



MICHIGAN TRADESMAN

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 19, 1904

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Fall and Winter line for all ages on view. Overcoats immense. Mail and phone orders promptly shipped. Phones, Bell, 1282; Citz., 1957. See our children's line.

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
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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 The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.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.

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PREVENTION OF DISEASE.

A few days ago in the International Congress of Military Surgeons, held at the St. Louis World's Fair, Major Louis Seaman, a medical officer of the United States Army, presented some most important facts he had learned in a personal and professional inspection he had made of the Japanese military hospitals since the present war has been going on.

Speaking of the hospitals at New-Chwang, when he had visited them in August he declared that in the medical wards, distinguished from those in which surgical patients were treated, among all the thousands gathered in those institutions scarcely a baker's dozen came under the head of diseases of the digestive system.

"Conspicuous by their absence," he continued, "were cases requiring operations for appendicitis, hernias, floating kidneys, cholecystomies, etc. Indeed, during the entire summer I have not seen a single hernia or a laparotomy. The Japanese soldier has been taught how to treat his intestines, and consequently his intestines are now treating him with equal consideration. His plain, rational diet is digested and assimilated. It is not an irritating, indigestible, fermenting mess, acting as a local irritant and producing gastritis, duodenitis, enteritis-colitis, hepatitis and the long list of inflammatory intestinal processes with which we were all so familiar in the hospital wards at Alger Camp, Chattanooga, Tampa, Cuba, Puerto Rico, Montauk Point, etc., in 1898."

Although this statement, so far as the nonprofessional reader is concerned, is made obscure by the technical terms, it is easily understood that there was a remarkable absence of the diseases so common among

soldiers exposed to great hardships in unfavorable weather, and compelled to drink bad water and eat unwholesome food, while those internal disorders which are so common among our people who live at home in peace and comfort, and which are so generally treated by cutting open the human body and removing or otherwise manipulating the delicate interior organs, were comparatively unknown among the Japanese sick.

All the soldiers of the United States who served in the Spanish War in the camps in this country and in the field in Cuba and Puerto Rico doubtless remember the unwholesome and unpalatable food material supplied to the army and characterized by General Miles as "embalmed meat," and the great amount of sickness prevalent among the troops. Every man who has ever seen service in the field as a soldier knows how much suffering was entailed upon the men by the too often unwholesome nature of the food furnished to them and quite as often by the failure of the commissary train to arrive on time.

It is said that the supply department of the Japanese Army is more thoroughly organized than is that service of any other army or nation, which is a matter of the very greatest importance, but above all, the food ration served to the Japanese soldiers is of the most wholesome and nourishing material compounded to give the best results in strengthening the soldiers for their severe service, and at the same time to maintain them in health.

All civilized people should learn lessons from the experience of the Japanese, not merely for military purposes, but for the preservation of health. It is certain that our course of living, and chiefly eating and drinking, brings on many diseases, and that they could be prevented by a wise alteration of our diet.

The Japanese subsist largely on rice and other vegetable products and dried fish, and are very sparing in the use of liquors. It is entirely possible that a bill of fare which is best for them might not be so well suited to our people, but as they have found out what is best for them, we might also discover what would be best for our health. This might be established by experimenting with our ordinary food and drink, leaving off what seems to disagree with us. The fact that the Japanese have successfully solved the problem of health in diet should spur on our people to make similar discoveries.

Doing things by halves is like planting something and then forgetting to water it.

There is not another twenty miles of any sea trip which has seen so many seasick people as the English channel. The currents run right there to make trouble. The journey is a short one, but to most people is exceedingly unpleasant. Several propositions have been made for a tunnel from Dover to Calais and the various estimates of cost range all the way from fifteen to fifty million dollars. The greatest depth of water at this point is only 169 feet and it would be entirely practicable to build a tunnel low enough down to be perfectly safe. If the United States was on one side, the tunnel would be under way before this. There has always been some talk of erecting a bridge, but the cost of that would be much greater, being calculated at from 140 to 180 million dollars. The piers would be a menace to navigation, even if the road surface were far enough above the water to allow the tallest rigging to pass beneath. The tunnel would be exceedingly popular and get all the patronage. That is far the easier way. In speaking of the bridge it is interesting to note that before such a structure could be erected it would be necessary to get an international agreement to which, besides England and France, the United States, Japan, Belgium, Holland, Germany, Russia, Sweden and Norway would have to be parties.

The partisan papers are busy these days charging the other side with unfair practices and especially bringing accusations of what goes by the name of "fat frying." This is the phrase supposed to be descriptive of the methods employed in raising money for campaign purposes. Of course the candidates are all assessed, but their contributions are a mere bagatelle to the actual requirements. Campaigning is costly and the national committees of necessity use a lot of money. Just now each side charges the other with getting money from the corporations and in return giving promises of kindly legislative and executive treatment. All this talk is simply the pot calling the kettle black. Neither side is above getting money from any source it can and both sides are at it as busily as they know how and the more they can extract the better they are pleased.

Out of every thousand dollars' worth of manufactured articles produced in the United States about 29 cents' worth is sold to foreigners at less than the home price. The reduction, when made, is usually for the purpose of catching new trade or to dispose of surplus stock. In either case, the American working-man is benefited.

Cool Weather Makes the Glove Trade Active.

The recent cold snap directed the attention of the trade, both retail and wholesale, to the need of complete preparation in lines of winter merchandise. A few orders were received through the mail immediately, and more are expected this week. Only the very active merchants hurry assorting orders upon the first appearance of broken assortments. Most merchants, however, will wait a few days or until they begin to receive requests for merchandise which they are out of. One of the first lines to feel the effects of cold weather is the glove stock. Every prospect is for a good sale of handwear this season.

Most merchants find the selection of holiday goods not the easiest of their duties. Occasionally a merchant will be found who says that he does not bother with holiday goods. That merchant is the exception, however. And the chances are that his store is quiet both before and during the holidays. The suggestion is offered that merchants carrying glove stocks add a few boys' and misses' kid gloves. The possibility of making sales for presents exists at the end of the season, while many sales can be made during the weeks and months that lead up to Christmas. As a general rule, the line of juvenile gloves is kept in first class stores only. The popular department stores are adding them now, however, and they should be of interest to leading glove dealers everywhere.

Kid gloves are made to fit children one year old. That is pretty close to a baby. They are cut broad in both the hand and the fingers to admit the child's fingers without too much effort. A child's muscles are soft and lax, which requires consideration in selling and fitting. This allows a merchant to sell gloves that need not fit snug. Indeed, an outseam glove for women is not fitted as snug as it used to be. Manufacturers now cut both the fingers and hands broader than they formerly did in this class of gloves. They are broader and heavy—hence called mannish. For driving and similar pleasures the outseam glove is often of easy fit. Reverting to juvenile gloves, it may be stated that the same line will sell to either boys or girls. And it sometimes happens that a woman with short fingers can best be fitted in the boys' and misses' glove stock. Try it some time.

Caution is once more urged about heavy domestic gloves ordered for this fall. The strike at Gloversville caused trouble which is not over yet by any means. Manufacturers are having any amount of trouble in securing sewers. They can get all the cutters they need, but the sewers are a minus quantity. Some glove factories are running only half time in the cutting department, because of the inability to employ enough sewers. Incompetent help means that some of the output will be irregular. In fact, some lots already

received are defective, due to trimmers serving as sewers.

The fall season has not advanced sufficiently to determine what the most popular colors will be in kid gloves. It is pretty well assured, however, that certain shades will be much stronger than others. Just now the colors which will probably be strongest are tans, browns, grays and modes. While no pronounced demand has been received for anyone or all of these shades, enough interest has been centered in them to confirm the statement that they will be the best sellers. It will require a few weeks before anything definite can be determined regarding the pre-eminent colors. The enquiries for blue deserve more than passing consideration. The city stores will almost class blues to-day, particularly navy blues, as one of the staple colors. A dark navy blue is a regular seller with them. Kid glove importers are receiving many requests from customers to match certain shades of blue dress materials. This is proving that out-of-town merchants are having enquiries for navy blue kid gloves. These mail enquiries are for single pairs only and indicate that most out-of-town merchants do not care to add an assortment of navy blue kid gloves; they exercise wisdom in not doing so. There are not enough sales in this color to warrant putting in a line of sizes, unless the town is large. Such needs can be supplied by mail for the ultra and extreme colors.

The Drug Market.

Opium—Is firm at unchanged price.

Morphine—Is steady.

Quinine—Is unchanged.

Carbolic Acid—Is very firm at the advance.

Balm Gilead Buds—Are scarce and higher.

Russian Cantharides—Are still advancing.

Cod Liver Oil—Has advanced on account of higher prices abroad.

Lycopodium—Has again advanced and is tending higher.

Sassafras Bark—Is very scarce and high.

Juniper Berries—Stocks are very large and prices will be lower.

Oil Peppermint—Is unsettled. Buyers and sellers are wide apart. Distillers maintain high prices, while buyers are looking for a decline.

Oil Anise and Oil Cassia—Are both higher in the primary market and have advanced here.

Oil Lavender Flowers—Crop has been seriously affected by dry weather and prices have advanced.

Oil Wormwood—Has advanced and is tending higher.

American Saffron—Has again advanced. Stocks are small and in a few hands.

Gum Tragacanth—Has advanced and will be higher.

Goldenseal Root—Very high price has advanced Goldenseal preparations. We note another advance of 25c per pound on Lloyd's Hydrastis, to take effect November 1.

Blood Root—Is scarce and prices are very firm.

Linseed Oil—Is dull and weak.

BALDWIN & CO.

Manufacturers' Agents

TOLEDO, OHIO

Crockery, Glassware, Lamps, Burners, Etc.

100 Piece Plain Print Dinner Set,	- - \$4.50 per set
100 Piece Handsome Decorated Dinner Set,	5.25 per set
Decorated Oat Meals,	- - 5.00 per gross
Decorated Bread and Butter Plates,	- - 5.00 per gross

We have the best assorted package of decorated goods in America to retail for 10 cents each—53 dozen in a package—80 cents per dozen, net \$42.40. No charge for package.

One line Gold Band Tumblers,	- - 35 cents per doz.
Two line Gold Band Tumblers,	- - 40 cents per doz.

Sold in barrel lots only.

In 5 barrels or more special prices.

No. 1 Sun Common Burners, 30 cents per doz.

No. 2 Sun Common Burners, 40 cents per doz.

Our assortment of Fine Jugs (or pitchers) in colors for \$10 per gross is great value and a big seller.

Pleased to quote you prices on anything in China, Crockery, Glassware, Novelties, etc.

BALDWIN & CO.

Flour Perfection

Is nowhere exemplified to a greater degree, or in a more thorough and convincing manner than in

VOIGT'S BEST BY TEST
CRESCENT

"The Flour Everybody Likes"

It is made to please, and that it does so, under the most trying circumstances, is evidenced by the many words of praise to be heard on every hand. When you want the best

YOU WANT OURS

Voigt Milling Co.

Grand Rapids, Mich.

Merchants' Half Fare Excursion Rates to Grand Rapids every day. Write for circular.

Ye Olde Fashion Horehound Candy

"Double A" on Every Piece



Is good for young and good for old,
It stops the cough and cures the cold.

Made only by

Putnam Factory National Candy Co.

Grand Rapids, Michigan



Movements of Merchants.

Schoolcraft—E. L. Mosher will shortly open a jewelry store here.

Cheboygan—Fred Steiner succeeds Steiner & Reiger in the meat business.

Calumet—Skelly & Co. have removed their headquarters to Chicago, Ill.

Detroit—John E. Voelkner, grocer, is succeeded by the John E. Voelkner Co.

Hastings—Geo. Newton has engaged in the jewelry business on his own account.

Howell—Walter Burke has sold his implement and harness stock to H. M. Brown.

Colon—Ray Arnold, formerly of Port Huron, has engaged in the drug business here.

Mayville—Geo. F. Dimond, produce dealer, is succeeded by Geo. F. Dimond & Co.

Cass City—Neil Livingston has purchased the restaurant business of James Perkins.

Au Gres—Henry Reid, grocer, has failed, with assets of \$6,000 and liabilities of \$10,000.

Belding—W. C. Sheldon, Jr., has sold his confectionery stock to Geo. O. Tooley & Co.

Pontiac—Eugene Lawson and L. D. Allen have purchased the Jay Niles meat market.

Filion—Oliver Clark has purchased the grocery, feed and produce business of Desire Filion.

Ann Arbor—Rinsey & Seabolt, wholesale and retail grocers, are succeeded by Rinsey & Kyer.

Plainwell—James N. Hill, who recently sold his grocery stock to J. A. McRoberts, has repurchased it.

Spring Lake—Aloys Bilz is succeeded by Bilz & Slingerland in the furniture and hardware business.

Midland—Cooley C. Anderson, hardware and harness dealer, is succeeded by the C. C. Anderson Co.

Alto—E. Davis & Son will shortly place a bazaar stock in the store building they are erecting at this place.

Chesaning—August Bauer, who has been for some years engaged in the clothing business here, is closing out his stock.

Holland—H. J. Fisher has sold his drug stock to Geo. Lage, of Kalamazoo, who will continue the business at the same location.

Bangor—B. K. Howell & Co. have sold their grocery stock to Albert L. Seebeck, who will continue the business at the same location.

Union City—J. L. Mellor has sold his stock of groceries to Geo. E. Bell, who returned recently from a six months' stay in Seattle, Wash.

Mt. Pleasant—Jay Hart and Geo. Hudson have formed a copartnership and engaged in the grocery business under the style of Hart & Hudson.

Detroit—F. L. Hyde and Marion L. Hyde have formed a copartnership under the style of the F. L. Hyde

Co. and engaged in the fur, umbrella and linen business at 18 John R street.

Tekonsha—Morse & Toland, who have been engaged in the clothing business here for a few months past, will shortly open a clothing store in Albion.

Kalkaska—B. H. Ketzbeck & Son, general merchants at this place, will engage in general trade at Rugg as soon as a store building can be erected.

Allegan—Harry C. McAlpine has sold his meat market to Herman C. Konkie and Charles Renick, who will continue the business at the same location.

Fountain—F. W. Reek has sold his general stock to Samuel Burns and Byron Rockwell, who will continue the business under the style of Burns & Rockwell.

South Haven—W. B. Reynolds has purchased an interest in the Crown drug store and will assume the management of the business in conjunction with Myron Wakeman.

Sunfield—Harry Mapes, formerly of the firm of Deatsman & Mapes, has formed a copartnership with F. N. Cornell, the Sebewa general dealer, to engage in the clothing and furnishing goods business here.

Flint—Hoyt & Co. have merged their dry goods business into a stock company under the same style. The capital stock is \$10,000, all paid in. Geo. R. Hoyt holds 600 shares, S. W. Hoyt holds 399 shares and Jno. G. Hoyt holds one share.

Sault Ste. Marie—Max Schoeneman has leased a store in the Newton building and will open a new clothing store about Nov. 1. Mr. Schoeneman has been head clerk in the Boston Store for the past year.

Ann Arbor—Lindenschmitt & Apfel, clothiers and furnishers, will hereafter be known as Lindenschmitt, Apfel & Co. T. H. Corbett, who has been employed in the store the past ten years, has been admitted as a partner.

Traverse City—John Fitch and E. R. McCoy have formed a copartnership under the style of Fitch, McCoy & Co. to handle potatoes, hay, grain and feed. The firm has purchased the Keeney & Son warehouse, near the G. R. & I. depot.

Howard City—J. W. Neumann & Co., of Indianapolis, have purchased the Pere Marquette potato warehouse here and will make this a shipping point. Cook & Collins, who have been using the warehouse, will erect a stone building for warehouse purposes.

Detroit—R. Hirt, Jr., has enlarged his produce building from 33x50 to 33x130 feet in dimensions. The extension is two stories and basement, the same as the original building. The enlargement has enabled the owner to fit up a handsome office and put in a fire-proof vault.

Iron Mountain—Margaret A. Seibert has merged her drug and book business into a stock company, under the style of the Seibert Drug Co. The capital stock is \$6,000, all of which has been subscribed and paid in—\$4,500 in stock and \$1,500 in cash. Samuel Cudlip furnished the cash.

Bay City—The retail grocers of the city held a meeting for the purpose of forming a permanent organization. Charles Leikert was made temporary chairman and F. E. Tucker Secretary. After some discussion of the aims and objects of the organized effort an adjournment was taken until October 19, when a permanent organization will probably be effected.

Adrian—Arthur S. Baldwin has purchased the business of the Union tea store and will assume management Nov. 1. Mr. Baldwin has been a resident of this city for the past eleven years, and for six years has been an attache of the Page Fence Co.'s plant, beside putting in one year, prior to going with the Page people, at the Church Manufacturing Co.'s plant.

Manufacturing Matters.

Detroit—The American Folding Bed Co., Ltd., has filed a notice of dissolution.

Detroit—The Morgan, Puhl & Morris Co. has changed its name to the Detroit Regalia Co.

Romeo—Thomas Mellon has purchased the cigar manufacturing business of F. Jordan and will continue the business.

Cheboygan—M. D. Olds has taken possession of the Nelson & Clark sawmill, which he purchased a few days ago. The plant is still in operation.

Lansing—The Weisenborn Wire Fence Co. has been organized to manufacture and sell wire fence. The capital stock is \$10,000, all subscribed and paid in in property.

Three Rivers—L. J. Bickart, whose flouring mill was burned at Leslie a few weeks ago, has decided to locate here, where he has been given a good bonus.

Wooster—The Crystal Lake Creamery Co. has been incorporated with a capital stock of \$2,000, of which \$1,000 has been subscribed and \$500 paid in. The stockholders are Henry J. Redder, Henry Boeskool and Gerrit J. Rotman.

