. 131, U. C. T.
Senior Counselor, S. H. Simmons; Secretary and Treasurer, O. F. Jackson.

Serious Predicaments When the Remittance Fails to Arrive.

A well-known traveling salesman was sitting in a corner of the Galt House at Louisville, Ky., recently, the picture of despair. His whole air was one of dejection and collapse. He needed a shave, a shine and his clothes were all out of gear. He avoided speaking or being spoken to, and every little while walked up to the desk and gazed anxiously at his room letter box. Then he would study the time tables, and figure out the arrival of mails. Twice within a short time he hurriedly wrote a telegram only to tear it up. At his request the clerk went through all the letters and telegrams from A to Z. He started for the cigar counter feeling in every pocket, and turned quickly away. Then he asked the clerk where the postoffice was and rushed out of doors.

To the uninitiated this salesman by his strange actions was bordering on insanity or developing a fever, the simple truth, however: He was "check-bound" and "busted."

Through oversight, negligence or delay in the mail his remittance had not arrived from his house and the experience of this particular salesman coincides with similar ones encountered at times by nearly every traveling man. Of all things incidental to the life of traveling, to be caught "broke" perhaps a thousand miles from home is the worst. Money and plenty of it is necessary at any time to keep moving and nothing will unnerve a traveling man quicker than to be without funds. He can not eat, sleep, or work and his utter helplessness is forced on him at every turn. I have seen a high-grade, nervy salesman collapse, become moody and fretful when caught this way. He has to avoid mingling with other traveling men for fear of disclosing his condition. It often takes a traveling man a week to resume his normal attitude. Firms should pay particular attention to this remittance feature and see their travelers are sent checks as per requests. The house that becomes negligent or dilatory will unnerve and break down the best man on the road. And furthermore do not calculate on a traveling man using his own funds or having them with him. Ninety per cent. have home ties and obligations that hold claims upon his income.

A little story often told may fit in on this subject:

"I came near being in a hotel fire once," said the drummer.

"Came near being in one?" queried the other.

"Yes; they were just going to fire me when my check arrived."

A delayed remittance owing to the negligence of a cashier in a large Philadelphia specialty house played a tragic part in a sad affair several years ago. The traveling man reached his hotel in Binghamton, N. Y., one Saturday morning dead broke and a stranger to the hotel people. He waited until afternoon and wired the house, when the telegram was returned "Office Closed" on account of Saturday half holiday. Sunday morning he was greatly disturbed when no check came. Glancing over the papers he was horrified to see an account of a terrible fire in Philadelphia in which his wife and three children were burned to death. He did not have a dollar and by giving his watch as security obtained funds enough to reach home. It was a humiliating position for him and even in his distress it took considerable argument to get the money from the hotel people.

Another salesman who traveled for a prominent house notoriously lax in remittances was prevented from reaching his dying mother's bedside in time and finally secured funds from his father by telegraph.

Numerous incidents exist similar to these and also some with a humorous turn.

A safe salesman eager to close a contract ordered a big wine supper for the Board of Directors of a Southern bank. The layout was ordered at a local country hotel. The salesman was running pretty low in funds and had sent several telegrams requesting remittances. The cashier was away at the seashore and no one in authority at the office. The Board of Directors solemnly assembled for the feast when the landlord called the salesman aside and presented his bill and refused to continue preparations unless paid. He was obliged to admit his "busted" condition, but on putting up a diamond ring and his watch the banquet proceeded.

A soap salesman recently wrote to a local customer inviting the customer and his wife to attend the theater on a certain date. When he arrived in town no check was there and his exchequer woefully depleted. By ringing in a bluff he borrowed a \$10 bill from the customer and the play went on.

Some time ago the firm failed to remit a Chicago specialty man on time whose wife travels with him. He left her at Cincinnati and proceeded to Indianapolis. Nearly a week elapsed before the check came, in the meantime the wife had to remain in Cincinnati and run up a hotel bill and the salesman was stranded in Indianapolis.

Every hotelkeeper could furnish a fund of stories about "check-bound" salesmen, some exceedingly funny and others equally pathetic.

"I have seen salesmen nearly crazy," remarked a hotel clerk. "Firms must know a man can not work without money."

Leaving this important feature to the office boy or some subordinate to look after is folly. Prompt remittances are essential to the traveling

man's progress, and every sales manager should personally supervise this part of the system.

A very remarkable case of automatic whistling following brain injury occurred some time ago in Buffalo. The case was that of a Polish laborer employed in the East Buffalo stock yards. He was found one morning lying unconscious beside the railroad tracks, having evidently been struck by a passing train. He was considerably cut up, but the chief injury was a depressed fracture of the skull, situated three inches above and one inch behind the left ear. The skull was immediately trephined, the depressed bone removed, and he was put to bed, and seemed to be doing well, although he remained unconscious. About 10 o'clock that night he suddenly began to whistle—the whistle calls he was accustomed to use in handling the cattle in the yards. He would continue whistling for about a minute, and then stop for five or ten minutes. He kept this up at regular intervals until he died four days later. The whistling was pitched always in the same key, and at no time could any melody be distinguished. It was audible over the whole hospital ward, and attracted the attention of every one about. It was impossible to arouse the man at any time after the accident, and he remained entirely unconscious to the end and whistled until a few minutes before he died.

Leonard Benjamins, dealer in clothing and men's furnishing goods, 94-96 Monroe street: The Tradesman is a welcome visitor each week. I greatly appreciate the articles on show windows and consider the subscription price fully repaid.

A whole town in Ireland is to be sold at auction—Castle Martyr, in Cork county. It belongs to a count who needs money, and to raise it gives the inhabitants of that town a chance to buy the place they live in.

The smallest coin in the world having a genuine circulation is probably the Maltese "grain," a tiny fragment of bronze about as big around as the top of a slate pencil and having a value of only one-twelfth of a penny.

Opportunities are often hand-made.

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

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.

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

The Kent County Savings Bank

OF GRAND RAPIDS, MICH.

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

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.

UNION OPPRESSION.

Some Manifestations of Tyranny in the Upper Peninsula.

Written for the Tradesman.

The power of unionism is being felt to a considerable extent by the business interests of the Upper Peninsula. In fact, the people in this part of the State have never been called upon to witness a struggle between capital and the walking delegate which affected business in all lines as has the strike of this spring, in which the masters and pilots have been arrayed against the Lake Carriers' Association.

At no time in the history of the Lake Superior country have the vessel interests been tied up in such a struggle as the one that has blocked business for the past few weeks. Several years ago the engineers struck and things looked bad, but the interested parties got together about the time the ice went out and business in general did not suffer.

The towns that have suffered most from the tieup of lake commerce are the mining communities, where the mines have been forced to close because of lack of room for the piling of ore. As a general rule, these towns depend almost solely on this industry for support, and when the business shuts down the merchants feel the effects keenly.

One notable feature of the shut-down in some localities is the movement of foreigners toward the Old Country. The railroads have advertised flattering rates and large numbers are taking advantage of the opportunity to visit their native land. This goes to show that the miners have been prosperous. A majority of them will return to the mining country in a few weeks when things begin to move again.

The tieup of the lake boats would indicate the strength of the unions along the lakes. There is not a town of any importance where the men are not organized, and everybody in these localities looks upon unionism as a thing to be figured on whenever one undertakes any sort of enterprise.

Through all this trouble none of the men are heard to complain, although a majority of them are without money. The longshoremen have had little to do this spring, although they have had no trouble with anybody. When the boats do not run they can not work, and all the employment they have had has been that of unloading coal and handling the freight from a limited number of Canadian steamers and a few American freighters that have commenced running. The lumber carriers are also running, but some of them have not made the trip North yet, preferring to carry freight between lower ports while the other fellows are tied up. All the tugmen not engaged in dredge work have been idle, as the lumber boats seldom have work of this kind to be done.

The strike has been the sole topic of conversation among a large number of business men in Upper Peninsular towns for some time, as all have been vitally affected. A number

have grown so bold as to denounce unionism, but in a majority of cases those opposed to the system are content to express their opinions only in places where they know they will go no farther.

This discussion has assumed many interesting features and has also served to show that a lot of the people who profess to be friendly to the unions in their campaign against capital are at heart opposed to the system. During the past few days I have heard many men in public places make remarks not complimentary to unionism and the men who call the big strikes and tie up business, but as they care too much for the votes of the masses to risk their reputations by making their beliefs public, such talk is not heard in public places.

It was but a few days ago that I heard an officeholder ask a friend where he supposed the union question would end, and the friend replied that in his opinion it would result in an industrial war that would stagnate business everywhere throughout the country and work much hardship to the people generally. The officeholder said he was of the same opinion, but it is dollars to doughnuts that if such a thing were to come out in print as his utterance, he would deny it in the most strenuous terms.

As an illustration of the fact that those who claim to be friendly to the unions are not always what they claim to be I might cite an incident that goes to show that all is not gold that glitters, no matter in what form one uses the proposition. A few months ago the union men of Sault Ste. Marie asked the Common Council to employ none but union men on the public works of the municipality. The aldermen were unanimous in the opinion that this was all right and a resolution instructing the Board of Public Works to employ none but union men went through with a whoop. Several of the city fathers arose and spoke in favor of the proposition, being loud in the belief that it was the duty of the Board to look after the interests of organized labor.

The next day I talked with several of these gentlemen, who, the night before, had been such loud champions of the cause of the sons of toil who march under the banner of unionism, and I found that they did not believe more than half of what they said the night before. Some of them did not believe the Council had any right to discriminate, because, they argued, the non-union man pays taxes the same as the man who belongs to a union and, as a result, he should have an equal opportunity to secure work from the city, providing he is capable.

"But what could I do?" said one of the aldermen. "It would have been a case of political suicide for me to have bucked that motion last night. About a quarter of the voters in my ward are union men, and if I had voted against the measure where do you suppose I would have been in the next election? My name would

have ben Dennis, and don't you forget it!"

The only case that has come to my notice where a non-union man got anything from the public crib was in the case of an electrician who underbid the union men, who stood together. The city fathers could not go back on his bid, as they were at that time putting up a great howl about economy in the administration of city affairs.