Detroit—The Detroit Woodoleum Co. has filed articles of association, with \$25,000 capital stock, of which \$6,500 has been paid in in cash and \$5,000 in other property. The stockholders are W. C. Beckwith, John A. Wilde and Charles H. Lutz.

Holly—W. B. Nicholson will shortly engage in the manufacture of express wagons, air rifles and cultivators under the style of the Nicholson Manufacturing Co. A new cement building, 28x80 feet in dimensions, will be erected for the purpose.

Cedarville—The sawmill of F. R. Haynes & Co., which has been idle a number of years, will be operated next season, the firm having purchased a tract of land timbered with pine, hemlock, spruce and cedar which will keep the mill in operation two years.

Pontiac—The Freeman Stamping Co. has been organized to manufacture and sell articles made from tin. The capital stock is \$10,000, of which \$5,560 has been paid in in cash and property. The stockholders are John Freeman, W. J. Brown and Josephine C. Freeman.

Detroit—A. L. Rees, C. H. Lawrence, T. B. Williams and A. B. Durant have organized the Perfection Safety Elevator Floor Co. Patents are controlled covering an attachment which drops a steel and asbestos door at each landing as the elevator goes up or down.

Walkerville—The Walkerville Milling Co. has been dissolved by the retirement of H. C. Schull, who will succeed to the mercantile business hereafter conducted by the firm. Mr. Gleason, the other member of the firm, will continue the grist mill business under the same style.

Amy—The Amy Lumber Co. has been organized with a capital stock of \$30,000, of which \$22,500 has been subscribed and paid in in property, to carry on the sawmill business. The stock is equally divided among Chester R. Freeman and J. Frank Dunning, of Pontiac, and James Gee, Jr., of Amy.

Detroit—The sale of the Simonetta File Works, set for Monday, has been indefinitely postponed, and the stockholders are now trying to make a new deal by which additional capital can be secured and operations resumed. They believe there is a good thing in the business if conducted on business methods.

Sagola—The Sagola Lumber Co. has decided to at once build an addition 25x100 feet to its planing mill. Three machines for the manufacture of hardwood flooring will be installed. A warehouse 40x80 feet, in which maple flooring will be stocked, also will be built. The company is receiving 40,000 feet of logs daily in excess of the consumption at the mill, which averages 50,000 feet a day. The daily shipments of lumber average 100,000 feet.

No Chance To Learn.

The family was planning at the breakfast-table to attend, later in the day, the funeral of a deceased neighbor, but Isabel, aged 6, was, very much to her distress, to be left at home.

"But I've never been to a funeral," the little girl pleaded. "I want to go to one just dreadfully."

"Never mind, sis," said the little maid's brother, consolingly, "perhaps you can go to your own some day."

"Well," flashed Isabel, indignantly, "if I don't have a little practice I sha'n't know how to behave even at that one."

Some women can't tell the difference in being girlish and being kittenish.

Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids
Detroit Opera House Block, Detroit

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



M. E. Towne, formerly engaged in general trade at Carson City and Hartford, has re-engaged in general trade at Carson City. The Worden Grocer Co. furnished the grocery stock.

S. Orwant & Son, some of whose customers were garnished last week by Geo. F. Cook, of Grove, on an alleged account for \$203, have tendered \$160 in settlement of the claim. The offer has not yet been accepted. Other creditors have been taken care of during the week by payments in cash and check—sometimes by checks dated ahead and payable in the future. Orwant & Son claim that, notwithstanding the losses they sustained during the spring floods, they have \$2,500 to the good and that this amount is ample to meet all of their outstanding obligations and cover any possible loss which they may sustain on their eggs in storage.

The first annual meeting of the Master Bakers' Association of Michigan will be held in this city next Tuesday, convening at 3 o'clock p. m. at the Pantlind Hotel. The meeting will be presided over by Robert Morton, President of the Morton Baking & Manufacturing Co., of Detroit, who is generally conceded to be the logical candidate for President of the organization. In the evening a banquet will be tendered the visitors by local bakers in the banquet hall of the Pantlind. The post prandial programme is in the hands of Benjamin F. Witwer, of Kalamazoo, which is ample assurance that it will be both varied and interesting.

The John Widdicomb Co., which manufactures fine furniture at its main plant and sewing machine tops at the Kent plant, will discontinue the manufacture of tops and utilize the Kent plant hereafter for the production of cheap and medium grade chamber furniture. A dozen years ago there were several factories at this market making cheap furniture—notably the Luce Furniture Co., New England Furniture Co., Kent Furniture Co.—but the peculiar conditions which existed here at that time compelled the abandonment of that field. It has long been a cherished theory with Mr. Widdicomb that Grand Rapids ought to be able to furnish anything required by the average furniture dealer, which would render it unnecessary for him to shop around among outside manufacturers to complete his purchases. It is largely in pursuance of this theory that Mr. Widdicomb has decided to devote the Kent plant to the manufacture of cheap and medium grade goods. A full line, comprising about twenty patterns, will be ready for the inspection of the trade in January.

Detailed Review of the Grain Market.

The wheat market has been rather steady for the past week, covering

a range of about 3c per bushel. Cash wheat to-day is selling at practically the highest point on the crop, while options are bringing \$1.12@1.13, or 6c off from top, with December at 1½c over May. There is a good demand for both wheat and flour, practically all for domestic markets. Exports of flour are light. Prices to be had on the other side leave very little margin for the manufacturer or exporter. The Northwestern mills have had a comparatively strong run, with a ready demand, even in advance of their output. The free movement of wheat continues to come East from the coast, and the receipts at Minneapolis, St. Paul and Duluth are heavy, while in the Southwest wheat has been moving very slowly. It is very seldom that the mills of this country are able to import wheat from the North and pay an import duty of 25c per bushel, but such is the case at present. There is quite a movement of choice milling wheat coming into the United States at present from Manitoba and at a fair profit to the importer.

The demand for choice old corn continues strong and prices have advanced 2@3c per bushel. New corn is beginning to move slowly from the Southwest, but it is still soft and unfit for milling. It is hardening up rapidly, however, and will soon be ready for shipment. The weather is very favorable and, with a crop of 2,400,000,000 bushels practically in sight, futures are largely discounted.

Oats are moving a little more freely and prices are somewhat easier. The visible supply is increasing at a good rapid rate and there seems to be little inclination to buy much in advance of present needs. Oats are certainly low as compared with other coarse grains and will go into consumption very rapidly.

L. Fred Peabody.

Hides, Pelts, Tallow and Wool.

The hide market for country hides is strong with slight advance on light hides and skins. The country kill is small from excessive shipments of low priced meats from stock yards. Tanners despair of obtaining hides at less value and are forced to buy to keep running. Sales have been large from packers and country hides are sold ahead. As colder weather sets in the kill will increase and lower values are looked for.

Pelts have sold freely at an advance and are in good demand. There is no accumulation.

Tallow is easier and lower, with large sales at shaded prices. A further decline is looked for, and country stock is dull of sale and lower.

There is no market nor wool to make a market in Michigan. Eastern markets show a firmness, with some advance in price.

Wm. T. Hess.

David Holmes, manager of the mercantile department of the Mitchell Bros. Co., at Jennings and Stittsville, passed through the city Saturday on his way home from Mt. Clemens, where he had spent a week. He was accompanied by his wife.

The Grocery Market.

Tea—Low-grade Formosas have advanced 1c per pound on this side, because of strong cables from Formosa telling of advances there. The general feeling in tea is healthy and steady.

Coffee—Manufacturers of package brands have been heavy buyers for some time past, but it is understood they have now got their holdings up to their desired limit, and will not be important factors as buyers for some time to come. The improved tone may encourage heavier buying by the average dealer. Local jobbers consider the general situation satisfactory.

Canned Goods—California canners have withdrawn from sale second Royal Ann cherries, second water Bartlett pears, gallon extra standard peeled sliced apricots, gallon Royal Ann and gallon extra white cherries. White standard Bartlett pears are advanced 10c and gallon extra standard apricots are advanced 75c per dozen. Corn and tomatoes show no new features. Jobbers are not worrying over the prospects, believing that ample supplies will show up when wanted. Some reports of a light production in certain districts have proven misleading, but it looks now as though this condition would have little, if any, effect upon future values.

Dried Fruits—Peaches are unchanged and quiet, because so high. Seeded raisins are in light demand at unchanged prices. Loose are about in the same position. The bad weather on the coast has undoubtedly done great damage to the crop and it seems to be impossible to ship for the present until a new batch of raisins can be gotten through. One heavy element of damage was to the raisins in the driers. Many holders for these reasons are refusing to quote. Apricots are unchanged and firm. Prunes are selling with fair activity, usually at advances from the lowest point, but prices are not at all uniform among the different holders.

Syrups and Molasses—Sugar syrup is in good demand for manufacturing and export. The grocery demand is light. Prices are unchanged. Molasses is slow and unchanged. In spite of some damage to the growing cane crop by dry weather the coming molasses crop will still be much larger than last year.

Fish—Salmon is unchanged and dull. New herring has not yet receded from the opening high price, as the receipts are still small. Ocean whitefish is scarce and unchanged. Shore mackerel shows no change. Prices have not advanced, as there is little or no stock to advance on. One large Gloucester concern's stock report shown during the preceding week shows only about 400 pounds, which is only a fraction of last year's stock. Norways are a little stronger, although not quotably higher. The demand is fair. Irish mackerel weakened still further early in the week, but recovered somewhat later in the week. Larger receipts seem to be the only explanation. The demand is fair. The sardine season is

rather mixed. The Trust is asking about 20c more per case than the independents. The spot demand is light, however, since deliveries are now proceeding. There seems to be no doubt now that sardine deliveries will be full. Cod and haddock are still high and firm at ruling prices. The demand is only fair. It is quite likely that the main cause of the recent advance is speculation, since only a short time ago the stocks were ample, and the demand since has not been phenomenal.

Cotton To Be Grown in Many Countries.

The high price for cotton has encouraged the revival of the cultivation of that staple in many countries which formerly grew cotton, but which had to abandon the industry because of the cheap price. Besides the efforts being made in the English, French and German colonies, the Dutch are now growing cotton in Java. Even in Palestine there is likely to be a revival of cotton growing. Up to 1866 cotton was grown there on a considerable scale on the belt from Gaza to Tyre, 100 miles long and five to twenty miles broad. The export from Palestine during the war averaged 20,000 bales. The Palestine cotton is inferior to that of Egypt, being shorter; but it is indigenous to the soil and flourishes, whereas cotton from foreign seed can only be grown successfully with expensive irrigation works.

Beet Sugar Crop in Excess of Last Year.

The organ of the Central Union of the beet sugar industry, in discussing the results of the season of 1903-04 in Austria-Hungary, Germany and France, reaches the conclusion that the net production in these three countries was equivalent to 3,892,000 tons of raw sugar, an increase of 236,000 tons in comparison with the preceding season. There were exported 1,724,000 tons, or 336,000 tons less than in the preceding season—a diminution due partly to excessive exportation in the later months of the season of 1902-03, partly to the increased importation of colonial sugar into England.

Preparing for the February Meeting.

Lansing, Oct. 17—The Retail Grocers' Association has under consideration plans for entertaining the Retail Grocers' Association of Michigan, which will meet here in February. David Glenn has been elected Secretary of the local Association, in place of Hayes Wells, who resigned. The grocers propose to entertain the State organization with the best the city affords and on an elaborate scale.

The Low-Priced Hat.

Wife—I bought the loveliest hat frame to-day for only 48 cents.

Husband—That is certainly reasonable.

Wife—I should say so. And now—Husband—Well, what now?

Wife—I want you to let me have \$20 to buy the trimming for it.

The rounds of pleasure are frequently dizzy paths.

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We do more for our agent than sell him a bill of goods. (We help him sell them.) Send for information and catalogue. Price is only \$2.50 a pair after discount is off, and we give ALL LEATHERS and all styles, Blucher and Bals, at one price.

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White=Dunham Shoe Co.

Brockton, Mass.

Factory 7



Prevalence of Brown Shades in Local Store Windows.

This is certainly a brown season. Everything runs to that color, in men's, women's and children's garments, including even the knit underwear. Soon, instead of falling into the doleful dumps of a fit of the "blues," we shall simply drop into a "brown study."

Brown is a good serviceable color, and the many, many tints and shades of tints are beautiful, but I fear me we shall get very tired of "that same" before Winter gets weary of "lingering in the lap of May." Every store shows the goods.

* * *

Starr & Gannon have a creditable display of Hawes stiff and soft hats in brown and black, also underwear in the prevailing brown. These people never seem to commit the error of crowding their windows and always have something of interest therein. I do not like the large-figured ties they have in the sidewalk showcase, but they are likely to find favor with those whose taste does not run to the quiet.

* * *

Steketee has a striking background in the parrot shades of green and red. I went across the street to get a different view of the elaborate pattern from that distance, and it seemed to me that the scrolls look top heavy. When the paper chrysanthemums and the broad white taffeta ribbon were used in conjunction with these same scrolls the effect was much more pleasing.

In the west window are six handsome pieces of cloth bearing the following card:

Mohair Prunellas
Extra Values
\$1 yd.

These are all plain goods. I am ignorant as to whether they come figured. The colors are blue and red, medium brown and seal brown, dark Nile green and gray. They look very pretty in the piece but as if the colors would fade; but if Steketee says they won't, they won't, that's all! I have yet to hear of this old-established firm's misrepresenting goods in the slightest particular.

Ruchings, medallions and accordion plaiting are meeting with favor in the way of trimmings, both alone and in combination with other conceits. Jetted black lace (in the form of "circular" lace, "all-overs" and separable trimming) and lace with white net for the background, with a pattern worked out in iridescent sequins and silver-lined beads, are popular with the trade and are seen in the next section of Steketee's west window. An entire dress of either of these light-appearing but really heavy goods is simply magnificent. Either one made up over pearl-white silk makes an elegant evening gown.

It is really more attractive than any amount of mere silk.

The next window contains nothing but fancy collars, to retail at 25c. Here ruchings at the upper edge form part of the ornamentation.

The entire east window is suggestive of cold weather comforts—flannelette nightrobes, men's fleeced underwear (the colors of which are gray, beige, dark mode, fawn, red, blue and salmon pink—surely enough to choose from) and the card accompanying the articles in the extreme right of the window proclaims them as:

Fall Wearables
for
the Children.
* * *

I am glad to see an effort being made by more than one Grand Rapids business house to push the fine goods of our own country.

The dainty gold and white card which catches the attention in the handsome display of cut glass in one of Herpolzheimer's front windows reads like this:

Productions
From the Best
American Factories.

Old rose velvet (or you might call it a dull petunia) is tastefully draped over the glass shelves that support the different pieces and along the floor. This heightens the richness of the sparkling cut glass. There is one most unpleasant feature to contemplate in this otherwise perfect exhibit, and that is the uncertainty one feels in regard to the proper balancing of the articles on the glass shelves, which are placed on oak pedestals. In the center of each shelf is a tall heavy vase and this serves for what, in children's parlance, is designated the "candlestick." These glass shelves are, in reality, a teeter, and you feel an uneasiness, in contemplating it, as to whether either end may not be too heavy and dire consequences be the result. If I owned that exhibit I wouldn't want to tempt Fate "thataway," as they say in Dixie Land!

The dove-colored suit, the golden brown one with the touches of brilliant orange and the champagne suit with the lattice work of green velvet ribbon in the "baby" width are notable examples of what beautiful creations may be purchased in ready-to-wear merchandise.

* * *

You remember I referred recently to Foster, Stevens & Co.'s use of their name at the bottom of a window card. I note that Herpolzheimer has adopted the same method. Also Steketee this week makes a similar employment of their name. I have not asked any of them in regard to the innovation, but, as I said before, I am of the opinion it is to save transients the trouble of craning their necks for the sign over the door.

Recent Business Changes Among Indiana Merchants.

Bringhurst—Hinkle & Snyder, dealers in agricultural implements, are succeeded by Hinkle & Woods.

Correct—F. E. Poulter has purchased the general store stock of Day & Livingston.

Hebron—Smith & Lewis have sold their general stock to Crawford & Miller.

Muncie—W. L. Little, hardware dealer, has merged his business into a stock company under the style of the W. L. Little Hardware Co.

Petroleum—Carl Cotton has discontinued the meat business.

Russellville—Spencer & McCutchen, hardware dealers, are succeeded by Spencer, Brown & Co.

South Whitley—S. Weimer & Son are advertising a closing out sale of their general stock.

Stone Bluffs—Stuart Bros. have purchased the agricultural implement business of W. D. Coffing.

Terre Haute—Jay Mace, grocer, is succeeded by Reynolds & Mace.

Van Buren—Hamrick, Whitecotton & Co. have purchased the general stock of Wm. L. Duckwall.

Elkhart—The Lakeside Knitting

Co., of Michigan City, has moved its entire plant to this place, and the plant will commence operations this week. Between 400 and 500 women, girls and boys can get employment.

Lampblack Used for Fuel.

Lampblack is now being used for fuel, and is burned in a manner similar to that employed in disposing of breeze. A grate bar having slots one-half inch wide in three sections, each eight inches long, and spaces five-eighths inch wide, is used. The lamp black is allowed to drain before being burned and is mixed with heavy tar and the partially consumed and coked lampblack from the ash-pit. It contains 30 per cent. water when ready for firing. When thoroughly dry the lampblack is ascribed a heating value of 14,200 b. t. u. per pound. Sixteen pounds of dry lampblack are produced with each 1,000 cubic feet of gas made.