Unionism is about the strongest thing in the towns of Northern Michigan, and in many instances the business men are alleged to have combined with them to keep the prices skyward. In connection with this assertion I might repeat a story that is told in the Soo concerning a non-union plumber who went to a hardware store and bought a bathtub. The store in question was doing business under an iron-clad agreement with the plumbers' union, and when it was learned that the tub had been sold to a scab, who intended to install the affair in his own house, doing his own work, a man was sent out to overtake the delivery man and the tub was brought back to the store.

The non-union man had an interesting time hustling for a tub, as none of the dealers would sell him one, unless it was installed by union workmen. This story may not be true. All I know is that it is told by a man who stands high in business circles, a man who has been identified with some large undertakings and has a reputation for telling the truth. He told the story to me and claimed to know that it was true.

There is not a man, hardly, who, if in business, dares express an opinion detrimental to unionism. Many of the merchants have been affected so far by the growing influence of the unions that they claim to sell nothing but union goods, and display in their windows large pictures of laboring men, also the union label, around which they weave arguments as to why the workingman should trade with them.

The clerks in the big stores seem to be the hardest to organize on a business basis. It has been found in this part of the country that they do not hang together as well as laboring people in other lines. Why this is so is a mystery, for as a general rule they do not receive as large wages as workers in other lines. It is, perhaps, due to the fact that there is so much changing around in this business that it is hard to keep a union together; also to the fact that clerks are, as a rule, above the average in intelligence and can see into the future far enough to convince themselves that the excesses of the unions must inevitably create a public sentiment against them which will sweep the walking delegate system out of existence.

It would be interesting to witness the fun, however, were those who are against the striking unionist to come out and show their hand, instead of submitting to whatever he asks of them. It would probably result in one of the hottest fights the

country has ever seen. It is evident that a lot of the talk we hear about the poor laboring man is nothing more nor less than hot air, pumped at us by people who are afraid to take any other stand. The unions run things in Northern Michigan, and are being aided by some of the people who would like to give them a solar plexus punch, but who have not the courage to come out into the open and fight.

There is not much non-union timber left in this part of the State. Organizers have been busy for a long time until everything is union. The non-union man has friends, but they are no good to him. At the first sign of trouble they take to the woods and do not reappear until peace once more prevails. These people in private talk about the oppression of unionism being as bad or worse than that of the trusts. They get very earnest in their arguments. They swell up and talk about untrammelled citizenship, etc., and look wise. And when their non-union friend, whom they have been patting on the back, asks them for a job they say, "Gosh, I'd like to give it to you, John, but, if I did, the union wouldn't do a thing to me." And there you are. The unions seem to be holding four aces up to the present.

Raymond H. Merrill.

A Hastings correspondent writes: Mrs. Fanny Tower has taken a position with Morris, Mann & Reilly, of Chicago, wholesale dealers in dry goods novelties. She went Monday to Chicago to acquaint herself with the stock, after which she will travel in the Northern part of Ohio.

Fred H. Stanton, who has been identified with the hardware business of John Mackey, of South Haven, for several years, has taken a position as traveling representative of the Peninsular Stove Co., Detroit.

The catastrophe of every play is caused always by folly or fault of a man; the redemption, if there be any, is by the wisdom and virtue of a woman, and failing that there is none.

Learning, to a man of genius, is like a broad-sword in the hands of a giant.

Packing Stock Butter Wanted

Prices quoted on application.

H. N. Randall Company

Tekonsha, Mich.



Michigan Board of Pharmacy.
 President—Henry Helm, Saginaw.
 Secretary—John D. Muir, Grand Rapids.
 Treasurer—Arthur H. Webber, Cadillac.
 C. B. Stoddard, Monroe.
 Sid A. Erwin, Battle Creek.
 Sessions for 1904.
 Star Island—June 20 and 21.
 Houghton—Aug. 23 and 24.
 Lansing—Nov. 1 and 2.

Mich. State Pharmaceutical Association.
 President—A. L. Walker, Detroit.
 First Vice-President—J. O. Schlottbeck, Ann Arbor.
 Second Vice-President—J. E. Weeks, Battle Creek.
 Third Vice-President—H. C. Peckham, Freeport.
 Secretary—W. H. Burke, Detroit.
 Treasurer—J. Major Lemen, Shepard.
 Executive Committee—D. A. Hagans, Monroe; J. D. Muir, Grand Rapids; W. A. Hall, Detroit; Dr. Ward, St. Clair; H. J. Brown, Ann Arbor.
 Trade Interest—W. C. Kirchgessner, Grand Rapids; Stanley Parkill, Owosso.

Pertinent Advice to the Green Drug Clerk.

All kinds of clerks begin well; a new broom sweeps clean. But your employer will judge you by the way you wear, not by the way you start in. Lots of good starters are poor finishers.

Be prompt. One of the first things for a man to learn if he expects to be a business man is the necessity for promptness. Tardiness may do in swell society, but it won't do in business. Be prompt, and above all be prompt in the morning.

There's a right way to do everything in the drug store. You probably will do most things the wrong way at first. When you do find out the right way, remember it!

Keep busy. As long as there is a bit of dirt in sight you have no excuse for being idle. You have no excuse for being idle anyway. There are a thousand things to do without waiting to be told. Keep busy!

Don't get the notion in your head that most of the old-fashioned, fundamental rules are exploded theories, and that you have a lot of new ideas that are going to revolutionize the drug business. Revolutions are not so easily started, and many of them end in smoke anyway.

Be a man. Now that you have started in business life, just drop out the fool boy tricks that are a nuisance to everybody but boys. Take your job seriously, but don't be gloomy and solemn. Be a man, and be a cheerful one.

Do little things with the same degree of care that you use in the more important things. In no business do the little things count as they do in a drug store.

If you have ideas don't be afraid to suggest them to the boss, but think them over a little and weed out the nonsense first.

Find out where things are. Keep looking over the stock until you know just where to get whatever is asked for. That is one of the first ways to make yourself valuable; be able to wait on trade without keeping them waiting.

Keeping things in their places is more than necessary in the drug

store. It will enable the buyer to know what to buy and the seller to know what to sell. Don't leave things out of place a minute longer than is necessary.

Be affable and courteous. Be polite to the ladies and to every one else. Don't hurry your customers. Make them feel that you have time enough to get them anything that they want and to show them goods besides.

Hand people their change or packages. Don't lay the money down somewhere in their vicinity for them to pick up.

Make your packages neat. Make them conspicuous for their neatness. The drug store is expected to put out the best looking packages on the block.

Don't you make a single sale that you are not absolutely positive you are allowed to make, and then be positive that you are right before you make it. Get into the habit of being right the first thing.

Don't think because you have three or four years to spend in getting ready for your State Board examinations that you can put off studying. Begin to study the first day and keep at it whenever opportunity offers. Use the odd moments for all they are worth.

Don't be cocksure. Just make up your mind that you don't know a thing—that you probably don't even suspect anything. Few men get over the cock-sure period before thirty. You might try to be an exception.

You are liable to be called to wait upon very particular people at any moment. Keep just as near fit for such people as you can. Always appear as neat as possible to customers.

Don't wear a chip on your shoulder. A good many times people will be impertinent to you, but you can not afford to resent it. Be above getting angry when customers show their ill breeding.

The proprietor wants you to draw to the store all the trade you can, but that does not mean that he wants your friends to get into the habit of loafing there. Loafing is the bane of many a store. Do all you can to keep it from hurting yours.

Identify yourself with the store to the extent of keeping up the same interest in the business that you would if it were your own.

Be honest with yourself and you will be honest with everybody else. Never compromise when it is a question of honesty. Keep the difference between "yours" and "mine" firmly fixed in your mind.

Don't slouch around. Don't sit on the counters and don't act as if your backbone was rubber. Be erect and alert.

You may think that it is none of the boss's business what you do outside of store hours. You are mistaken. It is very much his business, although he probably will not say a great deal about it. The first intimation you are likely to get of his being interested will be an invitation to look for a new job.

Leave alcoholic drinks alone. A resolution to that effect admits of no

possible qualification or exception.

Take pains with the children. They very soon grow up, and children are about the most discriminating customers that come into a drug store. They know every time when they are treated well, and they report things at home.

Your salary is small, but you are not worth much; in fact, the boss is taking some chances in keeping you at all, and it won't be wise for you to discount your future wages. Keep down expenses and then your creditors won't be asking your employer to help them collect their bills against you.

If your boss is the right sort he will raise your wages sooner than he said he would—if you are worth a raise. Better be worth it.

When you set out to do a thing, do it! Don't be a quitter. Be thorough.

Don't hang around the door of the store, either inside or outside. Don't be a sign telling people that there's nothing doing.

Keep close watch of the advertising that the store is doing. Read it all carefully and know what to expect customers to call for.

Try your own hand at advertisement writing. The employee who can write advertisements is always worth more nowadays. You may possess a rare talent for the work.

See that you put things on the want book every time when you think there is any chance of the stock being low. It is the buyer's business to know whether they are needed or not. Having the goods is what gets the trade.—Frank Farrington in Bulletin of Pharmacy.

Preserving Strawberries.

The only method for preserving strawberries without subjecting them to heat is to use some preservative like salicylic acid. Why do you object to heat? The following process, for instance, is said to make a very fine preserved fruit and one which retains the whole fruit flavor:

Use champagne bottles and fill them full of the fruit dry, without crushing more than necessary to squeeze through the neck of the bottle. Heat to the boiling point a syrup made of 1 gallon of water and 15 pounds of granulated sugar and pour this into the bottles, nearly full, and cork at once, tying down firmly. While hot place the bottles in a water bath, covered nearly to the top, setting them on wires in the bottom of a kettle or boiler, and let them stand for fifteen minutes, while the water boils, then remove and allow to cool slowly. Set them in a warm place on cloths to prevent cracking. The fruits should be fully ripe, of a rich color, and fresh. By standing delicate fruits lose much of their flavor and become stale. Select clean fruit and don't wash them.

Destruction of Cork Forests in Italy.

According to Consul - General Guenther, in Consular Reports, a method has been discovered by which cork waste can be utilized in large quantities. By this method large pieces of cork can be made from the

small ones, which will give a new impetus to the cork industry. He also remarks that at one time Italy was a great producer of cork, but that a large part of her splendid cork-oak forests has already been destroyed—cut down for making charcoal, potash, etc. He says that seventy-five years ago the English demand for cork was supplied exclusively from Italy. The destruction of the remaining forests goes on uninteruptedly, and nobody seems to try to prevent it or to plant new forests, in spite of the fact that Italy possesses the most favorable climate and soil for the cork oak, the most favorable conditions for its growth being found in the volcanic soil of the peninsula.

Utilizing Old Bottles.

Every druggist often wonders what he can do with the half-pint and pint bottles in which manufacturers send out their fluid extracts and the like. B. S. Cooban, of Chicago, utilizes the bottles in this way: He puts ammonia, witch-hazel, and turpentine in them, and then sells these products by the bottle. He labels them neatly and occasionally displays them on the counter. The ammonia is a 5-per-cent. product, and the pint bottle sells for 10 cents in competition with the various brands of "household ammonia." The latter product, it may be stated, usually contains only 1 to 2 per cent. of gas. For the witch-hazel Mr. Cooban gets 25 cents a pint.

Keeping and Restoring Volatile Oils.

Volatile oils should be kept in small, well-filled and well-stoppered bottles in a dark, cool place. To oils of lemon and orange a small amount of alcohol, say about 10 per cent., should be added. Oils that have become darkened may be partially restored by agitating them with animal charcoal and filtering. If this treatment does not suffice, or the oil has become too resinified or terebinthinous, try agitating it for fifteen minutes with a mixture of powdered borax, animal charcoal, and water, and then filtering.

It is easier for some men to talk all day than to keep their mouths shut five minutes.

WAIT FOR THE BIG LINE

FIREWORKS



Flags,
Torpedo
Canes

and all Celebration Goods

No other line is so complete. Wait for traveler or order by mail.

Prices right.

PUBLIC DISPLAYS for any amount supplied on short notice.

FRED BRUNDAGE

32-34 Western Ave. MUSKEGON, MICH.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Acidum		Erethitosis	
Aceticum	60 8	Erethitosis	4 25@4 50
Benzoleum, Ger.	70 75	Erigeron	1 00@1 10
Boricum	17 17	Gaultheria	3 00@3 10
Carbolicum	26 29	Geranium	1 00 75
Citricum	33 40	Gossypil. Sem gal	50 60
Hydrochlor	3 5	Hedeoma	1 40@1 50
Nitrosum	8 10	Juniper	1 50@2 00
Oxalicum	12 14	Lavendula	90 2 75
Phosphoricum, dil.	15 15	Limonia	1 15@1 25
Salicylicum	42 45	Mentha Piper	4 35@4 50
Sulphuricum	1 10	Mentha Verid.	5 00@5 50
Tannicum	1 10	Morhuac, gal.	2 00@2 50
Tartaricum	38 40	Myrica	4 00@4 50
Ammonia		Olive	75 3 00
Aqua, 18 deg.	4 6	Picis Liquida	10 12
Aqua, 20 deg.	6 8	Picis Liquida gal.	3 35
Carbonas	13 15	Ricina	90 94
Chloridum	12 14	Rosmarini	1 00
Aniline		Rosae, oz	5 00@6 00
Black	2 00@2 25	Succini	40 45
Brown	80 1 00	Sabina	90 1 00
Red	45 50	Santal	2 75@2 90
Yellow	2 50@3 00	Sassafras	85 90
Bacca		Sinapis, ess. oz.	6 65
Cubebae	22 24	Tigil	1 50@1 60
Juniperus	5 6	Thyme	40 50
Xanthoxylum	30 35	Thyme, opt.	1 60
Balsamum		Theobromas	15 20
Cubebae	12 15	Potassium	
Peru	1 10	Bi-Carb	15 18
Terabin, Canada	60 65	Bichromate	13 15
Tolutan	45 50	Bromide	40 45
Cortex		Carb	12 15
Abies, Canadian	18	Chlorate po 17@19	16 18
Cassiae	12	Cyanide	3 40 18
Cinchona Flava	18	Iodide	2 75@2 85
Euonymus atro.	30	Potassa, Bitart pr	30 32
Myrica Cerifera	20	Potass Nitras opt	7 10
Prunus Virgin.	12	Potass Nitras	6 8
Quillaja, gr'd.	12	Prussiate	23 26
Sassafras	14	Sulphate po	15 18
Ulmus	45	Radix	
Extractum		Aconitum	20 25
Glycerhiza Gla.	24 30	Althae	30 33
Glycerhiza, po.	28 30	Anchusa	10 12
Haematox	11 12	Arum po	2 25
Haematox, 1s.	13 14	Calamus	20 40
Haematox, 1/2s.	14 15	Gentiana	12 15
Haematox, 1/4s.	16 17	Glycerhiza, pv	16 18
Ferra		Hydrastis Cana.	1 50
Carbonate Precip.	15	Hydrastis Can po	1 50
Citrate and Quinia	2 25	Hellebore, Alba.	12 15
Citrate Soluble	2 25	Inula, po	18 22
Ferrocyanidum S.	15	Ipecac, po	2 75@2 80
Solut. Chloride.	15	Iris plox	35 40
Sulphate, com'l.	2	Jalapa, pr	25 30
Sulphate, com'l. by	80	Maranta, 1/2s	3 35
bbl, per cwt.	7	Podophyllum po.	22 25
Sulphate, pure	7	Rhei	75 1 00
Flora		Rhei, cut	1 25
Arnica	15 18	Rhei, pv	75 1 35
Anthemis	22 25	Spigella	35 38
Matricaria	30 35	Sanguinari, po 24	2 2
Folia		Serpentaria	65 70
Barosma	30 33	Senega	75 85
Cassia Acutifol.	20 25	Smilax, off's H.	40
Cassia Tinnevely	20 25	Smilax, M	25
Cassia Acutifol.	25 30	Scilla, po 35	10 12
Salvia officinalis	12 15	Symplocarpus	25
1/2s and 1/4s	12 15	Valeriana Eng.	25
Uva Ursi	8 10	Valeriana, Ger	15 20
Gummi		Zingiber	14 20
Acacia, 1st pkd.	65	Zingiber j	16 20
Acacia, 2d pkd.	45	Semen	
Acacia, 3d pkd.	25	Anisum	10 15
Acacia, sifted sts.	45 65	Apium (gravel's)	13 15
Acacia, po.	45 65	Bird, 1s	4 6
Aloe, Barb.	12 14	Carul	10 11
Aloe, Cape.	25	Cardamon	70 90
Aloe, Socotri	25	Corlandrum	8 10
Ammoniac	55 60	Cannabis Sativa	7 8
Assafoetida	35 40	Cydonium	75 1 00
Benzoinum	50 55	Cheopodium	25 30
Catechu, 1s.	13	Dipterix Odorate	80 1 00
Catechu, 1/2s.	13	Foeniculum	18
Catechu, 1/4s.	13	Foenugreek, po	7 9
Camphorae	75 80	Lini	4 6
Euphorbium	40	Lini, gr'd	3 6
Galbanum	1 00	Lobelia	75 80
Gamboge	1 25@1 35	Pharlaris Cana'n	6 1/2 8
Gualacum	35	Rapa	5 6
Kino	75	Sinapis Alba	7 9
Mastic	60	Sinapis Nigra	90 10
Mvrrh	45	Spiritus	
Opil	3 10	Frumentum W.D.	2 00@2 50
Shellac	65 70	Frumentum	1 25@1 50
Tragacanth	70 1 00	Juniperis Co O T.	1 50@2 00
Herba		Juniperis Co	1 75@2 50
Absinthium, oz pk	25	Saccharum NE	1 90@2 10
Eupatorium, oz pk	20	Spt Vini Galli	1 75@6 50
Lobelia, oz pk	25	Vini Oporto	1 25@2 00
Majorum, oz pk	25	Vini Alba	25 2 00
Mentha Pip, oz pk	23	Sponges	
Mentha Vir, oz pk	25	Florida sheeps' w'l	2 50@2 75
Rue	35	Nassau sheeps' w'l	2 50@2 75
Tanacetum V.	22	Velvet extra shps'	1 50
Thymus V. oz pk	25	wool, carriage	1 15
Magnesia		Extra yellow shps'	1 25
Calcined, Pat.	55 60	wool, carriage	1 15
Carbonate, Pat.	18 20	Grass sheeps' w'l	1 00
Carbonate K-M.	18 20	Hard, slate use	1 00
Carbonate	18 20	Yellow Reef, for	1 40
Oleum		slate use	1 40
Absinthium	3 00@3 25	Syrups	
Amygdalac, Dulc.	50 60	Acacia	50
Amygdalac Ama.	3 00@3 25	Aurant Cortex	50
Anisi	1 75@1 85	Zingiber	50
Aurant Cortex	2 10@2 20	Ipecac	50
Bergamili	2 85@3 25	Ferri Iod	50
Capputi	1 10@1 15	Rhei Arom	50
Caryophylli	1 60@1 70	Smilax Off's	50 60
Cedar	35 70	Senega	50
Chenopadii	2 00	Scilla	50
Cinnamoni	1 10@1 20	Scilla Co	50
Citronella	40 45	Tolutan	50
Conium Mac.	10 12	Prunus virg	50
Copaiba	1 15@1 25	Tinctures	
Cubebae	1 30@1 35	Aconitum Nap's R	50