A lie is a labyrinth the builder of which never gets out.

OUR LARGE FALL AND WINTER WHOLESALE CATALOGUE

Is now ready for the trade.

1100 pages of General Merchandise at from

10% TO 15% LOWER PRICES

than other houses ask.

Send free to dealers on request.

Ask for No. C390.



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Largest Wholesalers of General Merchandise in America
Madison, Market and Monroe Sts. CHICAGO, ILL.



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GET AFTER THE MEN

Sell them one pair of good shoes and they'll always come back for another pair. That's the kind of trade that pays. The kind of shoes that make such trade is the

BRADLEY & METCALF
\$2 NULINE \$2
GOODYEAR WELTS

We make them in three leathers—Velour, Box Calf and genuine Kangaroo—in three styles, Bal, Blucher and Golf cut. We are the only manufacturers making genuine Goodyear Welts at \$2.00 per pair.

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Try "Our One Day Mail Order Department" for service.



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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

WEDNESDAY - OCTOBER 19, 1904

The Michigan Tradesman has been published for twenty-one years without change of editorial or business management. It is said to be the oldest trade journal of its class in the West. During the above mentioned time seven trade papers have started and died in Detroit and four have started and died in Saginaw. In the 1904 issue of the American Newspaper Directory the publisher of the Tradesman asserts that during 1903 no weekly issue was less than 7,000 copies and the same circulation assertion is maintained since 1899.—**Printers' Ink.**

FAMILY PRESERVATION.

The General Council of the Protestant Episcopal church, assembled at Boston, was engaged much of the time last week in considering the subject of divorce.

The canon of that church forbids any minister of its service to perform a ceremony of marriage between any persons either of whom had been previously divorced, unless such divorce was granted on account of the marital infidelity of one of the parties. In such case marriage would be allowed to the innocent party of the divorced couple.

The Catholic church decrees that there may be no marriage of a divorced person so long as the other member of the couple remains alive.

Other religious denominations follow generally, but not invariably, the rule of the Episcopal church. In the eyes of the civil laws of the United States marriage is a civil contract, and the ceremony may be performed by any civil magistrate, while marriages may be dissolved by the civil courts. The laws sanctioning divorce are different in the different States. In some, as in South Carolina, it is extremely difficult to secure, while in others, such as South Dakota, almost any pretext is a valid excuse for dissolving the marriage tie.

The object of making the marriage relation the subject of many legal safeguards and sanctions, and surrounding it with religious ceremonies and benedictions, and making the parties to it come under special obligations is for the protection of the family and the conservation of the morals of society. Plato, one of the

wisest of the Greeks in what has been denominated a heathen age, deploring the fact that, on account of the low state of morality and the looseness of the bonds that held wedded pairs together, all of which conduced to and aggravated the evil of selling children or of exposing them, abandoned by their parents, in the streets, the evil had become excessive, proposed that all children should be taken in infancy and cared for by the state in public asylums and regarded as children of the state.

His plan was never adopted, because there were families that found it desirable to protect and preserve their offspring so that they might inherit property, and probably there was in many cases no lack of affection which drew parents to their children. But there is no question that the abandonment of children in the Grecian cities had become so great an evil that the statesmen and philosophers of that period believed that some relief was necessary.

Greece, in the height of its intellectual distinction, was a republic. There were no hereditary degrees and ranks of dignity among its people, nothing but material property that could be handed down to children, who were in many instances burdens and clogs to their parents. The family, as an institution, did not cut a very serious figure in their social and political system, and it never did among any people who did not have rank, station, privileges, powers or something of value that could be transmitted to posterity.

While the Jewish commonwealth existed, and before there were any kings and princes among the people, there was an hereditary priesthood handed down from the time of the Egyptian captivity, and the fact doubtless tended largely to establish the sanctity of the family, so as to insure the rightfulness and surety of the succession. In other nations where kings, princes and others held hereditary rights and privileges which they could transmit to their posterity, the protection of the family became an important care, and the Old English laws are filled with provisions to safeguard those rights.

In this great Republic of ours we have nothing that we can hand down to our children save material wealth, and probably the greatest numbers have little of that. Of course, we depend a great deal on sentiment to keep up the family life, and it is a well-known fact that among the poorer classes of the honest people the affection for their children is notably strong. In the same way the standard of family morality is high. These two characteristics make a rule for the American people generally. Family life in the United States is in the main of an admirable type. Religion, in addition to the noble and pure sentiment it creates, also exercises, through the sanctions and obligations it established, great moral restraining power.

Nevertheless, among what are considered the highest social classes, these sanctions and obligations are manifestly growing weaker. The

teachings of science are dispelling what are now called unworthy superstitions, while the accumulation of vast wealth has created a leisure class which has no object in view and no other means of employing the mental and physical faculties of its members, than in the pursuit of pleasure. Feeling themselves above human regulation, and probably no longer believing in the existence of any divine authority and laws, they appear to have little regard even for the ordinary social conventions of decency and propriety.

In this connection it was reported some weeks ago with staring headlines in some of the papers that there had been at Newport, the summer gathering place of the multimillionaires, a house party in which there were a dozen couples that had been twice married and had married a third time, and they were all divorced wives and husbands of other members of the party, and in the company were three young ladies, children of first marriages, whose mothers and fathers were present, married for the third time to other persons.

Evidently it was this sort of promiscuity that had aroused the churches on the subject. So far, no remedy has been reached. If clergymen will not celebrate marriages of divorced persons, civil magistrates will and do. In the eye of the law a judicial decree of divorce settles all doubts and difficulties, and if such a state of things should continue at the rate at which it is occurring, it will work an extreme demoralization in regard to the marriage tie.

It is not strange that at such a juncture a radical thinker like George Meredith, a poet and novelist of some distinction, should have proposed that since marriage is a civil contract, it be limited, like other contracts, by time and conditions. At the present time people are married until death or divorce do part them, but Meredith proposed that persons contract marriages for one, five, ten or any term of years, and that any violation of the contract shall not only terminate the relations, but subject the parties to other penalties.

Of course, such a proposition is not seriously considered, but that it has been made by a person of some celebrity, taken in connection with existing social conditions, shows how social morality is becoming a subject of serious discussion. Any proposition that leaves children unprovided for perpetrates a crime against these innocents, but it goes farther than that—it destroys the family and family life. It converts the association of the sexes into a mere pursuit of pleasure without any idea of duty or obligation. To destroy the family is to destroy the foundations of morality and religion, and, by consequence, of the state.

But in the history of the world, despite the extremes of social demoralization realized at different periods, matters have never reached the degree of the disorganization of society. Sooner or later religion, with its noble sentiment and its idea of

spiritual authority and obligation, will triumph and hold a large body of the people to social virtue and honesty. Society can not exist without some standard of right and wrong, honor and truth, with authority to enforce its requirements. These have always been present among men and always will be.

GENERAL TRADE REVIEW.

The encouraging features of trade noted last week are continued in nearly all lines. Reasoning from analogy there were numerous predictions of temporary setbacks in the stock markets, but as yet the upward course seems to run remarkably smooth on the average. There is more of general interest by the public than for many months past and the volume of trading exceeds a million shares daily, a most unexpected condition just in the climax of political activities. Temporary setbacks are still freely predicted, but that the upward course will meet no very serious hindrances for some time to come seems to be conceded by all careful observers. Indeed, so gradual and general a resumption of activity in all lines that have suffered from the reaction of past months gives assurance for the future unless some unexpected and unprecedented calamity should transpire.

The slowest industry to come into the procession of advancement is the cotton manufacture. Conditions in this field would seem more favorable, but the spirit of waiting on the part of operators seems very hard to shake off. Cotton demand is principally for export, domestic buying continuing from hand to mouth. Woolen conditions continue encouraging, with the exception of carpets, and other textiles are sharing in the improvement. Boots and shoes are still encouraging in all branches, spring orders coming in with the greatest assurance.

Steel and iron manufacture shows better conditions than for many months past. The encouraging feature is that the improvement comes all along the line. Not least encouraging is the demand for structural shapes, which indicates that the tide of building is going to keep up. Then the demand for rails and other transportation material shows that the companies are coming into the field with renewed activity in both betterments and extensions.

Another encouraging feature of the situation is the fact that the public is ready to take hold of railway extension enterprises. For a long time past few bonds have been offered, as the tendency to reaction has kept buyers aloof. The consequence has been a cessation of railway extension which seemed likely to continue. The willingness with which sound enterprises are taken up indicates that another era of extension is on hand that with conservatism may be carried far into the future.

If you would climb into the heart of a man, little sister, get you a stepladder of flattery and persuade him to let you prop it against his ear.

CHANGES IN BOOK-KEEPING.

Duties More Severe Than Twenty-five Years Ago.

Book-keeping in its relations to business involves two of the giant "Bs" of this age of materialism. As an art the work of writing the history of business has progressed beyond the details of business itself.

"You may put it this way," said an old book-keeper of wide experience who is now an auditor of accounts: "improved methods in book-keeping have saved the head book-keeper of the modern establishment 50 per cent. of clumsy routine, while business exactions over the business methods of twenty-five years ago have imposed another 25 per cent. of new routine upon him. Thus the work of the book-keeper in an establishment doing a business of \$100,000 twenty-five years ago is 25 per cent. harder to-day in a house doing that same amount of business.

"One may wonder how improvements in book-keeping may reduce the work of the head book-keeper 50 per cent. and yet business leave him 25 per cent. more work; for a book-keeper is a book-keeper and has been since the perfection of the principles of double entry. The point is here:

"Twenty-five years ago the book-keeper was required once a year to make a trial balance, showing profit and loss. Perhaps he was so trusted and the management of the place so depended upon by the individual owners that the profit takers of the business had no need to know in what departments of an establishment there were profits and where losses, so the general profit figured at the end of the year was enough. Then, the customer of the establishment was so close to the place and its management that he paid bills unquestioned, even if those bills were three months old and submitted in sum total. But nowadays both the business house and the customers of the house are imposing details upon the book-keeper that could not have been considered possible twenty-five years ago.

"Largely it has come about through the expansion of business and the sharp competition that marks the business of the great cities. The expansion of business means the enlargement of capital stock and the multiplying of individuals who must invest in the stock and draw dividends from it. These investors must know what is done with their money. As an institution grows to modern dimensions it is not enough to assure stockholders and directors that a rich dividend is certain; they demand to know whether a still larger dividend is not possible if only the best brains of the corporation may be brought to bear upon conditions.

"In this matter it has come about that in some of the great retail and wholesome businesses it is not enough to show that the horse and wagon department costs a certain amount each year; through the system of book-keeping those interested in dividends must know what the wagon repairs have cost, what is the

bill for horse-shoeing, and even know in just what proportions oats have been fed to hay at the barns.

"When the book-keeper has faced these exactions of his employers, the customer in turn attacks him on the other side, asking 'show me' with regard to bills. Once a house might send a bill to John Smith reading 'To merchandise, \$500,' and Smith would send a draft by return mail. Nowadays Smith may get a bill for one-tenth of that sum and the exactions of business may necessitate that the whole fifteen possible items in the sum total be enumerated, described, and the date of purchase labeled upon the bill.

"It is all logical. These changes have been made necessary because of the wide distribution of business, its magnitude and sharp competitions. I have known some old-fashioned business houses, through head book-keepers, to protest and hold out against this detail, but they have had to give in.

"Now, as to the book-keepers of yesterday and to-day:

"They are the same officials in the establishment, whether it was a business of \$100,000 twenty-five years ago or a business of \$1,000,000 to-day. The difference is while the book-keeper of a quarter of a century ago kept the whole system of books for the \$100,000 business the head book-keeper of to-day has perhaps twenty other book-keepers under him in order to keep the accounts for the million dollar business. At the same time the head book-keeper is the one person in the business establishment of the present who has the rounded knowledge of the firm's business to-day; his twenty assistant book-keepers are the cogs in the machinery of the books through which the lump records of the business come to him for final and systematic record.

"There is no difference between the two head book-keepers in the knowledge of book-keeping principles. Long ago, however, the book-keeper kept in his cash book an account of everything in the business of the cash windows. If some one might have remitted 10 cents in stamps for the balancing of an account, the head book-keeper had that stamp credit upon his cash book. To-day the head book-keeper of a big corporation has no more idea of such an individual item than he has of a set of books two blocks down the street. His assistants have handled such things.

"Perhaps the letters of the alphabet, as initials, have had to be cut into four or five or ten groups in order for cash-keepers to handle the receipts and disbursements of a great corporation. Customers from 'A' to 'C' in many great concerns could keep certain of these assistant recorders busy in footing cash totals and turning them in to the head book-keeper. The man who is doing this, too, is utterly ignorant of the bearing of his cash totals upon the cash totals of the firm's general cash book.

"The 'loose leaf system' in modern book-keeping has done more for the book-keeper than any other one thing in the evolution of the work. A good

deal of mystery hangs about the system in the popular estimation.

"The time was when the ledger of a business concern carried an account with every individual account necessary to a business. The volume was stiff bound and unwieldy. It might have had in those days 500 separate accounts in a \$100,000 business. When the volume was full it became necessary in opening the new one for each of these 'live' accounts to be transferred to the new volume. The old letter index at the front of the book was used in turning to an individual account, and in each of these accounts there might be fifty entries before the account was paid and closed, or before the folio was full and the live account had to be transferred. Under these conditions there were times when a ledger in use was four-fifths full of closed and dead accounts, but had to be lifted and turned and searched for the remaining live ones.

"The loose leaf has changed this. When an account is closed it may be lifted from the ledger and placed alphabetically in its proper place in a dead ledger, yet indexed in such a manner that it may be turned to as easily as it ever was.

"But before the loose ledger leaf is concerned, the same leaf has overturned some of the intricacies of account keeping among the assistants to the head book-keeper. For instance in individual accounts the loose leaf in the individual ledger is perforated near the middle and folded back upon itself until the perforated edge becomes the finger edge of the folio made up of these movable leaves. The insertion of a sheet of carbon paper between these folds and the passing of the doubled leaf into a billing machine allows the filing of the ledger page in duplicate for a period of thirty days.

"Back and forth into one of these machines, day after day, as charges and credits are to be made on an account, the figures are entered and fall in duplicate in parallel columns on the other side of the sheet under the carbon. When the page is full, the doubled sheet is inserted into the ledger form, alphabetically, the folded top is torn off at the perforations and becomes a bill, duplicating the ledger page, while the ledger page itself is filed as a fixture. Once a month this individual ledger is footed in to-

tal by the assistant responsible for the initial letters in it and the head book-keeper enters the results in his general ledger, which is loose leaved and still more elaborately indexed.

"The cash book is really a cash sheet with the assistant cash accountant, and when the sums of these sheets are entered by the book-keeper in the general cash book, his book is made up of loose leaves. But in ledger, journal, or cash book, the accounts are living accounts for the reason that the dead ones may be removed so easily and so safely to where they may always be ready for reference.

"Of all the innovations in book-keeping in the last twenty-five years nothing has done more for the book-keeper than this loose leaf. The carbon sheet in book-keeping is scarcely ten years old, but in that time it has worked a revolution in our methods. The billing machine is one of the wonders of the counting room, and in some of the greatest houses in Chicago a young man or young woman sitting at one of these machines may render every bill that goes out from the house.

"With it all it may be said that the head book-keeper to-day has burdens that the head book-keeper twenty-five years ago did not feel. It is no harder for him to delegate an entry upon a certain supplementary book in his establishment to-day than it would have been for him to have entered it himself twenty-five years ago. But details have been forced upon his office work, and in the multiplying of these through a multiplicity of supplementary books, his own cash book, journal, and ledger—whether loose leaf or not—becomes so intricately involved with other men's work and other men's folios that when an error has crept in somewhere and has to be sought out, the responsibility for the situation lies heavier with him than it ever lay with the old-time head man.

"As business grows and as accounts are kept, methods must simplify. But this simplification will not keep down the steady increase in the number of men necessary in bringing to the head book-keeper the aggregate memoranda of the business, and as these men increase in numbers the burden of the head book-keeper must keep pace with them."

Arthur Lambin.

Tarred Felt

In any quantity

\$1.25 per hundred pounds

F. O. B. Grand Rapids

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

Merchants' Half Fare Excursion Rates every day to Grand Rapids.
Send for circular.

GEMS OF THOUGHT.

Extracts from Discourses by Rev. J. Herman Randall.

Religion isn't something to be theorized or philosophized about. It isn't running after the name of Christ makes a Christian. It isn't the man who can talk most loudly, but the man who lives most humbly.

The essence of Christianity is righteousness.

The world's need to-day is not loyalty to any philosophy or creed, but loyalty to life. Life precedes philosophy, for experience comes before theory. I think ministers and others have made a mistake by reversing the order of things. Jesus always works in strictest harmony with life.

The essence of idolatry is the substitution of the symbol for the reality.

It is so much easier to bow the head or bend the knee than to cleanse the heart. We need more kindness and love in the home.

The main thing, after all, is not worship—that is not the essential thing. If you know that anyone has ought against you, stop your praying and sacrificing and go at once and get right with your fellow man. Your brother first and worship afterward. I can not think of anything that would more revolutionize society than if we would begin to practice the precepts of Jesus.

There are prophets who are to-day, as in the past, leading the people back to God.

Jesus Christ gave no new laws—he did not originate the moral laws—he simply reaffirmed them.

He loved the birds and the flowers and the people—and we read that he wept—but we read nowhere that he smiled. And some would have us think that his was a life of sadness rather than of joy; but it is, in my opinion, an erroneous idea, and I wish that this conception of Christ that has so long obtained might be swept from the pages of Christian history.