Manna, S F	75 80	Sapo, M	10 12	Lard, extra	70 80
Menthol	6 50@7 00	Sapo, G	15	Lard, No. 1	60 65
Morphia, S P & W.	2 35@2 60	Seldlitz Mixture	20 22	Linseed, pure raw	39 42
Morphia, S N Y Q.	2 35@2 60	Sinapis	18	Linseed, boiled	40 43
Morphia, Mal	2 35@2 60	Sinapis, opt	30	Neatsfoot, w str.	65 70
Moschus Canton	3 40	Snuff, Maccaboy,	41	Spts. Turpentine.	63 68
Myristica, No. 1	3 40	De Voes	41	Paints	
Nux Vomica, po 15	10	Snuff, S'h De Vo's	41	Red Venetian	1 1/2 2 08
Os Sepia	25 28	Soda, Boras	9 11	Ochre, yel Mars	1 1/2 2 04
Pepsin Saac, H &	10	Soda, Boras, po.	9 11	Ochre, yel Ber	1 1/2 2 03
P D Co	1 00	Soda et Pot's Tart	28 30	Putty, commer'l.	2 1/2 2 03
Picis Liq N N 1/2	2 00	Soda, Carb	1 1/2 2	Putty, strictly pr.	2 1/2 2 03
Picis Liq, qts.	2 00	Soda, Bi-Carb	3 5	Vermillion, Prime	13 15
Picis Liq, pints.	85	Soda, Ash	3 1/2 4	American	13 15
Pil Hydrarg po 80	50	Soda, Sulphas	2	Vermillion, Eng.	70 75
Pil Nigra po 22	18	Spts, Cologne	2 60	Green, Paris	14 18
Pil Alba po 35	20	Spts, Ether Co.	50 55	Green, Feninsular	13 16
Pil Burgun	7	Spts, Myrcia Dom	2 00	Lead, red	6 1/2 7
Plumbl Acet	10 12	Spts, Vini Rect bbl	2	Lead, white	6 1/2 7
Pulvis Ip'c et Opil.	1 30@1 50	Spts, Vini Rect 1/2 b	2	Whiting, white S'n	90
Pyrethrum, bxs H	75	Spts, Vini R't 10 gl	2	Whiting, Gilders.	95
P & D Co. doz.	75	Spts, Vini R't 5 gal	2	White, Paris, Am'r	1 25
Pyrethrum, pv	25 30	Strychnia, Crystal	90 1 15	Whit'g, Paris, Eng	1 25
Quassia	8 10	Sulphur, Subl	2 1/2 4	cliff	1 40
Quinia, S P & W.	26 36	Sulphur, Roll	2 1/2 3 1/2	Universal Prep'd.	1 10@1 20
Quinia, N Y	26 36	Tamarinds	8 10	Varnishes	
Rubia Tincturum	12 14	Terebenth Venice	28 30	No. 1 Turp Coach.	1 10@1 20
Saccharum La's.	20 22	Theobromae	44 50	Extra Turp	1 60@1 70
Salacin	4 50@4 75	Vanilla	9 00@9 50	Coach Body	2 75@3 00
Sanguis Drac's.	40 50	Zinc Sulph	7 8	No. 1 Turp Furn.	1 00@1 10
Sapo, W	12 14	Oils		Extra T Damar.	1 55@1 60
		Whale, winter	70 70	Jap Dryer No 1 T	70 70

Drugs

We are Importers and Jobbers of Drugs,
Chemicals and Patent Medicines.

We are dealers in Paints, Oils and
Varnishes.

We have a full line of Staple Druggists'
Sundries.

We are the sole proprietors of Weatherly's
Michigan Catarrh Remedy.

We always have in stock a full line of
Whiskies, Brandies, Gins, Wines and
Rums for medical purposes only.

We give our personal attention to mail
orders and guarantee satisfaction.

All orders shipped and invoiced the same
day received. Send a trial order.

Hazeltine & Perkins Drug Co.

Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED		DECLINED	
Index to Markets		1	
By Columns		2	
Col		Pumpkin	
A		Fair	
Axle Grease		Good	
B		Fancy	
Bath Brick		Gallon	
Brooms		Standard	
Brushes		Russian Caviar	
Butter Color		1 lb. cans	
C		1 lb. can	
Confections		Salmon	
Candles		Col'a River, tall	
Canned Goods		Col'a River, flat	
Carbon Oils		Red Alaska	
Catsup		Pink Alaska	
Cheese		Sardines	
Chewing Gum		Domestic, 1/2	
Chicory		Domestic, 1/4	
Chocolate		Domestic, Must'd	
Clothes Lines		California, 1/4	
Cocoa		California, 1/2	
Cocoa Shells		French, 1/4	
Coffee		French, 1/2	
Crackers		French, 1/4	
D		Standard	
Dried Fruits		Fair	
E		Good	
Farinaceous Goods		Fancy	
Fish and Oysters		Gallons	
Fishing Tackle		CATSUP	
Flavoring Extracts		Perfection	
Fly Paper		Water White	
Fresh Meats		D. S. Gasoline	
Fruits		Deodor'd Nap'a	
G		Cylinder	
Gelatin		Engine	
Grain Bags		Black, winter	
Grains and Flour		Columbia, 25 pts.	
H		Columbia, 25 1/2 pts.	
Herbs		Snider's quarts	
Hides and Pelts		Snider's pints	
Indigo		Snider's 1/2 pints	
J		CHEESE	
Jelly		Acme	
L		Butterfat	
Licorice		Carson City	
Lye		Elsie	
M		Emblem	
Meat Extracts		Gem	
Molasses		Ideal	
Mustard		Jersey	
N		Riverside	
Nuts		Brick	
O		Edam	
Olives		Leiden	
P		Limburger	
Pickles		Pineapple	
Playing Cards		Swiss, domestic	
Potash		Swiss, imported	
Provisions		Swiss, 1/2	
R		CHEWING GUM	
Rice		American Flag Spruce	
S		Beeman's Pepsin	
Salad Dressing		Black Jack	
Saleratus		Largest Gum Made	
Salt Soda		Fine	
Salt		Moyen	
Salt Fish		Gooseberries	
Seeds		Standard	
Shoe Blacking		Hominy	
Snuff		Lobster	
Soap		Star, 1/2 lb.	
Soda		Star, 1 lb.	
Spices		Picni Tails	
Starch		Mustard, 1 lb.	
Sugar		Mustard, 2 lb.	
Syrups		Soused, 1 lb.	
T		Soused, 2 lb.	
Tea		Tomato, 1 lb.	
Tobacco		Tomato, 2 lb.	
Twine		Mushrooms	
V		Hotels	
Vinegar		Buttons	
W		Cove, 1 lb.	
Washing Powder		Cove, 2 lb.	
Wick		Cove, 1 lb. Oval	
Woodenware		Peaches	
Wrapping Paper		Pie	
Y		Yellow	
Yeast Cake		Standard	
		Fancy	
		Marrowfat	
		Early June	
		Early June Sifted	
		Plums	
		Pineapple	
		Grated	
		Sliced	

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, 1/4	35
Colonial, 1/2	35
Opps	42
Huyler	45
Van Houten, 1/4	12
Van Houten, 1/2	20
Van Houten, 1s	40
Webb	31
Wilbur, 1/4	41
Wilbur, 1/2	42
COCOANUT	
Dunham's 1/4	26
Dunham's 1/2 & 1/4	26 1/2
Dunham's 1/2	27
Dunham's 1/4	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	
Maracalibo	
Fair	12 1/2
Choice	16 1/2
Mexican	
Choice	16 1/2
Fancy	19
Guatemala	
Choice	15
Java	
African	12
Fancy African	17
O. G.	25
P. G.	31
Mocha	
Arabian	21
Package	
New York Basis	
Arbuckle	11 50
Dilworth	11 50
Jersey	11 50
Lion	11 50
McLaughlin's XXXX	11 50
McLaughlin's XXXX sold	
to retailers only. Mail all	
orders direct to W. F.	
McLaughlin & Co., Chi-	
cago.	
Extract	
Holland, 1/2 gro boxes	95
Felix, 1/2 gro	1 15
Hummel's foil, 1/2 gro	1 15
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
Select	8
Saratoga Flakes	13
Oyster	
Round	6 1/2
Square	6 1/2
Paust	7 1/2
Argo	7
Extra Farina	7 1/2
Sweet Goods	
Animals	10
Assorted Cake	10
Bagley Gems	8
Belle Rose	8
Bent's Water	16
Butter Thln	12
Cococanut Taffy	12
Cinnamon Bar	9
Coffee Cake, N. B. C.	10
Coffee Cake, Iced	10
Cococanut Macaroons	18
Cracknels	16
Current Fruit	10
Chocolate Dainty	16
Cartwheels	9
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	10
Honey Fingers, Iced	12
Honey Jumbles	12
Iced Happy Family	11
Iced Honey Crumpe	10
Imperial	8
Indiana Belle	15
Jerico	8
Jersey Lunch	8
Lady Fingers	12
Lady Fingers, hand md	26
Lemon Biscuit Square	8
Lemon Wafer	16

4

Lemon Snaps	
Lemon Gems	13
Lem Yen	10
Maple Cake	10
Marshmallow	16
Marshmallow Cream	16
Marshmallow Walnut	16
Mary Ann	8
Malaga	10
Mich Coco F's'd honey	12 1/2
Milk Biscuit	12
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	10
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 Seats	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	8
Vanilla Wafer	9
Waverly	9
Zanzibar	9
DRIED FRUITS	
Apples	
Sundried	5 1/2
Evaporated	6 1/2
California Prunes	
100-125 25 lb. boxes	3 1/2
90-100 25 lb. boxes	4
80-90 25 lb. boxes	4 1/2
70-80 25 lb. boxes	5
60-70 25 lb. boxes	6
50-60 25 lb. boxes	6 1/2
40-50 25 lb. boxes	7 1/2
30-40 25 lb. boxes	8
1/2 c less in bu. cases	
Citron	
Corsican	14 1/2
Currants	
Imp'd 1 lb. pkgs.	7 1/2
Imported bulk	6 1/2
Peel	
Lemon American	12
Orange American	12
Raisins	
London Layers 3 cr	1 90
London Layers 3 cr	1 95
Cluster 4 crown	2 60
Loose Muscatels, 2 cr.	5 1/2
Loose Muscatels, 3 cr.	5
Loose Muscatels, 4 cr.	6 1/2
L. M. Seeded, 1 lb.	7 1/2
L. M. Seeded, 1/2 lb.	6 1/2
Sultanas, bulk	8
Sultanas, package	8 1/2
FARINACEOUS GOODS	
Beans	
Dried Lima	5
Med. Hd. Pk'd	2 15
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 Avenna, bbl.	5 50
Steel Cut, 100 lb. sacks	2 70
Monarch, bbl.	5 25
Monarch, 100 lb. sacks	2 55
Quaker, cases	3 10
Sago	
East India	4
German, sacks	3 1/2
German, broken pkg	4
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 1 lb. packages	2 50
FISHING TACKLE	
1/2 to 1 in	6
1 1/2 to 2 in	7
2 to 3 in	8
3 to 4 in	9
4 to 5 in	10
5 to 6 in	11
6 to 7 in	12
7 to 8 in	13
8 to 9 in	14
9 to 10 in	15