People can endure anything, can endure any kind of trouble, if only somebody loves them. That was just the work which Jesus did, showing people that he had confidence in them, that he loved them, and getting people to love one another.

The soul never grows old.

We are not giving enough time to our children, and wives go wrong because husbands do not give them the time they ought. Parents are not the absolute owners of their children, but their trustees. The first years of growing life are the most important. The nurse may be good enough, but can never take the place of the mother.

A man needs to have faith in God, but needs just as much to have faith in himself.

There is no such thing as a self-made man in the true sense of the word. We are the recipients of the great legacy which has come down to us, and can not be too grateful to our ancestry. One of the finest flowers of true culture is that of gratitude. The church, the school, the public library, all these and a

hundred other things combine to make the man who has come up out of poverty and ignorance.

Think of that cross of Jesus, which is the eternal symbol of man's ingratitude.

I look with pleasure upon the movement to pension old age for faithful service.

The whole universe, with all its wealth, belongs to me.

There is no such thing as a prayerless life.

Over-Specialization's Effect on the Worker.

Our superstructure of modern business is built upon the principle of minute subdivision of labor and a specialization of work, which, carried to the extreme, as it everywhere is, produces pernicious results upon the worker. To realize fully the meaning of specialization in industry and to see its effects one has only to look into the lives of factory workers in any of our great manufacturing centers. In these centers thousands of human beings grind out a daily existence doing purely mechanical processes in which by specialization they have attained great proficiency. None of them has a whole trade, but a tenth, or a twentieth, or even a hundredth part of one, according to the amount of subdivision of which his particular industry permits. In doing his fractional part he sees neither the beginning nor the end of the work; he knows and is encouraged to know only the small part which he can manage most dextrously.

A strict confinement to one or two small processes hides the utility and the true purpose of the whole, narrows and degrades the worker's individuality until his business life is one monotonous, dull, uninteresting grind. For this system the manufacturer is often blamed. He is not wholly at fault. He manufactures as cheaply as possible, being forced to do so on account of the competition which he meets on every side and the worker, who accepts conditions as he finds them, is obliged to do so on account of the pressure brought to bear on him and the chaotic condition of the labor market. "Society through the markets coerces the individual, narrows and distorts his individuality by enforcing specialization," but going back still farther it is the consumer who determines what sort of work shall be done, and, as the producer is also the consumer, with him in part at least the matter rests.

The results of specialization upon the worker are manifold, and good as well as bad. On the good side we have the regularity of habit which comes from working daily and giving heed to business, the increase of power afforded by the application to and the accomplishment of a set task by the intensity and concentration required to do a certain amount of work within a limited time, and by the discipline of putting forth continued effort. Also the co-operation necessary teaches man's dependence on man, consideration and toleration of others; and finally, the mingling

with many people gives opportunity of finding congenial companions and having a wider social experience. All these are things which, if not carried to extreme, have a value to the individual worker in forming habits and character and in giving power and efficiency.

Of the bad influences, first of all the system reduces work to a dull, monotonous routine. To illustrate the effect of this monotony a social worker of repute tells the story of a man of 34 who had spent his life from earliest childhood in a factory, his daily task being the lifting of the arm of a certain machine. The work was not difficult, but its deadly monotony was sufficient to produce utter weariness. The thought of the moving arm came to be with the man day and night, almost driving him to madness. He grew to loathe his task, and from loathing that particular one, work in general, which had associated with it, so far as he was concerned, only the deadly monotony of the factory. One morning he rose possessed of the idea that he could not go back to the shop. He was not really sick, but utterly worn out. At 34 his working energies were exhausted, and there being nothing else to do he turned tramp. His is perhaps an extreme case, but not so extreme that it is not, at least in part, the experience of many.

In the second place factory work brings great exhaustion and also much waste of life, for many processes require arduous labor and nearly all are attended to a greater or less degree with danger. With some of the dangers from gases, poisons, explosions and bad air science has been able to cope, but not with all. Still so largely does this element of risk of life enter that twenty-two different trades are specially designated as dangerous. In these in particular there is deplorable waste of life, due to disease and accidents, and as the diseases contracted affect not only the health of present factory workers, but the coming generation, the matter is one of serious moment.

A third bad effect is the apathy which follows as a necessary consequence of long hours of dull, monotonous labor. When people have no time for anything but work to satisfy the barest necessities of life, how can they help being indifferent to less pressing matters?

From the social point of view the gravest evil from this system is the dependence which it engenders. In the shop the worker gets accustomed to having all planning and managing done for him; he is required only to make a machine of himself, and, having acquired the habit, he carries it outside the shop. It manifests itself in a lack of public spirit and a lack of interest in political, social, and religious matters; a dependence upon the leadership of some local magnate for all initiative in such matters. Pittsburg is a city in which this is seen most pronouncedly. Instead of the local self-government which our New England ancestors gave us as a precious heritage—the foundation principle of our democracy—we have

something widely different from it, something savoring of the paternalism. These are but a few of the results of the factory system of labor.
M. R. Gray.

New Bank To Be Established at Alto.

Frank E. Campau, who has been engaged in the mercantile business at Alaska for the past twenty-eight years, will shortly retire from trade to take the management of a new bank which he has succeeded in organizing at Alto, with the assistance of John D. Morton, Assistant Cashier of the Grand Rapids National Bank. The new institution will be known as the Farmers' State Bank of Alto. The capital stock will be \$20,000, all of which has been subscribed by the following named persons:

Frank E. Campau	.....\$1,000
Edson O'Harrow	.....1,000
John Q. Watts	.....1,000
John H. McCord	.....1,000
John D. Morton	.....1,000
Alvin S. Race	.....1,000
Geo. E. Bartlett	.....1,000
John A. Ellis	.....1,000
Fred C. Tillyer	.....1,000
D. E. Waters	.....1,000
Volney C. Walton	.....1,000
John Murray	.....1,000
Charles Harris	.....500
John H. Laver, Jr.	.....500
Chas. Bancroft	.....500
Frank White	.....500
L. G. Skidmore	.....500
Henry Klah	.....500
Chas. H. Richardson	.....500
John Laver, Sr.	.....500
Mrs. Adelia M. Peterson	.....500
Geo. E. Brown	.....700
Clement C. Parrott	.....200
John W. Fregermuth	.....200
Arthur S. Fowle	.....200
Clint J. Thomas	.....200
South Lowell Orange	.....200
Alfred Warner	.....100
Oscar J. Reyberg	.....100
Jacob Konkle	.....100
B. F. Palmer	.....100
Christ Schwader	.....100
Clarence L. Morgan	.....100
Ward W. Proctor	.....100
E. Davis & Son	.....100
James A. Bush	.....100
E. D. Ellis	.....100
Matt Keiser	.....100
C. W. Yelter	.....100
Olaf Johnson	.....100
Chas. A. Rollins	.....100
Osborn & Murphy	.....100
Wm. Thomas	.....100
Albert H. Fraser	.....100
Isabelle S. Fraser	.....100

The directors will be Frank E. Campau, Edson O'Harrow, John Q. Watts, John D. Morton, Geo. E. Bartlett, John A. Ellis and Volney C. Walton.

The officers will be as follows:

President—Geo. E. Bartlett.

Vice-Presidents—Edson O'Harrow and John Q. Watts.

Cashier—Frank E. Campau.

The incorporation papers will be filed this week and business will be begun as soon as a temporary location can be secured and fitted up. A permanent building, constructed of either brick or cement, will be provided before the close of another season.

Mr. Campau will continue his relations with the State Bank of Caledonia—which he assisted in organizing about six months ago—as director, Vice-President, chairman of the Discount Committee and manager of the mortgage loan department.

Theories are all right, but are of little value until tests have demonstrated that they are practicable. Formulate your theories upon the most reasonable bases, and then put them to actual trial.

No house is dark in which a little child smiles.

A Striking Proof of the Losses Caused by Use of the Old Cash-Drawer

THIS old cash-drawer was in use for fifty years in a large general store not far from Toronto, Ontario. At the express request of the proprietor we do not use his name.

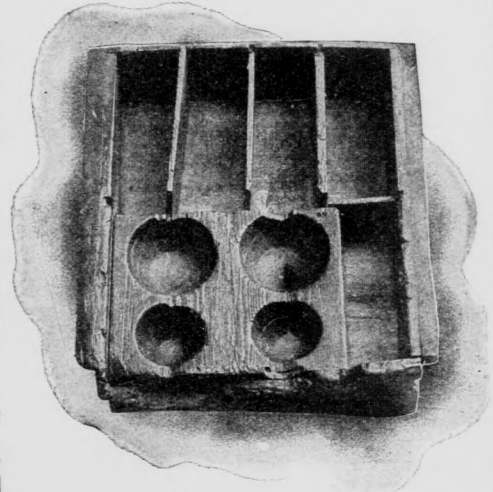
Through all change of systems from the time of its establishment when the proprietor only had access to this cash-drawer, when all the clerks used it, and during the period a cashier used it, the drawer was never changed.

In the box-like arrangement where the cashier sat there was a platform raised six inches from the floor. Recently, when the proprietor tore out the cashier's desk and installed a multiple National Cash Register an assistant gathered up the dust and refuse beneath this floor. An N. C. R. salesman who was present suggested that the refuse be sifted. Both proprietor and assistant were amused at first. The N. C. R. man, however, insisted and the sifting was done.

EIGHTY-SIX DOLLARS, in small gold and silver coins of various denominations and badly dilapidated bank notes, were rescued from this refuse.

Imagine the proprietor's surprise! And yet he never had missed the money, never knew it was gone! His assistants, too, appeared nonplussed and admitted that they had no idea that such leaks and losses existed in the store. How much more was lost out of this old open cash-drawer the proprietor was unable to estimate. The eighty-six dollars represented the leaks occurring after the installation of the cashier—a very small fraction of the time of service of the old cash-drawer.

This is an interesting instance of the oldtime methods of storekeeping with its suspicions, temptations, lack of confidence, and losses. A NATIONAL CASH REGISTER, with the system which it enforces, would have prevented the disappearance of even one penny of that eighty-six dollars. Isn't it time for you to discard your old cash-drawer and stop the leaks draining the life-blood of your business?



TEAR OFF THIS COUPON AND MAIL TO US TODAY

N. C. R. COMPANY, DAYTON, O.

I own a _____ store.
Please explain what kind of a register is best suited for my business.

This does not put me under any obligation to buy.

Name _____

Address _____

No. of Clerks _____

Michigan Tradesman.



Some Facts About the Production of Bacon.

Denmark and Canada are the great competitors in the English market for the highest quality of bacon. They do not furnish all of it by any means, for quite a considerable per cent. of the English bacon comes from the Chicago Stock Yards, the product of the well bred pigs weighing from 150 to 175 pounds, and about as fat as the purchasers of the lard hogs like to have them when they put them into the pen for a six weeks' finish. The best qualities, however, and those which bring the highest price, come from Canada, from Denmark and from Ireland. Prof. G. E. Day, of the Ontario Agricultural College, at Guelph, has recently visited Denmark in order to study the methods of production there, and especially the method of co-operative packing which has given the Danish bacon such a high standing in the markets of the world.

He finds in comparing bacon in the Smithfield market that Danish bacon is remarkably uniform in quality and has a larger proportion of lean to fat than even that sent from Canada. This seems to be the result of two causes: First, uniform methods of breeding; the establishment of breeding farms of the large Yorkshire hogs, and using the sires from these farms on the ordinary Danish hog, which is very similar to the Yorkshire in body, bone and color, but has a long, narrow head, very light jowl, heavy, drooping ears, and a light neck and shoulder, is of strong constitution and an easy feeder.

The second cause is the abundance of skim milk and buttermilk which is furnished by the dairies in that country, for it must be remembered that Denmark is a country given over to intensive farming, every available foot of soil being under cultivation. For concentrates these hogs grown on skim milk are given barley and oats, and in some sections American corn.

The curing factories are mainly co-operative, although there are independent factories also in existence, and the same method of disciplining co-operators prevails there that prevails among the co-operative elevators here. If the independent factory offers a higher price to the farmer and he accepts it he is fined from \$2.50 to \$3 for every hog he sells to the independent factory. Each man's hogs are killed and graded separately, and he is paid according to the price agreed upon for the different grades, and the profit divided proportionately among the interested parties at the close of the year.

Professor Day, however, finds that it costs about 6 cents per pound, live weight, to grow hogs in that country, and he holds the belief that

whenever hogs drop to less than 6 cents per pound the Danish farmer will cease to be a competitor in the world's market. If hogs can not be grown for less than 6 cents per pound in Denmark the American hog grower need not fear losing his practical monopoly in the world's markets, so far as pork products are concerned. The farmer of the great corn states will always furnish the lard hog, because he can furnish it cheaper than any other country in the world, whether corn is high or low.

The sections outside the corn belt will always produce the bacon hog to the best advantage. The very finest bacon the world over is grown outside the corn belt, for two reasons: One, that the corn belt farmer finds the lard hog more profitable; and the other is because a large use of corn makes a soft and inferior bacon. The Minnesota farmer grows better bacon than the Iowa or Illinois farmer, because he has a better bacon food. He grows better ham and better everything, not because he tries to do so, but because he can not help doing so. The same may be said of the farmer in the alfalfa belt. He can not grow corn, but he can grow alfalfa and wheat and barley, and wheat with alfalfa will produce better hams and bacon than can be produced on corn. The best bacon which we ever tasted, not even excepting the best Irish or Danish, was grown in the mountain region of Kentucky, where hogs were grown on bluegrass and clover and fattened largely on mast, with a very little corn to finish them.—Butchers' Advocate.

Origin of the Pig—Advantages of the Camel.

The three animals that are most widely spread over the earth are the cow, horse and the pig. These animals did not spread through their own efforts, but were developed by man, and gradually rendered adaptable to practically every place where man himself can live.

Cattle entered America simultaneously with its discovery, for Columbus introduced Spanish steers and cows in 1493. In 1525 they were introduced into Mexico, which offered ideal conditions for them. From Mexico they spread into Texas, where the new conditions of range and feeding developed a race of cattle that became known as Texas cattle, and these animals are typical of the range bred cattle of America now.

The pig had its origin in India, and its first conquest was that of Eastern Asia and the archipelagoes of the Eastern seas. China fell an early victim to the love of the pig. Records show that the cultivation of the grunting porker was a high art in that land as long ago as 3,000 years before Christ. One of the greatest of the Chinese feast days is known by the name "Pig."

The Koran forbids the use of pork, just as the Mosaic law does; hence the pig is not raised in the countries where the Mohammedan

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.

HONEY WANTED

ALSO JOBBER OF BUTTER, EGGS, CHEESE

HENRY FREUDENBERG

104 South Division St., Grand Rapids, Mich.

Citizens Telephone, 6948; Bell, 443

Refer by Permission to Peoples Savings Bank.

You Won't Have Trouble

IF YOU BUY

Ladd's Full Cream Cheese

We guarantee the best quality of goods, prompt shipments and right prices.

Manufactured and sold by

LADD BROS., Saginaw, Mich.

If not handled by your jobber send orders direct to us.

If you are shipping five to fifty cases

FRESH EGGS

each week, we will buy them if price is right. Check day of arrival or after exchange of references will honor sight drafts, Bill Lading attached.

L. O. SNEDECOR & SON, Egg Receivers

36 Harrison Street, New York

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.

Butter, Eggs, Apples, Pears, Plums, Peaches.

I am in the market all the time and will give you highest prices and quick returns. Send me all your shipments.

R. HIRT, JR., DETROIT, MICH.

Poultry Shippers

I want track buyers for carlots. Would like to hear from shippers from every point in Michigan. I also want local shipments from nearby points by express. Can handle all the poultry shipped to me. Write or wire.

William Andre, Grand Ledge, Michigan

law rules. But in all other parts of the world the porker is as popular as the cow or the horse; and there are as many varieties of pig, due to local causes and to different ways of breeding in different countries, as there are varieties of horses and cattle.

It has always been a matter of wonder to naturalists and economists that the camel did not become as widely spread as any of these three animals in the course of its thousands of years of existence as a domestic animal.

The camel combines the advantages of ox and horse as draught animal and burden carrier; it is of high food value; it gives excellent milk; its demands in the form of food and water are exceedingly modest, and its hair is of great value. While the camel could not probably bear all the extremes of climate that the horse or cow can bear, it is by no means a difficult animal to acclimate, as is shown by the fact that it is used as a draught animal in the colder parts of Siberia, on the Russian and Turkestan steppes, in the Himalayas, in Africa and in Australia.

It is well known that wild camels, which had descended from domestic camels that had been turned loose, were to be found in some of the Western sand plains of the United States until recent years, and occasionally there are stories that a herd of them exists in Arizona.

The dromedary is the plains camel, while the beast with the two humps is the favorite for mountain use. In Sokotora the latter camel climbs up steep steps hewn in the face of the rock, and in all places where they are used as mountain climbers they are almost as sure footed as mules. Prsewalski, the Russian explorer, found wild camels in the worst mountain regions of Asia, in places so dangerous that the human foot could not find a hold.

Some Canadian Trade Methods Discussed.

"The Canadian High Commissioner's annual report, just issued, affirms that during the past year the quality of Canadian cheese has been uniformly satisfactory.

"There are, however, a number of minor points that should receive due consideration and attention at the hands of those concerned, and among these may be mentioned the boxing of cheese, which, while greatly improved as the result of repeated representations, still leaves something to be desired. One importer in a large way of business reports that it is still difficult to obtain boxes in sound condition after the close of navigation; in one shipment, out of 8,000 cheese, 55 per cent. had broken and corded boxes.