6	7	8	9	10	11
MOLASSES New Orleans Fancy Open Kettle ... 40 Choice ... 35 Fair ... 26 Good ... 22 Half barrels 2c extra MUSTARD Horse Radish, 1 dz ... 1 75 Horse Radish, 2 dz ... 3 50 Bayle's Celery, 1 dz ... OLIVES Bulk, 1 gal. kegs ... 1 00 Bulk, 3 gal. kegs ... 90 Bulk, 5 gal. kegs ... 85 Manzanilla, 7 oz ... 80 Queen, pints ... 2 35 Queen, 19 oz ... 4 50 Queen, 28 oz ... 7 00 Stuffed, 5 oz ... 1 45 Stuffed, 8 oz ... 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. 632, Tourment whist ... 25 POTASH 48 cans in case Babbitt's ... 4 00 Penna Salt Co.'s ... 3 00 PROVISIONS Barreled Pork Mess ... 13 00 Back fat ... 14 00 Fat Back ... 13 50 Short cut ... 12 50 Pig ... 18 00 Bean ... 11 50 Brisket ... 14 50 Clear Family ... 12 50 Dry Salt Meats Bellies ... 9 S P Bellies ... 9 1/2 Extra Shorts ... 8 Smoked Meats Hams, 12lb. average ... 11 Hams, 14lb. average ... 11 Hams, 16lb. average ... 11 Hams, 20lb. average ... 10 1/2 Skinned Hams ... 12 Ham, dried beef sets ... 13 Shoulders, (N. Y. cut) ... 10 1/2 Bacon, clear ... 10 1/2 California Hams ... 11 1/2 Boiled Hams ... 16 1/2 Picnic Boiled Hams ... 12 1/2 Berlin Ham pr's'd ... 8 1/2 Mince Ham ... 9 Lard Compound ... 6 1/2 Pure ... 7 1/2 60 lb. tubs, advance ... 1/2 80 lb. tubs, advance ... 1/2 50 lb. tins, advance ... 1/2 10 lb. pails, advance ... 1/2 5 lb. pails, advance ... 1 8 lb. pails, advance ... 1 Sausages Bologna ... 5 1/2 Liver ... 6 1/2 Frankfort ... 7 1/2 Pork ... 7 1/2 Veal ... 9 1/2 Tongue ... 9 1/2 Headcheese ... 6 1/2 Beef Extra Mess ... 10 50 Boneless ... 11 00 Rump, new ... 11 00 Pig's Feet 1/4 bbls, 40 lbs. ... 1 10 1/4 bbls, 40 lbs. ... 1 90 1/4 bbls, 40 lbs. ... 3 75 1 bbls. ... 7 75 Tripe Kits, 15 lbs ... 70 1/4 bbls, 40 lbs ... 1 25 1/4 bbls, 80 lbs ... 2 60 Casings Hogs, per lb. ... 28 Beef rounds, set ... 15 Beef middles, set ... 45 Sheep, per bundle ... 70 Uncolored Butterine Solid, dairy ... 9 1/2 @ 10 Rolls, ... 10 1/2 @ 11 1/2 Canned Meats Corned beef, 2 ... 2 50 Corned beef, 14 ... 17 50 Roast beef, 2 @ ... 2 50 Potted ham, 1/4 ... 45 Potted ham, 1/2 ... 85 Deviled ham, 1/4 ... 45 Deviled ham, 1/2 ... 85 Potted tongue, 1/4 ... 45 Potted tongue, 1/2 ... 85 RICE Domestic Carolina head, fancy, 6 @ 6 1/2 Carolina No. 1 ... 5 1/2 Carolina No. 2 ... 5 Broken ... 3 1/2 @ 3 3/4 Japan No. 1 ... 4 1/2 @ 5 Japan No. 2 ... 3 1/2 @ 4 Java, fancy head ... 5 1/2 @ 6 Java, No. 1 ... 5 1/2 @ 6 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 L. P. ... 3 00 Wyandotte, 100 1/2s ... 3 00 SAL SODA Granulated, bbls ... 85 Granulated, 100lb cases ... 1 00 Lump, bbls ... 75 Lump, 145lb. kegs ... 95 SALT Diamond Crystal Table Cases, 24 3lb. boxes ... 1 40 Barrels, 100 3lb. bags ... 3 00 Barrels, 50 6lb. bags ... 3 00 Barrels, 40 7lb. bags ... 2 75 Butter Barrels, 320 lb. bulk ... 2 65 Barrels, 20 14lb. bags ... 2 85 Sacks, 28 lbs ... 27 Sacks, 56 lbs ... 67 Shaker Boxes, 24 2lb ... 1 50 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 ... 15 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 Pollock ... 3 1/2 Halibut Strips ... 14 1/2 Chunks ... 15 Herring Holland White Hoop, barrels ... 8 25 White hoops, 1/4 bbl. ... 4 50 White hoops keg ... 60 @ 65 White hoops mchs ... 75 Norwegian ... 3 60 Round, 100 lbs ... 2 10 Round, 50 lbs ... 2 10 Scaled ... 18 Trout No. 1, 100 lbs ... 5 50 No. 1, 40 lbs ... 2 50 No. 1, 10 lbs ... 70 No. 1, 8 lbs ... 59 Mackerel Mess 100 lbs. ... 14 50 Mess 50 lbs. ... 7 75 Mess 10 lbs. ... 1 75 Mess 8 lbs. ... 1 45 No. 1, 100 lbs. ... 13 00 No. 1, 50 lbs. ... 7 00 No. 1, 10 lbs. ... 1 60 No. 1, 8 lbs. ... 1 35 Whitefish No. 1, No. 2 Fam ... 3 50 100 lbs. ... 3 60 50 lbs. ... 3 60 10 lbs. ... 90 8 lbs. ... 75 SEEDS Anise ... 15 Canary, Smyrna ... 6 Caraway ... 1 00 Cardamon, Malabar ... 1 00 Celery ... 10 Hemp, Russian ... 4 Mixed Bird ... 8 Mustard, white ... 8 Poppy ... 4 1/2 Rape ... 25 Cuttle Bone ... 25 SHOE BLACKING Handy Box, large, 3 dz. 2 50 Handy Box, small ... 1 25 Bixby's Royal Polish ... 85 Miller's Crown Polish ... 85 SNUFF Scotch, in bladders ... 37 Maccaboy, in jars ... 81 French Raffle in jars ... 4	SOAP Central City Soap Co's brand. Jaxon ... 3 10 Jaxon, 5 box, del. ... 3 05 Jaxon, 10 box, del. ... 3 00 Johnson Soap Co. brands Silver King ... 3 65 Calumet Family ... 2 75 Scotch Family ... 2 85 Cuba ... 2 35 J. S. Kirk & Co. brands American Family ... 4 05 Dusky Diamond, 50 box. 2 80 Dusky D'nd., 100 box. 3 80 Jap Rose ... 3 75 Savon Imperial ... 3 10 White Russian ... 3 10 Dome, oval bars ... 2 85 Satinet, oval ... 2 15 White Cloud ... 4 00 Lautz Bros. & Co. brands Big Acme ... 3 10 Acme, 100 1/2 lb. bars ... 3 10 Big Master ... 4 00 Snow Boy P'dr. 100 pk. 4 00 Marselles ... 4 00 Proctor & Gamble brands Lenox ... 3 10 Ivory, 6 oz ... 4 00 Ivory, 10 oz ... 6 75 Star ... 3 25 A. B. Wrisley brands Good Cheer ... 4 00 Old Country ... 3 40 Scouring Enoch Morgan's Sons. Sapolio, gross lots ... 9 00 Sapolio, half gross lots ... 5 25 Sapolio, single boxes ... 2 25 Sapolio, hand ... 2 25 SODA Boxes ... 5 1/2 Kegs, English ... 4 1/2 SPICES Whole Spices Allspice ... 12 Cassia, China in mats. ... 12 Cassia, Batavia, bund. ... 28 Cassia, Saigon, broken. ... 28 Cassia, Saigon, in rolls. ... 25 Cloves, Amboyina ... 55 Cloves, Zanzibar ... 20 Mace ... 55 Nutmegs, 75-80 ... 50 Nutmegs, 105-10 ... 40 Nutmegs, 115-20 ... 35 Pepper, Singapore, bik. ... 25 Pepper, Singap. white ... 17 Pepper, shot ... 17 Pure Ground in Bulk Allspice ... 16 Cassia, Batavia ... 28 Cassia, Saigon ... 28 Cloves, Zanzibar ... 45 Ginger, African ... 25 Ginger, Cochin ... 18 Ginger, Jamaica ... 25 Mace ... 65 Mustard ... 18 Pepper, Singapore, bik. ... 17 Pepper, Singap. white ... 17 Pepper, Cayenne ... 20 Sage ... 20 STARCH Common Gloss 1lb. packages ... 4 @ 5 3lb. packages ... 4 1/2 6lb. packages ... 5 1/2 40 and 50 lb. boxes ... 3 @ 3 1/2 Barrels ... 3 @ 3 Common Corn 20 lb. packages ... 5 40 lb. packages ... 4 1/2 @ 7 SYRUPS Corn Barrels ... 23 Half barrels ... 25 20lb cans 1/2 dz in case ... 1 60 10lb cans 1/2 dz in case ... 1 60 5lb. 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 @ 24 Siftings ... 9 @ 11 Fannings ... 12 @ 14 Gunpowder Moyune, medium ... 30 Moyune, choice ... 32 Moyune, fancy ... 40 Pinguey, medium ... 30 Pinguey, choice ... 30 Pinguey, 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 Ceylon, fancy ... 48	TOBACCO Fine Cut Cadillac ... 54 Sweet Loma ... 33 Hiawatha, 5lb. pails ... 56 Hiawatha, 10lb. pails ... 54 Telegram ... 23 Pay Car ... 31 Prairie Rose ... 49 Protection ... 40 Sweet Burley ... 42 Tiger ... 40 Plug Red Cross ... 31 Palo ... 35 Kyo ... 35 Hiawatha ... 41 Battle Ax ... 37 American Eagle ... 33 Standard Navy ... 37 Spear Head 7 oz. ... 47 Spear Head 14 2-3 oz. ... 44 Nobby Twist ... 55 Jolly Tar ... 39 Old Honesty ... 43 Toddy ... 34 J. T. ... 37 Piper Heidsieck ... 66 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, 16 oz. pails ... 31 I X L, 16 oz. pails ... 31 Honey Dew ... 40 Gold Block ... 40 Flagman ... 40 Chips ... 33 Kill Dried ... 21 Duke's Mixture ... 39 Duke's Cameo ... 43 Myrtle Navy ... 44 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 Ploy Boy, 1 2-3 oz. ... 39 Ploy Boy, 3 1/2 oz. ... 39 Peerless, 3 1/2 oz. ... 35 Peerless, 1 2-3 oz. ... 38 Air Brake ... 36 Cant Hook ... 30 Country Club ... 32-34 Forex-XXXX ... 28 Good Indian ... 23 Self Binder ... 20-22 Silver Foam ... 34 TWINE Cotton, 3 ply ... 25 Cotton, 4 ply ... 25 Jute, 2 ply ... 14 Hemp, 6 ply ... 12 Flax, medium ... 20 Wool, 1lb. balls ... 6 1/2 VINEGAR Malt White Wine, 40 gr. 8 Malt White Wine, 80 gr. 11 Pure Cider, B & B ... 11 Pure Cider, Red Star ... 11 Pure Cider, Robinson ... 11 Pure Cider, Silver ... 11 WASHING POWDER Diamond Flake ... 2 75 Gold Brick ... 3 25 Gold Dust, regular ... 4 50 Gold Dust, 5c ... 4 00 Kirkoline, 24 4lb. ... 3 90 Pearline ... 4 75 Soapine ... 4 10 Babbitt's 1776 ... 3 75 Roseine ... 3 70 Armour's ... 30 Nine O'clock ... 35 Wisdom ... 30 Scourine ... 30 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 ... 35 Splint, large ... 6 00 Splint, medium ... 5 00 Splint, small ... 4 00 Willow, Clothes, large ... 7 25 Willow Clothes, med. ... 6 00 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 ... 25 Ideal No. 7 ... 90 Pails 2-hoop Standard ... 1 60 3-hoop Standard ... 1 75 2-wire, Cable ... 1 70 3-wire, Cable ... 1 90 Cedar, all red, brass ... 1 25 Paper, Eureka ... 2 25 Fibre ... 2 70 Toothpicks Hardwood ... 2 50 Softwood ... 2 75 Banquet ... 1 50 Ideal ... 1 50 Traps Mouse, wood, 2 holes ... 22 Mouse, wood, 4 holes ... 45 Mouse, wood, 6 holes ... 70 Mouse, tin, 5 holes ... 9 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 1/2 Fibre Manila, white ... 2 1/2 Fibre Manila, colored ... 4 No. 1 Manila ... 4 Cream Manila ... 3 Butcher's Manila ... 2 1/2 Wax Butter, short cut ... 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 @ 12 Trout ... 9 Black Bass ... 10 @ 11 Halibut ... 10 @ 11 Cliscos 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 ... 6 Col. River Salmon ... 16 Mackerel ... 18 @ 20 OYSTERS Cans F. H. Counts ... 40 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 60lbs. over ... 8 Cow Hides 60 lbs. over ... 8 1/2	Pelts Old Wool ... 50 @ 1 50 Lamb ... 10 @ 30 Shearings ... 10 @ 30 Tallow No. 1 ... @ 4 No. 2 ... @ 3 Wool Washed, fine ... @ 22 Washed, medium ... @ 25 Unwashed, fine ... 14 @ 19 Unwashed, medium 21 @ 23 CONFECTIONS Stick Candy Pails Standard ... 7 Standard H. H. ... 7 Standard Twist ... 8 Cut Leaf ... 9 Jumbo, 32lb. ... 7 1/2 Box, H. H. ... 9 Boston Cream ... 10 Old Time Sugar stick ... 12 30 lb. case ... 12 Mixed Candy Grocers ... 6 Competition ... 7 Special ... 7 1/2 Conserve ... 7 1/2 Royal ... 8 1/2 Ribbon ... 9 Broken ... 8 Cut Leaf ... 8 English Rock ... 9 Kindergarten ... 8 1/2 Bon Ton Cream ... 8 1/2 French Cream ... 9 Star ... 11 Hand made Cream ... 14 Premie Cream mixed ... 12 1/2 Fancy-In Pails O F Forehead Drop ... 10 Gypsy Hearts ... 14 Coco Bon Bons ... 12 Fudge Squares ... 12 Peanut Squares ... 9 Sugared Peanuts ... 11 Salted Peanuts ... 12 Starlight Kisses ... 10 San Blas Goodies ... 12 Lozenges, plain ... 9 Lozenges, printed ... 10 Champion Chocolate ... 11 Eclipse Chocolates ... 13 Quintette Chocolates ... 12 Champion Gum Drops ... 8 Moss Drops ... 9 Lemon Sours ... 9 Imperials ... 9 Ital. Cream Opera ... 12 Ital. Cream Bon Bons ... 12 1 lb. pails ... 12 Molasses Chews, 15lb. cases ... 12 Golden Waffles ... 12 Fancy-In 5lb. Boxes Lemon Sours ... 50 Peppermint Drops ... 60 Chocolate Drops ... 60 H. M. Choc. Drops ... 85 H. M. Choc. Lt. and Dark No. 12 ... 1 00 Brilliant Gums, Cryst. 60 O. F. Licorice Drops ... 80 Lozenges, plain ... 55 Lozenges, printed ... 60 Imperials ... 55 Mottos ... 60 Cream Bar ... 55 Molasses Bar ... 55 Hand Made Cr.ms. 80 @ 90 Cream Buttons, Pep. and Wintergreen ... 65 String Rock ... 60 Wintergreen Berries ... 55 Old Time Assorted, 25 lb. case ... 2 50 Buster Brown Goodies 30lb. case ... 3 25 Up-to-Date Assmt, 32 lb. case ... 3 50 Pop Corn Dandy Snack, 24s ... 65 Dandy Snack, 100s ... 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s. 50 Cracker Jaek ... 3 00 Pop Corn Balls ... 1 30 NUTS Whole Almonds, Tarragona ... 16 Almonds, Ivica ... 16 Almonds, California sft. shelled, new ... 14 @ 16 Brazilis ... 10 Filberts ... 11 Walnuts, French ... 12 Walnuts, 1 soft shelled. Cal. No. 1 ... 13 @ 16 Table Nuts, fancy ... 13 Pecans, Med. ... 9 Pecans, Ex. Large ... 10 Pecans, Jumbos ... 11 Hickory Nuts per bu. Ohio new ... 1 75 Cocoanuts ... 4 Chestnuts, per bu. ... 4 Shelled Spanish Peanuts, 7 1/2 @ 8 Pecan Halves ... 38 Walnut Halves ... 33 Filbert Meats ... 25 Alcanta Almonds ... 36 Jordan Almonds ... 47 Peanuts Fancy, H. P. Suns. 6 1/2 @ 7 Fancy, H. P. Suns. ... 6 Roasted ... 8 Choice, H. P. J'be. ... 8 1/2 Choice, H. P. J'be. ... 8 bo, Roasted ... 9 @ 9 1/2

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon .55 6 00

BAKING POWDER
Jaxon Brand

JAXON
1/4 lb. cans, 4 doz. case 45
1/2 lb. cans, 4 doz. case 85
1 lb. cans, 2 doz. case 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 13 00
5 lb cans 21 50

BLUING

Arctic 4 oz ovals, p gro 4 00
Arctic 8 oz ovals, p gro 6 00
Arctic 16 oz ro'd, p gro 9 00

BREAKFAST FOOD

Grits

Walsh-DeRoo Co.'s Brands



Cases, 24 2 lb pack's..2 00
CIGARS



G. J. Johnson Cigar Co.'s bd.
Less than 500.....33 00
500 or more.....32 00
1,000 or more.....31 00

COCOANUT

Baker's Brazil Shredded



70 1/4 lb pkg, per case..2 60
35 1/2 lb pkg, per case..2 60
38 1/4 lb pkg, per case..2 60
16 1/2 lb pkg, per case..2 60

FRESH MEATS

Beef

Carcass 7 @ 8 1/2
Forequarters..... 5 1/2 @ 6 3/4
Hindquarters..... 8 1/2 @ 10
Loins..... 11 @ 13
Ribs..... 9 @ 12
Rounds..... 7 1/2 @ 8 1/2
Chucks..... @ 6
Plates..... @ 4

Pork

Dressed @ 5 1/2
Loins @ 8 3/4
Boston Butts..... @ 6 3/4
Shoulders @ 7
Leaf Lard @ 7

Mutton

Carcass @ 9
Lambs 12 @ 12 1/2

Veal

Carcass 4 1/2 @ 7



CORN SYRUP

24 10c cans1 84
12 25c cans2 30
6 50c cans2 30

COFFEE

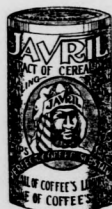
Roasted
Dwinell-Wright Co.'s Bds.



White House, 1 lb.....
White House, 2 lb.....
Excelsior, M & J, 1 lb..
Excelsior, M & J, 2 lb..
1/2 lb Top, M & J, 1 lb..
Royal Java
Royal Java and Mocha..
Java and Mocha Blend..
Boston Combination ..
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Sag-
inaw; Meisel & Goeschel,
Bay City; Godsmark, Du-
rand & Co., Battle Creek;
Fielbach Co., Toledo.

COFFEE SUBSTITUTE

Javril



2 doz. in case 4 10

CONDENSED MILK



Gail Borden Eagle6 40
Crown5 90
Champion4 25
Daisy4 70
Magnolia4 00
Challenge4 40
Dime3 85
Peerless Evap'd Cream.4 00

SAFES



Full line of the celebrated
Diebold fire and burglar
proof safes kept in stock
by the Tradesman Com-
pany. Twenty different
sizes on hand at all times
—twice as many safes as
are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

SALT

Jar-Salt



One dozen
Ball's quart
Mason jars
(3 pounds
each)85

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..3 85
50 cakes, small size..1 95

Tradesman Co.'s Brand



Black Hawk, one box..2 50
Black Hawk, five bxs..2 40
Black Hawk, ten bxs..2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

Place Your
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

Spice Announcement

In order to meet the requirements of the bet-
ter class of retailers, we have arranged with
one of the best manufacturers of spices for
packing ABSOLUTELY PURE GOODS in
cartons bearing our insignia of purity and
perfection—

Quaker

The Pure Food Commissioner's office says
they are "right."

BUY, TALK AND SELL

QUAKER SPICES (in cartons)

WORDEN GROCER COMPANY

Grand Rapids, Michigan

A Catalogue That
Is Without a Rival

There are something like 85,000 com-
mercial institutions in the country that
issue catalogues of some sort. They are
all trade-getters—some of them are success-
ful and some are not.