"New Zealand shippers have been sending their cheese for some time past in strong crates, containing two cheese, each crate being partitioned. This method is favorably regarded by many as being preferable to the use of frail boxes, which are obviously not of sufficient strength to carry the weight. There is no doubt that

well boxed goods command a higher price than those arriving in a damaged condition, and it would be to the general advantage if all shippers were to follow the example of the Ingersoll and Perth districts in effecting a much needed improvement in this respect. As regards weight, it has been suggested that factory-men should allow at least one pound in the hundred when invoicing their cheese, and that the importer should have the benefit of such allowance, whether he buys direct from the factory or through a recognized importer.

"While waxing the coats of cheese serves its purpose insofar as loss in weight is prevented before the retailer cuts it up, experience has proved, so it is stated, that a waxed cheese cut in halves will lose two pounds in two days. Moreover, the rapid emission of moisture has a bad effect on the curd and flavor. For these reasons it is thought by some that the custom should be discouraged. The stenciling of the weights on boxes is regarded with approval, and is especially useful in saving disputes when the cheese arrives in broken packages.

"Some of the cheese from the Brockville and Belleville sections appear to have been boxed too tightly, with the result that in turning out the cheese for the purpose of averaging, it has often been found necessary to knock the boxes to pieces. The reason appears to be that the product has been put into the boxes before it has properly set, and this cause for complaint can, therefore, be remedied without difficulty.

"Complaints have reached me from several quarters as to the selling of July and August made cheese as 'September.' The improved methods adopted in giving greater care to the early stages of curing have resulted in a much more uniform quality being produced during the warmer and more risky months, and thus buyers have more confidence in purchasing the earlier makes. Advantage however, seems to have been taken of this to dispose of the earlier made cheese as 'September,' and this must of necessity be to the detriment of the patrons of the factories, as well as a loss to honest traders, who sell cheese on their merits.

"To remedy this grievance, and to protect the small buyers, whose knowledge of actual 'September' quality is not sufficient to detect the difference, it has been suggested that skin branding the date of make should be adopted. The large importing houses here having branches on the other side can look after their own interests, but smaller buyers want to be certain that they will receive what they have bargained for."

Don't hand yourself bouquets as a continuous performance, and don't become impatient if others are slow to pat you on the back.

All men should marry when they are 19. That's the only age when they are dead sure that they understand woman.

STORE YOUR APPLES

with us and get top prices
in the spring. Liberal
advances made.

**Grand Rapids
Cold Storage Co.**

For fifteen years I have worked to build up a

Good Michigan Cheese Trade

I have it. Last year I manufactured at my own factories 25,462 boxes of cheese, 1,016,000 pounds, selling in Michigan 23,180 boxes, or over 91 per cent of my total output. I solicit trial orders from trade not already using Warner's Oakland County Cheese. Stock paraffined and placed in cold storage if desired.

Fred M. Warner, Farmington, Mich.

Butter

Is certainly at the top for the present.

I always want all the receipts of fresh
butter I can get year around.

E. F. DUDLEY, Owosso, Mich.



Observations of a Gotham Egg Man.

A prominent shipper of Tennessee eggs was in New York last week. He said that there was a large quantity of poultry in his section, that the hens had about finished moulting, and that receipts of fresh eggs in his State were tending to increase. Speaking of the relatively high prices ruling at country points in comparison with selling values here he said that it would be better if New York quotations were reduced so that goods could be bought in the country on a more profitable relation to their selling value.

I have also seen some correspondence from Western shippers which explains, in some degree, the basis upon which country prices are so often maintained at this season upon too high a basis in relation to their selling value. This correspondence includes some letters from Eastern distributors, speaking of the scarcity of "fancy fresh eggs" and quoting, as obtainable for such, relatively high prices.

I propose to discuss here the question of egg quotations and qualities for the benefit of shippers who base paying prices upon the New York quotations and upon private quotations for "fancy fresh eggs" in the fall, and believe that a clearer understanding of the matter may have a beneficial effect.

In the first place it should be considered that the variation in quality of egg receipts here is vastly greater at some seasons than at others. In the spring when nearly all the eggs are fresh and reasonably full the New York quotation for "firsts" represents the value of a very large proportion of the eggs arriving; but as summer comes on and the receipts contain more heated eggs values take a wider range and the proportion salable as firsts becomes smaller; again, in the fall, when the receipts are apt to be seriously mixed with stale, farm held, shrunken eggs, and when these have to compete with refrigerator stock, the range of values becomes still wider and the proportion salable at the quotation for firsts falls to a much smaller percentage.

Now it is evident that while many collectors can take the spring quotation for firsts as a fair guide to paying prices they can not do so at a season when that quotation represents a very much smaller proportion of the receipts and when quality to command that price can be obtained only by a careful grading of the goods before shipment.

It is the failure to realize this fact that leads to so many serious losses in the summer and fall, particularly when market conditions are unfavorable.

In the spring there is often a difference of only about two cents per dozen between the value of the finest and poorest fresh gathered eggs ar-

iving; but in the fall there is a difference of five or six cents a dozen and the proportion salable at the higher quotations becomes very much smaller. At this season of year shippers get in their collections all sorts of eggs—fresh, and of all degrees of staleness—and the value of their stock in market depends altogether upon the proportion of the different grades. Here in the distributing markets we also get all sorts; some shippers grade the different qualities in an effort to produce uniformity but some do it more thoroughly than others and some do not grade at all, so that the stock arriving has a very wide range of value. It is inevitable, under such conditions, that a market quotation for a standard grade of prime eggs should represent a much smaller proportion of the receipts than when qualities are naturally more uniform and it is folly for shippers to base their paying prices upon a public quotation for "firsts," or upon a private quotation for "fancy fresh eggs" at a time when these qualities can only be met by a more or less careful selection of the goods they buy.

If shippers will study the classification used in quotations more closely and learn to judge more accurately of the grade of eggs they are shipping—whether they are salable in the grade of extras, firsts, seconds or thirds—and having learned this base their paying prices accordingly, they will save many a loss.—N. Y. Produce Review.

The Advantage of Organization.

Nashville, Tennessee, papers have recently announced a proposition by egg dealers of that city to form an association for the purpose of regulating from time to time the prices to be paid for egg receipts and securing uniformity in this respect among the various dealers. We regard it as an excellent suggestion and one that could profitably be put into effect at any center.

There is frequently a failure on the part of buyers of eggs at interior points to properly estimate the value of stock coming in in relation to the quotations for eggs sent out from distributing markets, and losses often result. There is little doubt that organization on the part of buyers in a given locality would tend toward a better understanding of qualities and safer operations for all.

Speaking to a reporter for the Nashville News, one dealer said: "We ought to make money in this business and there is no reason why we should not if some such agreement as is suggested were substituted for the present system of close competition which reduces profits and is without sense or reason."

Co-operation is the watchword of modern business success and association work is far more profitable than blind individual competition.

Furthermore, through unanimous action in discriminating as to qualities at interior points an association of buyers could do much toward discouraging the holding of eggs by farmers and thus improve the average quality of the supply.

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.



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.

Quality

Is the main thing in flour making today. How to do business at a better profit, that is the thing. Nothing aids to do this more than quality. And you get quality in

New Silver Leaf Flour

When selling this flour you have the satisfaction of knowing that you are selling the best winter wheat flour on the market.

MUSKEGON MILLING CO.

MUSKEGON, MICH.

Sell Quaker Flour

Don't pay too much for a name, but be your own judge of quality. Quaker flour is made from the best winter wheat by expert millers who have had years of experience. It gives satisfaction wherever sold and we guarantee it to continue its present high standard. The ever increasing demand is our best argument.

Buy Quaker Flour

WORDEN GROCER COMPANY

Distributors

Grand Rapids, Michigan

Merchants' Half Fare Excursion Rates every day to Grand Rapids.
Send for circular.



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Nov. 15.—The coffee market exhibits a decidedly easier tendency at this writing and this is simply in accordance with the inevitable law of supply and demand. The demand for spot stock has been flat and, so far as the grocery trade is concerned, sales are made of only the smallest quantities possible. In store and afloat there are 3,886,260 bags, against 2,531,434 bags at the same time last year. The close finds Rio No. 7 worth $8\frac{3}{4}$ @ $8\frac{1}{2}$ c. Mild grades, in apparent sympathy with Brazil sorts, have been dull and good Cucutás are not quotable at over $9\frac{1}{2}$ c; good average Bogotás, $11\frac{1}{4}$ c. Not much is doing in East Indias, but all grades are firmly sustained.

There is a very dull market for refined sugars. Receipts of new beet sugar at the West are, of course, narrowing the demand for refined from the Eastern refineries, as the price is several points lower, and the general situation seems at this writing to be in favor of the buyer.

There is a better feeling from week to week in the tea trade and holders are in a better frame of mind than for some time. Some good orders have been received from widely-separated points and the general undertone is firm.

There is a slight improvement in the rice market, but too slight to give the holders delirious joy. Fancy head rice is worth $4\frac{1}{4}$ @ $5\frac{1}{4}$ c. From now on a better trade is likely to exist.

There is a firmer feeling in the market for spices and every day sees this accentuated. Singapore black pepper is worth, in an invoice way, $12\frac{3}{4}$ @ 13 c; Zanzibar cloves, 16 @ $16\frac{1}{2}$ c, and a further advance is altogether probable within a day or two. It is a good time to buy.

The market for New Orleans molasses is very firm and sales are made at full rates. The demand is all that could be expected at this time of year. Foreign grades are well held and blackstrap is especially strong. Good to prime centrifugal, 18 @ 27 c; fancy Ponce, 35 @ 39 c. Syrups are steady. Prime to fancy, 20 @ 29 c.

In canned goods there is little animation and quotations tend to a lower basis. Tomatoes, especially, are quiet and some packers are naming very low prices. Some orders, it is said, have reached here from the Northwest at a low range—as low as $62\frac{1}{2}$ c, f. o. b. Corn is firm and holders are indisposed to make concessions, as the pack is likely to fall short of expectations. New York State, $\$1.05$ @ 1.10 . Other vegetables are quiet, as are salmon.

Quietude prevails in the dried fruit market. Prices sag and neither buyer nor seller seems to care which way the wind blows. Dried peaches are about the only exception, and they are pretty well sustained.

Butter is firm and slightly higher under the combined influences of better weather, rather lighter supply and an improving demand. Extra Western creamery, $20\frac{1}{2}$ @ $20\frac{3}{4}$ c; seconds to firsts, 16 @ 20 c; imitation creamery, 15 @ 17 c; factory, $12\frac{1}{2}$ @ 14 c; renovated is plenty, but trade is moderate within a range of from 12 @ 15 c.

Quotations on cheese remain about unchanged. Receipts have been quite large and, in fact, the supply is rather larger than can readily be absorbed. Small size, full cream, $10\frac{1}{4}$ c; large, $9\frac{3}{4}$ c.

There is a strong market for nearby fancy eggs and the market is pretty closely sold up. The range is from 29 @ 30 c. Western stock is fairly firm and the most desirable grades sell at 23 @ $23\frac{1}{2}$ c and from this down to 20 @ 21 c for seconds and 14 @ 17 c for discolored.

Grades of Roasting Fowls.

Roasters, as they are called in the market, are growing considerably in demand. There are several grades of these, but the most desirable and those that bring the highest prices in the city market dress at from 4 to $5\frac{1}{2}$ pounds. Those that are overfed and are too heavy, or are out of proportion in the abdomen, do not sell as well as do the others.

In addition to these there is what is termed the soft roaster. These are young fowls that are hatched and grown like capons, as fast as possible to the proper roasting size. Brahmas and the American varieties are largely used for this purpose. These roasters, when of the proper character, bring good prices in the market, no matter what the weight or size may be.

Then, again, there is the virgin cockerel. These are usually made from late hatched Brahma cockerels that are divided off from the pullets as soon as they can be told, then are raised or grown in lots of about twenty-five, and fed continually for a quick, heavy growth. These cockerels are quite as desirable for table use as are capons. In fact they are used both as capons and roasters. When the market is right, and the best prices paid for capons, they are capon dressed, as the saying goes, and thus sent to the market. When it is unfavorable, they are dressed as roasters and sold.

The interest in growing this kind of poultry is largely on the increase, and many claim they much prefer this kind of a capon or roaster to the real capon itself. Truly there is nothing finer for a roasting fowl than a fat, well-finished young Asiatic, dressed and roasted as are turkeys.

The pullets from this same grade of fowls are set apart and grown by themselves in the same manner as are the cockerels, fed on strong, rich, fattening foods, so as to hasten their growth. These sell for quite as much as do the others. In fact, these high class pullets—plump and bright are sold in the Eastern markets as roasters for a price about the same as must be paid for capons.

Luck is all right if Pluck picks her up.

—We Carry—

FULL LINE CLOVER, TIMOTHY AND ALL KINDS FIELD SEEDS

Orders filled promptly

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The Vinkemulder Company

Fruit Jobbers and Commission Merchants

Can handle your shipments of Huckleberries and furnish crates and baskets

Grand Rapids, Michigan

Merchants' Half Fare Excursion Rates to Grand Rapids every day. Send for circular.

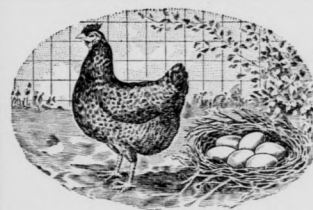
We are distributors for all kinds of FRUIT PACKAGES in large or small quantities.

Also Receivers and Shippers of Fruits and Vegetables.

JOHN G. DOAN, Grand Rapids, Mich.

Bell Main 2270

Citizens 1881



Wanted

Daily Shipments of

Poultry, Eggs and Butter

It would pay you to get our prices or telephone us at our expense.

Both Phones.

Lansing Cold Storage Co., Lansing, Mich.

WHOLESALE

OYSTERS

CAN OR BULK

DETTENTHALER MARKET, Grand Rapids, Mich.

WE ARE BUYERS OF

CLOVER SEED AND BEANS

Also in the market for

Pop Corn, Buckwheat and Field Peas

If any to offer write us.

ALFRED J. BROWN SEED CO.
GRAND RAPIDS, MICH.

It Will Soon Be Time for Calendars

Wouldn't it be better to place your order early than to wait until the last moment and then have to wait? Remember, we are the largest calendar manufacturers in the West. We will send you samples and prices upon application.

TRADESMAN COMPANY, Grand Rapids, Mich.



Clothing Manufacturers at Work on Spring Goods.

The fall and winter season in the wholesale clothing business is practically over as far as the selling end is concerned. Last month buyers made their final visits to the markets and are through with their purchases except for such filling in as their stock may require, or to renew stocks through duplicate orders, as the goods are sold later in the season. The busiest season of the year, however, is at hand in the clothing factories, for the goods on order are to be made up and shipped to their destination. Manufacturing departments have been engaged on their part of the work for many weeks, but early fall deliveries do not begin until Sept. 1, and are finally completed about the middle of October. With this work well in hand the manufacturer has already begun to turn his attention to the coming season. Within the past few weeks he has inspected thousands of samples of lightweight woolens, and from them has made many selections, which will appear in the sample lines for spring and summer. During the coming two months manufacturers of clothing will be engaged with their designers in creating new styles and in making preparations for the season which will open with the departure of the traveling salesmen about Nov. 1.

It is expected that within the next two weeks the lines for spring and summer will be ready for the inspection of the trade. Visiting buyers have been numerous in the wholesale section this season and manufacturers generally express satisfaction with the season's business for fall and winter. Many of the factories are being run overtime in order to manufacture the goods needed to fill orders already on hand.

Retail business has not been up to the standard during the past month. Weather conditions have not been favorable, for one reason, and another is that September is usually a poor month in clothing owing to the warm weather which keeps summer clothing still seasonable. The feature in business has been the extraordinary number of special sales, and nearly all retail establishments from the department stores to the smallest dealers made special offerings in their efforts to stimulate trade.

Fall orders show that the popularity of the raincoat is on the increase. More of these serviceable coats are being worn, and they are shown in almost all styles, although the long coat, which hangs straight from broad shoulders is the most popular. These garments can be worn on almost any occasion, as they are suitable for rain or shine, or for day or evening wear. For one whose duties take him out of doors the raincoat is an indispensable addition to his clothing equipment.

Another overcoat that will be much in evidence is the double-breasted style. This is built for comfort, and yet is extremely stylish if correctly made. These garments are made from roughest goods, such as Scotch cheviots in fancy effects, as plaids and checks, also plain black and dark gray, and generally have a plain black velvet collar. As with the belt-back overcoat, the fabrics from which these overcoats are made are lighter in weight than the ordinary overgarments, yet as they are cut to hang within two or three inches of the ankle, and are quite full, they will prove very warm and comfortable. The lapels of these coats are rather deep and sharp, which gives a very smart air to them, and they have nothing of the rough effects of the old-style ulster, although they are the neatest representatives of these ancient, but most comfortable of garments. This same style of coat is also made up in rainproof fabrics, of fancy patterns generally.

For automobile wear there are many styles devised. They are cut very full and might be termed baggy; this is necessary for complete comfort while sitting in the car. The long loose overcoats mentioned above, however, are worn to a considerable extent for this purpose, especially those made from the water-proofed cloths. The double-breasted coats in particular are good for this use, and will be among those most worn for autoing by men who do not do enough of it to warrant having a special outfit for the purpose.

The juveniles will have some very swell styles from which to choose this season and among the best is the blouse suit in many novel forms. Among the most popular are the Russian blouse suits, that have been in favor for some seasons now, but are modified and altered until they no longer have the crude appearance that characterized their first appearance. These are made up in a variety of plain fabrics, but in many colorings, among which the favorites seem to be the browns. The Russian overcoat will also hold sway for the long garments, and reefers for short play coats. For older boys, 8 to 16 years of age, two of the best styles are the single-breasted Norfolk coat suit and the double-breasted plain coat. The former are made up in both plain and fancy fabrics. The double-breasted suits are made from a wide range of cloths, both plain and fancy, with the tendency leaning toward the latter.