Ours is a successful one. In fact it is
THE successful one.

It sells more goods than any other three
catalogues or any 400 traveling salesmen
in the country.

It lists the largest line of general mer-
chandise in the world.

It is the most concise and best illustrated
catalogue gotten up by any American
wholesale house.

It is the only representative of the larg-
est house in the world that does business
entirely by catalogue.

It quotes but one price to all and that is
the lowest.

Its prices are guaranteed and do not
change until another catalogue is issued.

It never misrepresents. You can bank
on what it tells you about the goods it
offers—our reputation is back of it.

It enables you to select your goods
according to your own best judgment and
with much more satisfaction than you can
from the flesh-and-blood salesman, who
is always endeavoring to pad his orders
and work off his firm's dead stock.

Ask for catalogue J.

BUTLER BROTHERS

Wholesalers of Everything—
By Catalogue Only.

New York Chicago St. Louis

Making
Money

Becomes a simple proposi-
tion when you sell

New
Silver
Leaf
Flour

It is the best flour on the
market and grocers who
have once handled it never
change. We have custom-
ers who have been with
us since we first started in
business. Better let us
send you quotations so you
may become one of the
favored ones.

Muskegon
Milling Co.,

Muskegon, Michigan

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.

Are you satisfied with your present position and salary? If not write us for plan and booklet. We have openings for managers, secretaries, advertising men, salesmen, book-keepers, etc., paying from \$1,000 to \$10,000 a year. High grade exclusively. *Hapgoods (Inc.), Suite 511, 309 Broadway, New York. 37

For Sale—Ten acres of rich zinc and lead land in the very heart of the Missouri district; price, \$4 down and \$4 a month for 27 months; no difference where you live an investment in this land will make you money. Send for my circulars and learn why. Address W. B. Saylor, Carthage, Mo. 549

For Sale—The only men's and boys' clothing and furnishing goods store in Oregon, Mo., the county seat of Holt county, lying in richest part of Northwest Missouri. Stock invoices between \$8,000 and \$9,000, all new goods. Will sell residence if desired. Address W. B. Hinde, Oregon, Mo. 551

For Rent—Fine location for a department, general, or dry goods store. Large stone building, three entrances, on two main business streets. Rent reasonable, possession given at once. Don't fail to write Chas. E. Nelson, Waukesha, Wis. 547

For Sale—Nice stock musical merchandise, books, stationery, jewelry, novelties and sporting goods; fine location, next door to postoffice. Globe Novelty Co., Owosso, Mich. 544

Good paying dry goods business for sale. Best business street in Detroit. Stock and fixtures inventory \$6,800. Address No. 548, care Michigan Tradesman. 548

Farm for Sale or Exchange—163 acres, 80 cleared; good buildings, two and one-half miles from Leota, Clare county, Mich.; good school, one-quarter mile; good location and good farm. Can give immediate possession if taken before July 1. Enquire on premises or of S. A. Lockwood, Lapeer, Mich. 545

For Sale—A new stock of hardware, implements, buggies, etc., in one of the best hardware and implement towns in Northern Indiana. Stock will invoice between \$4,000 and \$5,000. Best reasons for selling. No competition. Sales last year, \$24,000. Address No. 541, care Michigan Tradesman. 541

80 acres unimproved good farm land, 40 acres timbered land, to exchange for merchandise. Address No. 540, care Michigan Tradesman. 540

For Sale—General merchandise, from ten hundred to ten thousand in ten years, by a farmer boy in the best town, in the best county, in the best state, in the best country in the world. Lock box No. 5, North Freedom, Wis. 539

For Sale—800 acres of the finest unimproved farm land in one of the best farming districts in Central South Dakota. Five miles from county seat, twenty-five miles from Pierre, the State capital. Offered at a bargain for twenty days for cash. Price, \$7,500. R. C. Greer, Blunt, S. D. 538

For Sale—A 25 horse-power steel horizontal boiler. A 12 horse-power engine with pipe fittings. A blacksmith forge with blower and tools. Shafting, pulleys, belting. All practically new. Original cost \$1,200. Will sell for \$600. Address B-B Manufacturing Co., 50 Masonic Temple, Davenport, Iowa. 537

Squash, Pumpkin and Potato Flour. A great chance for the right man to engage in a new business and make money. Now located at Hudson, Mich. This flour was put on the market last year and took instantly. The plant is new and ready for business. No experience needed. You can be shown in a week how to run it. A good and satisfactory reason for selling. Enquire of E. Frensdorff, Hudson, Mich., or C. H. Warner, owner, Providence, R. I. 552

For Sale—City meat market; finest in the State; all tile, ice box, tile counter, nickel racks; best trade in the city. Will rent or sell the fine two-story brick building; has all glass front, tile floor; finest location. Good reasons for selling. Also for sale Perkins shingle mill. J. M. Neff & Son, Mt. Pleasant, Mich. 534

For Sale—To close an estate—the Hotel Iroquois at Sault Ste. Marie, Mich. Possession immediately. Address H. T. Phillips, 29 Monroe Ave., Detroit, Mich. 533

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

On account of failing health I desire to sell my store, merchandise, residence, two small houses and farm. Will divide to suit purchasers. J. Aldrich Holmes, Caseville, Mich. 532

For Sale—On account of death in family, \$4,000 stock of groceries and men's furnishing goods, all staples, located in best manufacturing city of 30,000 on the Lake Shore. Will sell at 65 cents on the dollar if taken at once. Address No. 536, care Michigan Tradesman. 536

For Sale or Will Exchange for an A1 Stock of General Merchandise—My fine farm of 160 acres, together with teams, stock and tools. The farm is located at Coopersville, Ottawa county, thirteen miles from city limits of city of Grand Rapids. Call or write if you mean business E. O. Phillips, Coopersville, Mich. 535

Wanted—Will pay cash for an established, profitable business. Will consider shoe store, stock of general merchandise or manufacturing business. Give full particulars in first letter. Confidential. Address No. 519, care Michigan Tradesman. 519

For Sale—A good clean stock of hardware, about \$3,500, in good live town of 3,000 inhabitants. Write or call on O. F. Jackson, 14 North Union St., Grand Rapids, Mich. 518

For Sale—Small stock of groceries, shoes, crockery and fixtures at a bargain; best location in copper country; rent reasonable. Coon & Rowe, Laurium, Mich. 516

For Sale—A \$4,000 stock of hardware in Lee county, Illinois. Trade commands a large territory. Address No. 517, care Michigan Tradesman. 517

For Sale—\$4,500 stock of groceries, with meat market, in Illinois mining town of 8,000 population; annual sales \$45,000. Address No. 515, care Michigan Tradesman. 515

Vehicle and Implement Business for Sale—Small stock on hand. Hold agency for all the best lines. Will sell or rent buildings. One of the best locations in Shiawassee county. Reason for selling, have other business. Address No. 521, care Michigan Tradesman. 521

For Sale—\$5,000 stock general merchandise in town of 1,500 in Central Michigan; clean stock; cash trade; sales \$18,000; must sell on account of sickness. Address C. G., care Michigan Tradesman. 522

For Sale or Exchange—Full roller swing sifter, steam flour mill, 30 barrels capacity; good town; large territory. Or will take partner. Address Box 183, Stockbridge, Mich. 523

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. 524

Wanted to Exchange—120 acres improved land, good buildings, good location, or 120 acres wild land, good location, near schools; also eighteen-room hotel and store building in a hustling town on the Pere Marquette Railroad for stock of merchandise or drug stock. Address Lock Box 214, Marion, Mich. 495

For Sale—Our stock groceries and dry goods. Invoice \$1,500. Established trade. Write, Barger & Son, Martin City, Mo. 472

For Sale Cheap—Drug stock in Northern Indiana; invoices about \$800. Address No. 471, care Michigan Tradesman. 471

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

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 Exchange or Sale—A highly improved 240 acre farm in Whiteside county, Illinois. James A. Hill, Mechanicsville, Iowa. 481

Rare Opportunity, sacrificing sale. Well selected stock drugs, invoicing \$2,409 for only \$2,000 cash; two-story frame building valued at \$3,000 for \$2,000, or \$2,100 one-third cash, balance secured by mortgage; both together or separate. Will rent building if preferred at reasonable rate. Reason for selling, retiring from business. Address Warner Von Walthausen, 1345 Johnson st., Bay City, Mich. 461

First-class business chance for clothing, men's furnishings and tailoring. Box 90, St. Charles, Mich. 440

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—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—An eight room house with four lots in Torch Lake village, an ideal place for a summer home. 437

For Sale—\$2,200 to \$2,500 grocery stock and fixtures. Reason for selling, other business. Write or call for particulars F. F. Gates, Port Huron, Mich. 428

For 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—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

Wanted—To buy stock of general merchandise from \$5,000 to \$25,000 for cash. Address No. 89, care Michigan Tradesman. 89

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. L. Yost & Co., 577 West Forest Ave., Detroit, Mich. 2

Geo. M. Smith Safe Co., agents for one of the strongest, heaviest and best fireproof safes made. All kinds of second-hand safes in stock. Safes opened and repaired. 376 South Ionia street. Both phones. Grand Rapids. 926

POSITIONS WANTED.

Wanted—A position on the road with wholesale grocery house by experienced salesman; age 25. Address Box 140, Marshall, Ill. 528

Wanted—Position as salesman in retail hardware store. Have had ten years' experience. Address Box 367, Kalkaska, Mich. 466

AUCTIONEERS AND TRADERS

Merchants—I hereby certify that F. M. Smith & Co., of Chicago, have just closed one of these "Special Sales" for me and am highly pleased with the way they conducted the sale and prices they obtained for my goods and can recommend them very highly and their "Special Sales Plan" to any wanting to reduce or close out their stock of merchandise, as they surely understand their business, and their plan of advertising is a winner. Henry Bruning, dealer in general merchandise, Bluffton, Ohio. For full particulars address F. M. Smith & Co., 215 Fifth Ave., Chicago, Ill. 550

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 Washburn ave., Chicago. (Reference, Dun's Mercantile Agency.) 872

WANTED—STOCKS

100 cents guaranteed for your stock

Correspond with me.

S. J. STEINHART

Suite 845, Chicago Stock Exchange Building

CHICAGO, ILL.