Pretense of Knowledge.

"I hate to see a man pretend to know more than he actually does," said the habitually severe man.

"So do I," said the unassuming friend; "so do I. But when your wife insists on having you read the war news out aloud and the children are sitting around listening, what are you going to do when you come to all these Japanese and Russian names?"

Men who are pushed to the top of the ladder usually fall back if they have no one to hold them there.

READY FOR IMMEDIATE DELIVERY

Overcoats

All Lengths and Styles

Suits

Of Every Description, Also

"Browns"

Write for Samples---Express Paid

WILE BROS. & WEILL

MAKERS OF PAN-AMERICAN GUARANTEED CLOTHING
BUFFALO, N. Y.

ACME OF PERFECTION



In the selection of a boiler for your Heating System you want to be sure to get one that has passed the experimental stage. Buy a Rapid Heater and you will not be in doubt.

Within the last two years we have been unable to improve upon our boiler. It is simply perfect.

Economical, responds quickly, and thoroughly consumes the fuel. These are points which cannot help but commend it. Send for our booklet just off the press "An Investment Backed by Strong Endorsements." This tells the story in a simple and straightforward manner. It's yours for the asking.

RAPID HEATER CO., LIMITED
GRAND RAPIDS, MICH.

Season of Special Colors in Cravats and Mufflers.

Novelty effects in both special and staple weaves do not go abegging for takers, but the colors and combinations must be unmistakably fresh. The present autumn and holiday season is remarkable, not for the boldness of patterns, but for the richness obtained by mingling brilliant and subdued tones into one harmonious ensemble. Highly colored grounds with neat small figures are gaining. Exclusiveness is rigidly demanded in high-class goods, and the newer silks, particularly from French and English looms, are in designs that absolutely thwart the copyist. The range of special weaves now put out by manufacturers is broadening all the time, and the silk men find it hard to keep pace with the demands upon them for confining lines. Holiday prospects for retailers are favorable. The continuing vogue of wide forms means better goods and larger profits. It is not amiss to reiterate here that the wing collar is the best friend the cravat clerk has, and that he should lose no opportunity to commend it to a customer's good graces.

For weddings and afternoon wear suede and dark grey are the approved shades in ascots and once-overs. Plain mats, brocades and jacquard effects are also prominent. Biscuit is a hue in the warp that is to be reckoned with. Dark ombres, jacquards on ombre grounds and semi-Persians are factors in sales. The last named are in Persian colorings, but the designs are rather of the Moorish order. Very rich results are achieved in so-called "subdued fire" patterns, which, as the term implies, reproduce tongues of flame. Veloute, a satin-finished silk of a peculiarly dull luster with designs of many-colored disks, squares and triangles has been introduced into fine goods, and is immensely effective in large shapes.

Buyers are keen after new things for the holidays and everything both in color and design that is quaint and out of the traveled road finds a ready demand. It would seem as if color had been done to death, but recent experiments undertaken at the instance of a leading cravat manufacturer have accomplished results in silk weaving and color blending far in advance of anything heretofore brought out. There has been a wonderful improvement, too, in solid color and changeable warp effects, and the output of special lines with special names has thereby been greatly broadened this season. Beyond a doubt, sales to the consumer are much facilitated by branding silks with a distinctive name, either on the part of the maker or the dealer. Nothing could be more effective than a cravat window of a single range of novelty silks pleasingly named. The practice of showing cravats adjusted to the collar, which they should properly accompany, is now followed by all the best shops. It is the right way.

Large forms, in accordance with early forecasts, predominate this season. The wide four-in-hand up

to 2¾ inches, the broad unfolded square, the capacious 4-inch ascot and the full 2¼-inch tie are in command. The wing collar, far from losing its vogue, has increased it, and as long as the wing stays the large cravat will keep it company. Retailers are throwing their full strength in favor of the wing and all standing collars, and this, together with the fact that they have fashion on their side, pushes the wing collar to the forefront among sellers. Needless to add, the silk weaver is seen at his best in large cravat forms, which allow an originality of treatment, a distinctiveness of design and a plentitude of color impossible in small shapes. We believe that the large cravat will stay for several seasons, although some reaction against the excessively wide forms is not unlikely in the spring. Two and a half inches is as full as a cravat may comfortably be; when one goes beyond that the problem of graceful tying becomes a bit of a puzzle to most wearers.

New forms in mufflers are not greatly in evidence this season, the accepted standards being generally followed. The large evening mufflers already described, guiltless of stitching or lining, come in fine English Macclesfield twills. They are crushable into the smallest compass, and fit the pocket without trouble. Simple spots and stripes and solid colors, checks and Persians comprise the assortment of high-class goods. The French scarf-muffler folded once in the center has been so copied in cheap cravat silks that it has forfeited much of its vogue. English stripes, tartan stripes, neat hairline stripes and figured grounds in heavy radmeres are favorably regarded by the upper-class trade.

Ties are in sparing request, the four-in-hand, folded-in, being the premier form this season as it was last. Among colors, brown is keeping well in front with burnt orange, and bronze as other candidates for favor. Terra cotta has enjoyed a bit of a run in cravat silks, and currant, canary, olive, rosewood, garnet and emerald are also prominent in the demand at present. It is clearly a season of special colors of one kind or another.—Haberdasher.

One of the latest improvements in weapons of war is the hyposcope, being introduced to the military authorities of Europe, and making it possible for a soldier to sight and fire over a parapet without exposing any portion of his body. It consists of a light metallic tube, made L shape, which is clamped to the side of the barrel, with the long part of the "L" vertical and the level part lying across the top of the barrel. A series of mirrors within the L tube accurately reflect the image of the object aimed at in conjunction with the rifle sights to the eye, although the soldier's head may be five or six inches below the breastworks.

Many men run so hard to win the cake life offers as a prize that they shake out all their teeth long before they reach it.

"Clothes of Quality"

Have achieved a fame as lasting as time, and when you sell them you give your customers the best value and quality.

**Our Salesmen Will Soon be in Your State
Do You Want to See One?**

He will show you the very best that is produced in clothing. These justly famous "Clothes of Quality" are the best investment a merchant can make.

Sample Garments Cheerfully Sent Prepaid

M. Wile & Company

High-Grade, Moderate-Priced Clothes for Men and Young Men.

MADE IN BUFFALO

25 Years Before the Public

is a good recommendation and that is the length of time of the founder of THE WILLIAM CONNOR CO. We ask retail clothiers to see our line, who will soon see advantages in placing orders with us, having such immense lines to choose from for Fall and Winter trade. Then our Union Made Line is just as great, especially in medium priced goods, none so cheap and few as good. We manufacture CLOTHING for all ages and also stouts and slims. Our overcoats are perfection. Mail and 'phone orders promptly shipped. If you wish, one of our representatives will call upon your address.

See also our advertisement on first white page and first column of this paper

The William Connor Co., Grand Rapids

Wholesale Clothing Manufacturers

Bell Phone, Main, 1282

Citizens' 1957

Merchants' Half Fare Excursion Rates to Grand Rapids every day. Write for circular.

THEY FIT

Gladiator Pantaloon



Clapp Clothing Company

**Manufacturers of Gladiator Clothing
Grand Rapids, Mich.**

Some Facts About Angora Fashions and Fabrics.

Angora fur has a place in the glove trade as a fabric for gloves, mittens, wristlets and similar articles, being employed either alone or as a lining material. Angora gloves have become something more than a novelty in the last decade, but those retailers who have never had a request for this fabric can see it upon the heads of infants in every part of the country, the yarn being imported from France in large quantities and knit into hoods by mothers. The German population, in particular, is much given to Angora.

There is probably no more curious textile known to commerce, nor any more costly. Angora fur is a fine, soft, fleecy down, plucked from the stomachs of live rabbits. The Angora rabbit is maintained as a domestic animal and pet in many parts of Europe, and in France is reared as a fur-bearer. Angora, the territory in Asia Minor whence come the goats and cats bearing its name, is noteworthy for the fine long fleece borne by all its animals, but the Angora rabbit, although often confounded with Angora, does not come from this district. It is the result of careful breeding from strains of animals native to Europe. Two varieties are kept for fur production. One is a slatish grey. The other is a pure white, coming from animals that are the albinos of the grey strain. These two breeds of rabbits are scrupulously kept apart to prevent interbreeding, which would destroy the value of both. Great pains are taken in rearing them for fur bearing. They are tended like children, and are of considerable value, selling on the average for \$25 a pair. Climate also enters into the problem of fur raising. Efforts to rear the Angora in the United States have resulted only in failure, the fur produced being harsh and of short length.

On the European Angora farms the rabbits are plucked four times a year, the individual fibres of the fur being from four to six inches long. Only the soft fur from the stomach is taken. What would seem at first glance a cruel operation is really quite painless and natural. The young of every breed of rabbit in the world are coddled in nests made of the soft fur from their mothers' stomachs, plucked for the purpose by the animal itself. After the delivery of young, this fur is plucked easily and without pain. The four "crops" a year obtained from the Angora are yielded during almost the whole life of the animal.

Angora fur comes to this country in the form of yarn, ready for knitting, in its natural grey and white. It is never dyed. The fibres have no minute hooks, as in wool, nor any degree of tensile strength, like cotton or linen. A secret process is employed by the French in spinning the yarn, which is sold in small balls in dry goods stores, or delivered on long cones to glove knitters, being sold by weight in the latter case. The price for this raw material varies greatly, but is about \$8 a pound

on the average, or twice the cost of silk.

This fabric is not durable, but in warmth and softness is duplicated by no other material. Gloves and children's mittens are knit from it in the only factory in this country, which is in Brooklyn. Angora has a peculiar electrical quality, attributed to its being "live" fur. An article of this material held in the hand for a few moments gives the peculiar tingling sensation associated with a mild electric battery. On this account it is valued as a relief for rheumatism. Wristlets, chest protectors, shoulder pieces and knee-caps are regularly sold for the purpose. Hose, stockings, bed slippers, leggings, infants' shoes and comforters, hoods, caps, Tam O'Shanters, night-caps and so forth are also made.

Underwear in union suits and separate pieces was woven from the material experimentally in this country a few years ago, but did not meet with a demand on account of its excessive warmth. Angora is a singularly warm fabric, and sells well during a cold winter. Last season the uniform severity of weather experienced everywhere in the United States caused stocks to be quickly exhausted. A new use for Angora has been developed with the coming of the automobile. The fabric is now woven into sweaters and auto coats for motorists, and has developed a small but healthy demand in New York City and a few other centers. These garments are, of course, very costly, being made to order at a wholesale price of \$150 a dozen for sweaters and \$240 a dozen for auto coats. Glove prices range from \$7.50 a dozen for children's sizes to \$28 a dozen for adults'.

In the Brooklyn factory small French knitting machines that duplicate hand work are used exclusively. Mr. Walter Giddings is the inventor of the process whereby silk gloves are lined with Angora fabric. This factory has been in operation about ten years, and its output of Angora novelties is considerable. An attempt to establish an Angora farm in the Adirondacks some years ago, however, raised a storm of protest from the vivisectionists when it was learned that the fur was plucked from living animals.

The haberdasher who discerns a demand for Angora goods will find it advisable to close out his line at the end of each winter. The quality of Angora as a "live" fur is peculiar to itself alone, and makes it irresistibly attractive to moths. These pests will desert wool or fur to rifle a box of Angora. In the manufacturer's warehouses the fabric is kept in large cedar chests, imported from France, which are hermetically sealed when the cover is down. Moth balls and camphor have no power to keep the insects from Angora, but by wrapping articles to be carried over the summer in newspapers that are heavily inked, the retailer will be likely to escape loss or trouble.

Angora is a material that must be carefully cleansed when soiled, being too fragile to withstand ordinary

laundry processes. The manufacturers give the following directions for washing: First. Make soap-suds with pure Castile soap and cold water, it being important to have the water cold; add a tablespoonful of ammonia, and soak the articles in this solution for several hours. Second. Squeeze the articles gently in the hands until clean, using a soft brush for very dirty spots. Third. Rinse thoroughly in clean, cold water. Fourth. Wring the articles lengthwise, draw them gently into shape, hang them lengthwise, and dry indoors, if possible. When thoroughly dry brush them with a whisk broom. Under no circumstances must hot or warm water be used, nor must the articles be rubbed when soapy. When Angora fabric is properly washed it retains its silky luster, and is even improved.—Haberdasher.

Every sale that you make by introducing some novelty to your customer means an extra profit for the store. Merchants like clerks who make extra profits.

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

Do You Wear Good Clothes?

Are They Soiled or Shabby?

No matter how badly soiled or shabby, we make them like new by the latest French method (which we control in the U. S.) of cleaning and dyeing. Save money by having them renewed. Send them now so they will be ready for winter.

We make the best RUG on the market from YOUR OLD CARPET, and handsome Portieres, such as sell at \$40.00 to \$75.00 a pair, from your silk scraps. Ref. Western State Bank.

METROPOLITAN RUG WORKS

150 South Western Avenue, Chicago

Make Your Own Gas

From Gasoline

one quart lasts 18 hours giving

100 candle power light in our

BRILLIANT Gas Lamps

Anyone can use them. Are bet-

ter than kerosene, electricity or

gas and can be run for

less than half the ex-

penditure. 15 cents a

month is the average

cost. Write for our M.

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lamp guaranteed.

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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



99/50
—OUR—
NEW OVERALL
\$4.50

**DOUBLE & TWIST INDIGO,
BLUE DENIM**
SWING POCKETS, FELLE SEAMS
FULL SIZE
WRITE FOR SAMPLE.



How
I
grew.
by Tom



Art of Trying To Get Something for Nothing.

It is announced that the fashionable dressmakers of New York have formed a protective trust and that henceforth no credit will be given, and that the woman who desires to disport herself in fine raiment will have to settle for it in cold, hard cash instead of rosy promises. These purveyors of frills for the frivolous claim that they are systematically robbed, year after year, by women who order gowns that they have neither the means nor the intention of paying for and who depend on their high social position to protect them from the consequences of their dishonesty.

When Madame Modiste charges her dead-beat customers with what is vulgarly known as running a confidence game, it is pretty much a case of the kettle accusing the pot of being black, but the question thus raised is an interesting one, for honesty is the star virtue upon which woman most plumes herself. She is never weary of boasting of her superior honorableness to man, and of pointing out that it is the stronger sex that furnishes the defaulting cashier and produces the festive burglar and keeps the path to Canada and Mexico hot, while incorruptible woman faithfully guards the trust given her and seldom plays pranks with the cash register.

This is true. A cynic might explain it by saying that until now woman's opportunities of becoming an embezzler have been few, but it is a fact that woman's awe of money is so great that she seldom steals it, just as she seldom commits any other sacrilege. Besides, her talents do not run in that line. She is not by nature a highwayman. Her gifts tend towards petty larceny. You might leave a million dollars in a woman's keeping and when you returned she would hand over every penny of it, but those of us who have cut our wisdom teeth in society lock up our silver trinkets when

we give a reception to our dear five hundred friends.

In all the vagaries of the feminine character there is nothing so utterly inconsistent and inexplicable as woman's attitude towards honesty, for every day of our lives we see women who pride themselves upon their probity, yet who not only commit thefts openly and shamelessly, but actually boast of their pilfering.

A woman, for instance, counts it unto herself for righteousness to smuggle goods in through the custom house, and she will calmly and with a serene countenance stand up and perjure herself to save the duty on a half dozen pairs of gloves. Nor does she feel the slightest obligation to pay her fare on the street car unless the conductor forces her to do it.

A still more pertinent illustration of the oblique way in which women look at honesty is found in the wholesale thieving that goes on under the euphonistic name of collecting souvenirs. That a woman of elementary principle and morality should steal at all is strange; it is stranger still that women who have no need to steal should do it, but it is strangest of all that these Christian rich women should steal and brag about it. Women who are so well off that they patronize the most fashionable restaurants and the best hotels and who are invited to fashionable functions make a habit of bringing home with them silver tableware, glass, china, and even towels and pillow slips that they have stolen from their hosts and so far from concealing these things they brazenly parade them as souvenirs of places they have visited.

Last summer a wealthy young woman who was a globe trotter calmly told me that she had a marvelous collection of towels that represented every railroad and hotel of consequence in this country and Europe, and it was a matter of comment in the public press that not long ago, after a swell men's club gave a ladies' day, they did not have a single coffee spoon left.

Another common and flagrant instance of feminine dishonesty is shown in the way that women cheat at cards. The ugliest word men have for another man is the epithet they apply to him who plays a dishonest

game of chance, but all of us have seen women who, for the sake of a \$1.50 imitation cut glass prize, would do things so badly dishonest that they deserved to have the door of society shut in their faces as it would have been in a man's under similar circumstances. That it is not—that women who are known to cheat at cards, who have been actually caught punching holes in their score card and surreptitiously helping themselves to cards to which they were not entitled—that such women are not ostracized, but are invited everywhere, is a scathing commentary on woman's ideal of honor and honesty in her sex. A man caught cheating at cards is kicked out of his club. A woman caught cheating

at cards is elected president, as likely as not, of hers.

It is, however, when it comes to the gentle art of grafting—of getting things by one's wits—that women loom up great and unrepachable at the head of the confidence profession. Strangely enough, this vice, like that of the souvenir collector, belongs almost exclusively to the rich, and those who attempt to live like the rich. In one of Henry James' novels he tells of a man who rolled in luxury and style on an income of nothing a year. When people first saw him they always exclaimed: "How he does dress!" But after they had known him for a while they would ask: "How does he dress?" The feminine grafter

YEAST FOAM IS A

Trade maker for the Retail

Grocer.

It pleases his customers, they
come again for it and
buy other goods also.

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

Guaranteed to comply with the Pure Food Laws.

could answer that question. So also could the fashionable dressmakers of every city in the land.

The gentle grafter has only two articles in her philosophy. The first is that it is her business in life to get everything she wants. The second is that it is other people's business to get paid if they can. She begins by running up bills at the shops, paying a little on account now and then. This puts the merchants who trust her at her mercy. They are bound to give more credit to her in order not to lose what she already owes them, and so she goes her triumphant way, adorned like Solomon in all his glory, while the envious cry out, "How she does dress!" and the knowing ones ask, "How does she dress?"

This system applies equally as well to her servants and the smaller tradespeople with whom she deals, and by dint of continually changing sewing women and cheap dressmakers she avoids many of the expenses of the honest. But she treads on hearts. Poor dressmakers have told me of having walked for miles, lacking even car fare, to the houses of rich women who owed them bills, merely to be turned away without a cent, and with a vague "Call some other time."

The gentle grafter does not confine herself, however, to imposing on tradespeople. In the language of the profession, she works both sides of the street and holds up her friends and acquaintances with equal assiduity. Indeed, one never realizes what the cash value of friendship is until one observes her methods. She never pays hotel bills. Oh, dear no. Whenever she goes she knows somebody on whom she foists herself as an uninvited guest. Neither does she spend any money on her lunches. Instead, she has a playful habit of dropping in on a family just as they are sitting down to the table when, of course, she must be invited to eat no matter whether it is convenient or inconvenient.

Nor does she waste her substance on carriages, although like the Irishman in the song, she always rides in chaises. The way she manages this is a triumph of artful simplicity.

"Are you going to Mrs. A's ball?" she asks guilelessly and effusively of Mrs. B. Mrs. B. replies that she is, whereupon the gentle grafter says: "Let's take a carriage together then, cabs are so frightfully dear. You order it and just drop by for me." Mrs. B. agrees and orders the carriage. She also pays for it, for never, never does she see the color of the gentle grafter's money, for that astute lady has never contemplated contributing her share of the expense.

Still another wile from which most of us have suffered is the practice the gentle grafter has of getting us to buy something for her when we go down town, and which she invariably forgets to pay us for. Still more fatal is it to go shopping with her, for she is sure to see some article for which she never has quite enough money to pay. "My dear,

lend me two dollars or five or ten," she cooes, "I simply must have this, and I will hand the change back to you when I see you next." Alas and alack, you might as well kiss your money good-bye, for never more will you behold its face again.

These are not extreme instances. Any poor sewing woman will tell you that her rich customers are her worst pay, and as for the balance of us, there is not one of us who does not number among her acquaintances some woman who continually works her whole social circle, and so common is the custom women have of borrowing and not paying back that most women have learned that it is prudence only to carry car fare in their purse. This is especially true if they are going out with a woman who is better off than themselves, for it is not our poor friends who rob us—it is our rich acquaintances who are expensive luxuries.

The curious part about all of this is that the women who do all of these things still esteem themselves models of honesty. The feminine point of view is peculiar in many ways, but in nothing more than the slantwise way at which they look at this subject. Before, however, lovely woman shies any more bricks at her brother for stealing she ought to amend her own ways in the matter of souvenir collecting, progressive euchre, and, above all, give up the gentle art of trying to get something for nothing. Dorothy Dix.

Never Touched Him.

One should display patience when foreigners are to be dealt with, particularly when they are newcomers and not familiar with our language, but there are times when patience ceases to be a virtue. An exceedingly dull type of the illiterate foreign article had tried the occupants of a Fulton street apartment house quite to the limit of endurance by his stupidity.

Finally a tenant, thoroughly aroused by some repeated offense, berated him up the banks and down again

in true American fashion, calling him a senseless Swede, a stupid dolt, and so on.

When the storm of words had subsided a fellow workman said: "I'd never let any one talk to me like that."

The man who had received the scolding phlegmatically replied: "Oh, I no mind. I no Swede; I Dane."

How Snails Are Collected.

Snails are collected in the French

provinces all day long by men, women and children, who with iron hooks search for them at the foot of thorn hedges and under ivy, and in winter in old walls. If lucky, a good searcher will collect from 1,000 to 1,500 snails. These are paid for according to their weight, about a thousand snails averaging ten kilogrammes, and the payment varies with the prices current in the Paris market, but it usually ranges from 4 to 8 cents per kilo. The work, therefore, can not be said to be well paid.

Facts in a Nutshell

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WHY?

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Karo

CORN SYRUP

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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.

Girls in Candy Factory Never Tire of Sweets.

"Familiarity breeds contempt." Further it can be said that he who sees an article in the making loses all interest, respect, and favor for the same, for it is true. But there is one line of manufacturing wherein the persons who help to manufacture, pack and sell the goods do not form an aversion to the goods they handle, and that is the manufacture of candy.

"I have heard of barkeepers that never drink and many other instances where the man or woman handling one thing as a means of making their daily bread conceives a genuine dislike and contempt for the same," said a prominent confectioner, "but I never saw or heard of a candy factory girl who did not like candy. Not that the tastes of the girls who are engaged in the manufacture of sweets are developed to a degree that might be called abnormal or unusual. They do not indulge in indiscriminate eating of the goods they handle or anything like that. They gradually develop a taste for one certain kind of candy and eat little of anything but that, but they certainly do like that candy.

"I should say that the tastes of the girls in the candy factory, so far as quantity is concerned, are about on a par with those of any other class of young girls. They do not, as many suppose, eat much candy while at work. In fact, they eat scarcely any then, not because they do not care for it then, but because the rules of most candy factories are that the employees shall not indulge their tastes while working, and because much candy which they have the chance to handle is not in edible shape. The impression seems to prevail that the sight of candy while being manufactured is such as to cure the candy eater; it is even believed by some that most candy compounds are a nauseating mixture, but there is nothing further from the truth.

"When a girl first comes to work in a candy factory, and before she has become entirely familiar with the rules, she invariably starts in to feast upon the article that she is handling. Of course, she is stopped in this, but this proves at least that the ingredients of good candy are such that no one will stop eating candy because of a closer acquaintanceship with the stuff it is made of.

"After a girl has worked at the business for a short while, she soon develops a taste for one particular kind of goods, and strictly adheres to her favorite when eating candy. Nearly all of them get to be experts in telling good candy, connoisseurs in fact, and when they take home a box to eat they take only the best in the stock. This is the way the candy factory girl does her bonbon eating—just like any other girl, at her home and not, as is supposed, at her place of work. Of course, there is more or less candy eating here in the factory by the new girls, but the older girls seldom indulge except at their homes. As to quantity, if you can tell me how many pounds of

bonbons, glaces and other kinds of sweets the average American girl consumes in a year, then I will tell you how much the candy factory employee eats in a like period. It is only in the selection of the best kinds of candy that her taste is exceptionally developed."

What this one candy man says in regard to the candy eating of the candymakers is substantiated by the opinions of other manufacturers. All agree on the one point that the candy factory girls "like candy," and eat it as long as they stay in the business, without getting tired of the same. So far as is known, there has never been a candymaker among the girls who did not delight in sweets, and some of the girls who have been employed in this work for many years still take home their pound of favorite sweets as regularly as they did when first they began. Apparently age does not wither nor constant indulgence stale their liking for candy, and it would seem that their constant handling of the same while in the making has absolutely no effect upon their tastes.

Among some of the older girls the liking for their favorite candy amounts to a habit—one which demands that its followers have each day a little candy if they are to be entirely satisfied.

"It's just like tobacco to a smoker with some of the girls," said one factory superintendent. "They do not become slaves to the habit, but they acquire a liking for candy that causes them to indulge in a little of their favorite each day. There are girls who have been employed at the business for years who have each day regularly eaten their portion of candy. They don't eat much, just a piece or two, but they miss it if for any reason they are forced to go without the same.

"Nor is it a harmful habit. The theory that candy is injurious to the general health, and the teeth in particular, is a complete fallacy. Candy is like anything else that is extremely sweetened or flavored; it must be eaten in limited quantities and with reason, and when this common sense rule is observed there is absolutely nothing harmful about it. On the contrary, it is a food, and many times contains an extreme amount of nourishment, considering the small quantities eaten; and as it costs the candymakers little to satisfy their habit, there is no good reason why they should not do so.

"I scarcely believe that you would find any class of factory girls in the city who are in better health generally than the candy girls. They have just as good complexions as any girls whose work keeps them indoors for a great part of the day; they have good teeth, and invariably they are plumper, an excellent recommendation for candy, as a flesh increaser. They stay at the work, when they have once learned it, for a considerable time, too; longer, perhaps, than is the case with most kinds of work, because they like the work, it being decidedly pleasant, and they like the candy.

"At the holiday season is the time when the girls in the factory may best be seen exercising their judgment in picking out candies. They buy more than any other class of customers of an equal number, and they only buy the best kind of goods. The quantities they buy then, and their average consumption of sweets, would be hard to estimate. From my casual observance of the habit among them, and without going to any figures, I would say that the girls in this factory consume on an average two pounds of candy each week. This seems a lot when you begin to compute at fifty-two weeks in the year, but the way they eat it, a few pieces at a time, it does not represent any considerable amount of daily consumption."

Ralph Kennedy.

The window trimmer should avoid crowding too many things into one place. This fault often spoils an otherwise effective trim.

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Our Candies Have

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Putnam's Menthol Cough Drops

Packed 40 five cent Packages in Carton. Price \$1.00.

Each carton contains a certificate, ten of which entitle the dealer to ONE FULL SIZE CARTON FREE when returned to us or your jobber properly endorsed.

PUTNAM FACTORY National Candy Co.
Makers
Grand Rapids, Mich.

Popular Dress Goods for Early Autumn.

Several weeks ago attention was called to the probable popularity of mohairs for fall. Since then mohairs have been selling very strong. In fact, the demand has been remarkable this season. No other fabric has sold better. They have been reordered by merchants who expect to sell them up to a late date. So far this season heavy wool materials have lagged. Stocks in retailers' hands all show more or less mohairs; wholesale stocks have been drawn upon heavily for them, and there are none too many to be had at present.

No more mohairs can be expected from manufacturers for 1904. The latter are now busy with fabrics for 1905. What additional mohairs will be secured must come from the present limited stocks of wholesalers. Therefore, it is not wise for merchants to sacrifice, in any particular, this line of goods. Indeed, it is better to advance prices on the more popular sellers. The shortage in mohairs this fall is bound to have its effect on sales for next spring, as women who are disappointed in getting desirable mohairs will buy them quickly and eagerly later. It is not too much to expect that next spring will be the heaviest mohair season ever experienced.

One of the best hits made in the dress goods stocks of city stores is the introduction of plaids. In all probability they are the finest creations seen in fancy mohairs. One of the retail store windows was used to display these goods, and a section of the firm's display advertisements in the daily papers called attention to them. These mohairs are produced in bright tartan plaids. The color combinations include the colors of the tartan plaids. Some have brighter colors than others, but all are lustrous. The color combination with green showing conspicuously is especially popular, and is shown in more than three dozen styles which come in 48-inch widths and retail for \$1.25.

They are intended especially for misses' and children's dresses and it is very evident that they are particularly adaptable for this purpose. Manufacturers are now producing mohairs in high luster and it is these which prove most acceptable to the trade. They have the high luster of silk and are more serviceable than woolen goods. It is predicted by most dress goods authorities that fancy mohairs will sell up to Dec. 1, if not later. The more recent creations in mohairs bear a strong resemblance to silks. A New York store recently made an exhibit of the new fancy mohairs and fancy taffetas in adjoining windows. The designs and finish were so similar that only the closest examination made it possible to determine which were silk and which were mohair.

Much is expected of broadcloths, particularly in black, with the general trade. Colors in broadcloths are also well considered, but more particularly with the city trade. Black broadcloths are one of the weaves

which most merchants consider practicable and fashionable. A tailor-made suit of black broadcloth is most attractive. The soft dress goods weights of proper finish in broadcloths are very neat and it is difficult to think of a more elegant costume than a tailor-made suit of this material.

Attention was called last week to black voiles as a stronger favorite than colors. This was without disparagement to colors, which are also in much demand. But the fact is black voiles are strong, and in broadcloths—which are also selling in browns, blues, modes and tans—blacks are most popular. It is expected that silk warp crepes will take precedence over voiles. The latter will be in demand and stocks should be kept well assorted, but the present tendency is to silk warp crepes as a weave which is likely to supplant voiles. The silk in crepe weaves supplies that luster which is a desirable quality in fall goods, particularly in materials for dress occasions. The silk warp crepe also possesses a clinging characteristic which is desirable. Silk warp eoliennes give the same lustrous effect, but do not, however, have the crepe appearance.

Many dress goods authorities believe crepons are a possibility in the near future. Silk warp crepe is taken to mean the introduction of crepons, perhaps, for the fall and winter of 1905 and 1906. Silk warp crepes have the plain smooth finish and also the clinging and sheer qualities together with the luster. It will be difficult to get a richer material for dress events than silk warp crepe. If chiffon voiles are going to be good the coming season, then blacks in these will be the strongest sellers. There are three weaves picked for favorites the coming season, namely, broadcloths, crepes and voiles. The point of interest is that all three of these weaves promise to be strongest in blacks. This fact is significant; it means that merchants should watch their black goods stocks especially in these three weaves. The black dress goods stock that has a good showing of these will in all probability receive a large share of the attention of shoppers. To broadcloths and silk warp crepes must be added the mannish suitings. That can not be avoided. Some of the neatest tailor-made suits exhibited are the exact imitation of men's suitings. A tailor-made garment of dress goods materials in mannish effect is correct. Tourist coats also of these materials are conspicuous.

South Africa has not recovered from the effects of the Boer war. There was something of a boom immediately following the close of hostilities, but it has apparently collapsed. American trade has fallen off nearly one-half and the trade of other countries has suffered proportionately.

A lack of system in the store is a very troublesome stumbling-block to success.

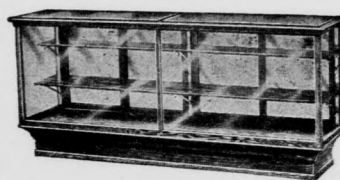


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Make the doors work right. They are expensive but the cases cost you no more. All our Sundries Cases are fitted with them. Our Catalogue gives complete information. Write for it.

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Merchants' Half Fare Excursion Rates to Grand Rapids every day. Write for circular.

C. L. GLASGOW

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Buggies
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Carpets

Nashville, Mich., 8/17/04.

Michigan Tradesman,

Grand Rapids, Mich.

Gentlemen:

I am not in the habit of paying for goods for future delivery, or speculating very much, but when such positive value is offered as the Tradesman at \$1 a year I can afford to speculate a little for it is like betting on a sure thing. Enclosed find \$5 for five years.

Yours,

C. L. GLASGOW.

Early History of the State Pomological Society.

In recalling the memories of men who were among the pioneers of horticulture in the Grand River Valley, my mind centers naturally upon the year 1870, because the State Pomological Society was organized February 11 of that year. Samuel L. Fuller, Sluman S. Bailey, A. T. Linderman, George W. Dickinson, Erastus U. Knapp, L. S. Scranton and Edward Bradfield were among those who were present. A temporary organization was effected, with S. L. Fuller as President, S. S. Bailey as Vice-President, A. T. Linderman as Secretary and E. U. Knapp as Treasurer. On February 26 of the same year the organization was completed and a new election for officers was held. Dr. Henry G. Saunders was elected President, S. S. Bailey Vice-President, S. L. Fuller Treasurer and A. T. Linderman Secretary. A casual examination of the records of the Society recalls the fact that Henry Holt, of Cascade, engaged in the cultivation of a fine farm many years ago, was not satisfied with the products of the field alone, but the orchard and the garden claimed his attention. He was especially successful as a producer of apples. Although well advanced in years when this society was organized, he ever esteemed it a duty to attend the meetings and his presence gave pleasure to us all. He was a practical horticulturist and the benefit of his skill and experience was enjoyed by many fruit growers of the present day.

Noah P. Husted and his brother, James D., of Lowell, who were valuable members of the Pomological and the Grand River Valley Horticultural Societies, were at one time largely engaged in the nursery business in the township of Lowell. One of the most interesting papers read before the Pomological Society during the first year of its existence was entitled, "The Influence of Stock on the Graft," by Noah P. Husted. Johnathan P. Thompson, of Grand Rapids, who succeeded Dr. Saunders as the President of the State Pomological Society, was a newspaper man who had given much attention to horticulture in his early manhood. He was a very industrious and intelligent worker in the interest of horticulture and filled his position with honor and distinction up to the day of his death. Early in his incumbency of the presidency he read before the Society a paper which was highly commended, urging fruit growers not to attempt to produce all the known varieties of apples, peaches or other fruits, but, for commercial reasons, to limit their production to a few of the standard varieties. He was of the opinion that a farmer could realize more from a hundred bushels of either Northern Spies or Baldwins than from the same quantity of apples representing a dozen varieties. An important paper read by Mr. Linderman early in the history of the State Pomological Society urged the establishment by the State of a test garden for horticulture. The suggestion was generally commended, but

when, a few years later, Mr. Linderman was elected a member of the Legislature, he evidently had forgotten the plan, as he did not undertake to give it a practical test by securing the legislation necessary to do so.