HELP WANTED.

Wanted—A first-class Scandinavian clothing salesman and stock-keeper, Grand Rapids, a single man preferred; must be experienced, with good habits and references and not afraid to work; good steady position for the right man. Address No. 553, care Michigan Tradesman. 553

Man—Energetic, willing to learn, under 35, to prepare for Government position. Beginning salary \$800. Increase as deserved. Good future. I. C. L., Cedar Rapids, Ia. Enclose stamp. 526

Wanted—Experienced suspender salesman to handle our line of men's belts and suspenders in Ohio, Indiana and Illinois. None but experienced men need apply. Exclusive territory given. Commission only. Novelty Leather Works, Jackson, Mich. 525

Wanted—A hustler with \$3,000 to take charge of the best general store in Thompsonville. I am going West. J. E. Farnham. 527

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

MISCELLANEOUS.

J. Wildauer Jewelry Co., 5300 Halsted street, Chicago, Ill., sells goods at manufacturers' prices. Special black enamel or gold back collar buttons at \$2 per gross; plain gold filled front link cuff buttons, \$12 per gross, less 25 per cent. for cash only. 543

Wanted—Men with capital to invest in a live proposition that will stand investigation. Address 304 Clapp Block, Des Moines, Iowa. 542

Preserve eggs for high prices or home use; receipt 50 cents; satisfaction guaranteed. Isaac Rohrer, Sparta, Mich. 524

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

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. 502

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 stickers. 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

Send stamp for latest catalogue Michigan fruit farms. Elkenburg, South Haven, Mich. 489

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. 501

WINDOW TRIMMING

Country Dealer Who Employs Unique Practical Methods.

Decoration Day I put in at the rather small town of Blank, where does business a certain enterprising dispenser of hats, caps, trousers and thimbles, books and washboards, candy and vinegar, wall paper and calico, cheap jewelry and mousetraps, shoes and slate pencils, furniture and spectacles, pictures and hosiery, washing machines and dog collars, looking glasses and chewing gum, all sorts of farm produce and needles, plowshares and toothpicks—and these constitute not the thousandth part of his stock as regards variety. Verily the "spice of life" is so well exemplified in this man's store that he will never lack it if he but glance around his well-kept quarters.

A heterogeneous mess as to quantity and diversity of objects is this dealer's stock, yet is everything arranged neatly and with an eye to effect and all the multifarious articles are grouped as to their direct relation to each other so that he knows exactly where to lay his hand on anything (if he has it in stock) that a customer may call for.

This is the individual I wrote about, along in the winter, who "does things," in the way of window dressing, by hunting up odd-sounding foreign phrases in the back end of the dictionary and utilizing them to embellish display cards for his windows, which he trims to illustrate the idea conveyed by the cards.

Sometimes he varies the program by the addition of English-speaking cards which carry a supplementary thought throwing a little glimmer of intelligence on the first mentioned ones, which are often literal Greek to the townspeople and the bucolic neighbors within a radius of twenty miles. And the latter enjoy the situation quite as much as the former, and talk about these windows just as much if not more.

Every time I have occasion to set foot in the town that boasts this unique commercial character I visit his store for instruction and amusement, and am always well repaid for the time spent in this interesting environment. The owner of the place enjoys talking to a remarkable degree, and I am quite content to listen—one can learn more by listening than by talking, any day in the year.

Here are some of the funny but effective ideas purloined from "Quotations, Words, Phrases, etc., from the Greek, the Latin, and Modern Foreign Languages." No one but this peculiar fellow would think of employing such helps, and yet they do him a world of good in an advertising way. Not one in a thousand of the Tradesman's readers knows nor ever heard of this man, otherwise than in its columns, so they are at perfect liberty to copy anything here

given if it will do them any business good.

Note the following:

"Mauvais gout, but Materfamilias declares we must take it in the vernal months."

This statement (which the country folk—and others as well—construed to mean something concerning that painful malady compassable only by the very rich) accompanied a dry bunch of old-fashioned "thoroughwort," which bitter tonic no one who has ever obeyed the solicitous—and at the same time imperative—injunction of "Materfamilias" to "Down with it!" can call to mind without a reminiscent screwing up of the face and an attendant marked action of the salivary glands, such as the contemplation of a lemon inevitably produces.

What could be any simpler than that big bunch of exsiccated boneset—every country boy can gather it—and yet that little herb-and-card arrangement put this storekeeper in more mouths than you could count on your own fingers and those of ten of your acquaintances!

With a bag of Diamond 'Crystal salt was displayed a card which was easy of inference:

"The Sal that's all Sal."

At one time half the show window contained a display of diverse sorts of chewing gum, the open boxes of which were piled in eye-attracting shapes. The other half of the window contained a small cheap boy (50c per diem) sitting in a dry goods box just his size, the two boards of the top each having a half circle cut out, these semi-circles fitting loosely around the kid's neck. The little chap possessed a spark of humor all his own, and the grimaces he executed in chewing, all day long (except at mealtime), an enormous "cud" of gum made him an exceedingly forcible illustration of the big yellow placard suspended directly above his head:

"Mobile perpetuum!" (Perpetual motion.)

An exhibit of linens once bore this inscription:

"More Hibernico." (After the Irish fashion.)

"Nil desperandum" (Never despair)—a bottle of hair restorer stood in close proximity.

A mirror had this, in white erasable letters, over its entire face:

"Nimium ne crede colori." (Trust not too much to looks.)

A fishing tackle window, containing everything in common need of the Isaac Walton, had a picture down by the front glass of a happy youngster enjoying the sport. Underneath the margin it stated:

"Nolo episcopari." (I would not wish to be made a bishop.)

Sleighbells announced this to the inquisitive cold-weather passer-by:

"Nugae canorae." (Mere jingling.)

A picture of a bridal couple bore this suggestion:

"Nemo solus sapit." (No one is wise alone.)

This illustration rested amid a whole arsenal of kitchen utensils.

An exhibit of schoolbooks admonished pupils and parents alike:

"Piuttosto mendicanti che ignoranti." (Better be a beggar than be ignorant.)

Hammocks—their card enjoined: "Don't permitte divis caetera." (Don't leave the rest to the gods.)

Thick eiderdown insoles had the paraphrase:

"Pro salute animae." (For the soul's—soles'—health.)

Glass fruit jars: "Vis preservatrix." (A preserving power.)

A single lampwick suggested: "Redolet lucerna." (It smells of the lamp.)

A winter exhibit—of skates—had a picture of a buxom country girl who had unexpectedly taken a tumble on the ice. Her card announced:

"Ruit mole sua. Resurgam." (It falls by its own weight. I shall rise again.)

I have given the meanings of all these, but there was no such help presented by this ingenious dealer. He left that for the girls and boys to study out and tell their folks.

The window decoration on Memorial Day would have done credit to a more pretentious merchant in a more pretentious town. The inscription then was inspiring:

"Vincit amor patriae!" (Love of country prevails.)

Will Repeat the Success of Last Year.

Muskegon, May 30—The first step towards the merchants and business men's picnic for 1904 will be taken some time this week, when the committee that was in charge of the picnic so successfully carried out last year will call a meeting of local business men to take action relative to the picnic of this year.

The picnic of 1903 gave such satisfaction that the plan for a similar one this year meets much favor. The committee could arrange for one that will entail less expense by cutting out the high class features and making more of the free distribution of souvenirs. This is the idea of some of the business men and it may be followed out.

Last year at the picnic 173,000 souvenirs were distributed free of charge to the picknickers and this was a source of enjoyment to all at Lake Michigan Park, where the picnic was held.

A great deal of work on the part of the committee was required to get these and altogether 1,372 letters were written. Business firms about the country were asked to contribute articles for gratuitous distribution and in some instances it was necessary to write five or six letters before satisfactory arrangements were made.

This year it will not be so arduous a task, however, as the firms that donated last year were so well pleased with the result that they will undoubtedly be willing to assist the committee.

Some of the firms went so far as to send representatives here to see the distribution of the articles, and they complimented the committee on the successful manner in which the gifts were dealt out.

Souvenirs consisting of samples of breakfast foods, match safes, tin cups, pin trays, pocket mirrors, fans, cards and other articles were given away in 1903.

At the meeting next week it is expected a committee to have charge of the picnic will be appointed.

"What Shall We Eat?"

Every day the same old question, What shall we eat for breakfast, for luncheon, for dinner? assails with monotonous regularity the patient housewife who seeks to provide good living for the family in agreeable variety at a moderate cost. There is a daily department in the Chicago Record-Herald which is intended to answer this question satisfactorily every day in the year. It is entitled "Meals for a Day," and provides menus for the three meals every day, with the necessary recipes. These menus and recipes are carefully selected by the Record-Herald's household editor, and cash prizes are awarded to the best that are received. Housewives everywhere are invited to participate in the competition. For full particulars see the "Meals for a Day" department in the Chicago Record-Herald.

A Poor Bargain.

"Old Hammerson says this horse he wants to sell me is sound, gentle, and kind, and won't kick."

"I'd be suspicious of him if I were you, old man."

"Why?"

"Well, you know I married his daughter."

Business Wants

TOO LATE TO CLASSIFY.

BUSINESS CHANCES.

For Sale Cheap—Good corner brick store and office building and vacant lot adjoining, in bustling Thompsonville, Mich. Price \$3,600 cash. Brings 12 per cent. interest. Address G. W. Sharp, North Baltimore, Ohio. 553

For Sale—Meat market; good location. Address No. 554, care Michigan Tradesman. 554

For Sale—Stock of dry goods, clothing, hats, caps, shoes and groceries in town of 1,800; business established twenty-five years; leading store in town; clean stock, invoicing about \$12,000 to \$13,000; failing health reason for selling. Address Opportunity, care Michigan Tradesman. 513

A Golden Opportunity—Party desires to retire from business. Will sell stock and building or stock, consisting of clothing, boots and shoes, and rent building. Only cash buyers need apply. Write or call and see. T. J. Bossert, Lander, Wyoming. 529

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—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

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—On account of the death of the owner, a small stock of fine millinery will be sold immediately. Write or call on Milton J. Zavitz, Shelby, Oceana Co., Mich. 494

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

POSITIONS WANTED.

Wanted—A position by an experienced clothing and shoe man as clerk or manager. Address J. A. Vandervest, Thompsonville, Mich. 555