The first fair of the State Pomological Society was held in Grand Rapids with the Kent County Agricultural Society, September 27 to 30, 1870. The display of fruit, flowers, wines, preserved fruits, jellies and garden products was very large and the fact that Asa W. Slayton and J. A. Duga, of Grattan township, carried off the premium for the best township collection serves to remind us that Mr. Slayton is still an active and valuable member of this Society. Edward Bradfield, of Ada, served this Society several years as its President, he being the first to hold that office. Mr. Bradfield won great distinction as a grower of grapes and as a winemaker. Old residents remember the splendid exhibits he made at the fairs between 1870 and the year in which he died, and of his generosity in dispensing the fruits and wines constituting the same. Mr. Bradfield was firm in the belief that a grape first propagated by Dr. Grant, at his Island home in the Hudson River, was the best ever grown for the maker of wine. At one of the fairs referred to he produced samples of wine made from twenty-five varieties of grapes and, after testing them all, it was strange indeed if the tester did not agree with Mr. Bradfield, that Iona wine was the wine of

the Gods. Mr. Bradfield propagated a grape which promised well and called it the Bradfield Seedling. Nothing has been heard of it of late years. George S. Linderman, of Grand Rapids township, was a valuable member of this Society. He was not only successful in growing fruit, flowers and garden products, but he is entitled to a great deal of credit for beautifying our city. Many hundreds of the most beautiful shade trees growing in the city were taken from the forests in their natural state and replanted by Mr. Linderman. In this work he was ever conscientious. Those who favored him with their orders obtained the best of stock, which was so planted and cared for by Mr. Linderman that it was seldom indeed that one died. An evidence of his work in this direction is furnished in the splendid collection of trees to be seen on the Government lot surrounding the Postoffice. George Kendall and Mrs. R. W. Morris will long be remembered for their efforts to propagate French grapes in this city. Very creditable exhibits of black Homborgs and White Fontainebleaus were made by these persons at the fairs of the early seventies. Thomas R. Renwick and John Suttle, the pioneer florists of Grand Rapids, were regular attendants during their lives upon the meetings of this Society. George W. Dickinson, William Rowe, Perley W. Johnson, Rev. Mr. Waring and Thomas Wilde should not be forgotten. Their presence was ever welcome and in the discussion of topics

The Smile That Won't Come Off

The Smile that means delight and mirth,

The Smile that beams around the earth,

The Smile that smiles for all it's worth----

The Smile That Won't Come Off.

The Smile that widens in delight,

That makes all frowns fly out of sight,

The **Quaker Oats** Smile----

that's all right!

The Smile That Won't Come Off.

brought before the monthly meetings their advice and experience were of great value. The tables of the President and the Secretary were usually decorated from their gardens. William Haldane will be remembered for his success as a grower of grapes and a maker of wine. His home and his vineyard occupied the grounds upon which now stands the office building of the Michigan Trust Company. He was for many years engaged in mercantile business and manufacturing, but the growing of grapes was his diversion and pleasure. He attended the meetings of this Society and much benefit was derived by the members from his experiences in the vineyard. At one of the early meetings of the Society Mr. Haldane read a paper treating of the subject in which he was most interested, and upon its conclusion the President enquired: "Mr. Haldane, can you give us an idea of the profit derived from winemaking?" Mr. Haldane replied, "I realize \$4 a gallon for wine from four to six years of age. Wine increases 10 per cent. per annum in value. I should not like to treat my temperance friends to wine made without sugar. To keep well wine must have spirit, and wine of a good quality must be a stimulant and sugar produces it." Mr. Bradfield enquired, "Is not wine made without sugar of the most temperate character?" Mr. Haldane replied, "I claim to be a temperance man, and if I thought wine would injure the temperance cause I would plug my barrels."

The President enquired, "Would it not be safer to pull the plugs out, Mr. Haldane?"

To mention all the prominent horticulturists, to speak of the qualities that endeared them to us, would require more space than I have at my command. I can not refrain from speaking, however, of Charles W. Garfield, who has given a large part of his life to the interests of horticulture and as yet is not weary of well doing. Many beautiful spots in our city attest his value to the community. Although engaged in many enterprises he finds time to give to the service of the State in an effort to reforest its barren plains.

At one of the meetings in the early seventies a young farmer named Buell surprised and greatly interested our members with an exhibit of figs, grown in the township of Ada. A paper read by Mr. Buell at a subsequent meeting of the Society, describing the process employed in cultivating figs, was greatly enjoyed for the novel information it contained.

I can not close this brief and hurriedly written paper without referring to John Ball. He was one of the first to join the State Pomological Society and was the first life member of the Grand River Valley Horticultural Society. He was a lover of the field and the garden and among the varied interests to which he devoted his time and means during his life, horticulture was not the least. But the most notable act of his long and useful life was the provision made in his last will and testament by which the city of Grand Rapids became pos-

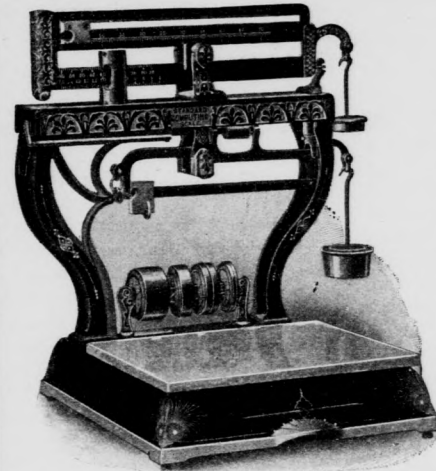
sessed of the splendid tract of hillside, valley and plain known as John Ball Park. His generosity and forethought in providing a place where thousands living and yet unborn may study and enjoy the beauties of Nature, freely and as often as they please, have endeared his memory to the people of our city and of our State. Men seek to perpetuate their names by providing for the erection of costly monuments over their remains in the cemeteries, but chiseled granite wears away and the names inscribed thereon are forgotten. If you would write your name on the scroll of the people's benefactors; if you would be regarded as one who loved his fellow men, purchase a suitable tract of ground and give it to the city for park purposes. A hundred dollar monument would bear your name as long as one costing \$1,000. A public pleasure ground would preserve your name forever. Remember that the rippling waters on the western hillside, the birds, the flowers, the sun glints and the zephyrs whisper the name of John Ball, and if you should emulate his example the same forces of Nature and hundreds of thousands of grateful people would whisper yours.

A. S. White.

New Method of Steel Making.

Manufacturing steel by a new method has been successfully experimented upon in Melbourne, Australia. New Zealand magnetic iron sand is first separated from its gangue by electro-magnetic separators, this treatment leaving a pure magnetic iron oxide. The sand is then fed from a bin into the furnace, which is entirely novel in its features, being chiefly mechanical and automatic in its operation. The ore drops from the bin into a slowly revolving cylinder placed at such an angle that the ore travels forward continuously in it. As it does so it is heated to a dull red by the waste gases from subsequent operations. From this cylinder the ore drops into a second revolving cylinder, where the fine particles are subjected to the action of reducing gases, which bring the magnetic oxide of iron to the metallic form, at the same time permitting the particles to retain their individuality. From this second cylinder the reduced ore drops into a smelting bath at the bottom of the revolving cylinders, and the molten steel, or the malleable iron, as the case may be, is tapped from this whenever that operation is necessary. Hence the process is one of great simplicity and ingenuity. An interesting feature is the use of fuel oil for heating purposes, employed to secure concentration of heat and direct application in the furnace work. It is found that the fuel oil possesses many advantages over producer gases used in existing smelting practice. The work demonstrates that the oil is not only a cheap fuel but is also so thoroughly under control as to insure the best service.

Some men think they are not saying anything pointed unless they are stabbing another.



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Scales sell for

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that you save

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is like so much money
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A Protector

is a Quick-Balance Weighing Scale

Nothing Like It Ever Offered at \$20

All patents sustained by the patent office and United States Courts. Every wholesale grocer and wholesale hardware dealer is our salesman. Write for particulars, giving name of your jobber.

The Standard Computing Scale Co., Ltd.

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Now folks do say, and it is true,

That Cheap Spices are bought and sold by you.

Why go on from day to day

And sell the kind that does not pay?

"The best is the cheapest" the adage goes,

And any merchant who says he knows

That profit comes from the inferior kind

Will surely fall in the ranks behind.

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US

FOR
PRICES

Are Reputation Builders

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DEGENERACY AND INSANITY. Methods By Which They May Be Prevented.

When we examine into the causes of wrong doing and enquire into the nature of moral degeneracy evinced thereby, we find room for interesting scientific research, both by the physician and metaphysician.

Among the many causes may be enumerated hereditary predisposition, intemperance of all kinds, mental anxieties uncontrolled, worry and fear in their protean, their ever-changing aspect, in conjunction with an extremely weakened will, environmental and psychic influences. Consanguineous marriages and great disparity in the ages of parents unfavorably influence the children, as do morphine, cocaine and similar drugs.

Hereditary influences or tendencies in causing insanity seem to prove a powerful factor. The tendency may be strong or weak and not so as to be noticeable until something has brought it out and the will, becoming weakened, gives way.

Reckless marriages of people without duly considering their mental and bodily defects, and the tendencies of both in this direction, with no sense of responsibility for the children brought into the world and the miseries and infirmities entailed, would lead one to think that man in this respect does not reason about these matters as carefully as he does in breeding a high class of animals.

While it would be useless to lay down rules for marriage according to more sober reasons, nevertheless there is definite knowledge we must make use of, for we know that if care is not exercised degeneration takes place through the coming generations if there is not training and the tendencies go unchecked.

If mankind in general were to give up alcohol and other excesses and live temperately there would soon be a vast diminution of insanity in the world. Its indulgence occasions misery, crime and disease, and the evils in higher and lower social life that can be brought back to its door can hardly be computed. It is a taste which, once acquired, takes hold of the young and old in the most insidious way and gets a grip that is hard to shake off, weakening the will and leaving the victim unable to say no. It is no wonder its effects are so great when we consider it is carried into our business and social life.

Marriage of near relatives, on account of the accentuation of family weaknesses, leads to trouble, especially if the weakness or defect is the same on both sides of the parents. This risk increases as the deviation from normal does and the weaker rather than the stronger tendencies are apt to be transmitted to the children. Many marriages of near relatives have not proven so in the absence of family weaknesses, and the offspring has grown up healthy, both mentally and physically. On the other hand, persons of no kinship, but both inheriting morbid tendencies alike, should not marry.

Great disparity in the age of pa-

rents frequently brings out strange characteristics and unfavorably influences the children. This may be due to the difference of the thought life of the individual.

The frequent and careless giving of morphine and cocaine for the relief of pain by physicians, forgetting the consequences to those who get into the terrible so-called "drug habit," is a factor in forming a habit that yearly results in a large number of woe-filled instances of depravation and insanity being made public. Many evil minded people give these drugs for the purpose of weakening the will power of young persons and bringing them under their control. Chicago has had several samples of druggists dealing out these deadly commodities to any who ask for them, unmindful of the consequences, and these are by no means the only poisonous drugs that can be obtained in the same way. Our laws can not be too severe on these matters.

Among environmental and psychic influences may be mentioned the places in which young children are reared and the vicious influences by which they are surrounded, such as one sees in the slums of the city, saloons and dance halls. Places of vice are certainly not calculated to bring out the best in life, when we consider the low character that frequent such places.

Crime often occurs, perhaps oftener than otherwise, from a diseased brain or body and bad external conditions. It is a sort of neurosis, grown as criminals are into an almost complete absence of moral sense and evolved by the environment with nothing to check it. Many criminals are begotten and live in scenes and surroundings that encourage this growth from their youth up, so that the mind is molded in this way. Any one who has looked into it can see the low mental and physical characteristics of such people. But these unfortunate creatures are not so from sheer choice, hereditary influences, special natural affinity, and the inclination of their natures and environment drawing them into it, and so the growth goes on if unchecked.

Life in this, our hustling, bustling age, is not conducive to the best growth of our mental, moral and physical nature. The young as well as those of more mature years are greatly affected by the unrest. Impure atmosphere, continuous noises day and night, and insufficient nutrition and the demands made on human beings are accountable for many of the conditions discussed. If the intense noises of Chicago alone could be mitigated, as they might, there would be a great lessening of tension and nervous diseases and prolongation of life.

In training for the cultivation of the degenerate and weak mind shall we take the optimistic or pessimistic view? Decidedly the former. The pessimistic philosopher says he is conscious of a fate in life and that fate is man's inheritance, it is the destiny of man's ancestors.

The optimist believes in the positive and greater power of the good.

Spencer said before his death that the balance was decidedly in favor of a qualified optimism.

We must look to education in its higher sense to lead out, to unfold, to train mentally, morally, physically the evolution of a higher individual. Education at present deals too much in external routine, running in old beaten tracks, and too little in developing the power of the individual and his individuality.

Continual watchfulness should be exercised in the environment that would help out, such as cheerful and good physical surroundings and airy buildings. Probably there is no better way direction can be given to the mind for growth and control than by music of the higher order. Herein we find a source of training and control that is most powerful for good, and in intractable cases a good beginning to focus attention.

To develop and bring out the individual fear alone will not prove effective, but by suitable education dispositions that lead to crime and disorder can be checked in early life and many ways can be found to spur on the growth in preference to corporal punishment.

They must be imbued with new ideas of stronger life and better principles which will take root and bring forth a new individual built over by time and perseverance. In this way we will succeed in eliminating vicious propensities and dispositions of cruelty, stealing and anger, for the evil tendency or craving in the brain we must watchfully substitute the opposite kind of thoughts and feelings, and keep them active, often each day, until they take hold of the being and awaken new memories and build new structures and cells in place of the old ones.

By dint of purpose and perseverance coupled with pleasurable memories must we succeed in the work. Better control can be secured over the mind thus and by degrees the evil motives can be eliminated and new ones grown in their place.

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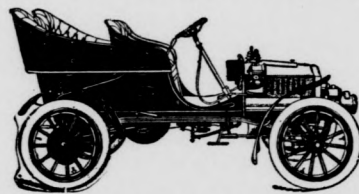
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There are few sayings so often quoted as "There is no such word as Impossible in my vocabulary." Whether the great man ever said it or not, it remains the highest testimony to belief in the supremacy of the will we have. "I will if I will"—it seems a simple gospel of success. That it is able to supply proofs of its efficacy few will venture to deny. A little look around will bring many of its disciples before one—men and women so handicapped by surroundings, by fortune, by circumstance, that the mystery of their coming to riches or to fame can only be solved by their possession of an indomitable will.

The latest development of the belief in the power of the will is shown by doctors. Two French physicians have just written a book describing their treatment of disease by merely strengthening the will of their patients and giving them the desire and determination to get better. This treatment is entirely free from any suspicion of hypnotism or faith healing. Quite the contrary. In cures made by hypnotic suggestion the patient's will is entirely suspended while the more energetic one of the operator reigns supreme, and so far from the actions done while in the sleep strengthening the mind and repairing brain waste as well as bodily infirmity, it is well known that the effect of hypnotic treatment is often mentally injurious.

So evident, indeed, has this become that one famous physician has abandoned hypnotism in his treatment of nervous and mental diseases. For the tyranny of suggestion he has substituted the different influence of persuasion. I was interested in the accounts of the new experiment and departure in medicine, especially as there is so much in it that one's own common sense and observation seem to have already found out.

There are few things more comforting in illness than a good talk over its symptoms and its inconveniences. And do we not also know the difficulty of finding a sympathetic ear ready to listen to our jeremiads? Now, the first principle of this new school (may it soon be here!) is that the doctor should take the place of a confessor, get at every detail as to the origin, the progress, and the present condition of the malady. He then confides to the patient that which has hitherto always been composed for a doctor's own private reference or for a consultant's information, viz., a history of the case. Just think of the new and delightful sensation for a sickroom of reading over the history of your own case!

But that is not all. After being put in full possession of all the pros and cons of your ailment you are brought into collaboration as to the remedies. If you need medicine you are told its constituents, its properties, and the effect it is likely to produce on your constitution. In a word, instead of being put "into the hands" of a doctor you are made his

auxiliary, you learn the why and wherefore of everything connected with your illness; you are led to take, as it were, a professional interest in its progress, and that leads to the professional pride which renders you anxious to make a "good case" of yourself.

Perhaps here I had better quote the words of Drs. Camus and Pagniez, who have initiated this new principle: "We think," they say, "that many patients would be able to pull themselves together, and even cure themselves, did they know the exact nature of their illness; but being ignorant of it they often exaggerate; get to believe they are seriously ill and give themselves up to sickness as if it were fatality."

A great change, certainly, from the cabalistic authority and the sibylline utterances which were considered the correct "bedside manner" for the old fashioned doctor. Yet there is nothing new under the sun—this simple idea of a sick person assisting in his or her own cure, which it has taken a couple of Frenchmen several hundred pages to elaborate, has often been seized on by doctors when dealing with intelligent patients. One doctor in particular whom I know, without ever thinking of claiming any originality or system for his treatment, has been most successful with what he calls a logical and natural way of dealing with a patient. He lets a patient know as much of the pros and cons of the case as himself, is confidential as to the composition and action of his medicines, which, by-the-by, he uses sparingly, and a favorite phrase of his is, "You have far more to do with this question of getting better than I have."

Unfortunately, such common sense methods do not pay. People still like to surround the doctor with the mystic cloak of the medicine man, and, in a poor district particularly, the doctor of plain speech and a belief in nature as his most powerful assistant has a hard and generally a losing fight against the solemn head shakes, the portentous technical terms, and the confidence in medicine which distinguish his colleagues. "He don't know nothing; I know'd all that about my baby myself as he told me. And he wouldn't give me a bottle of medicine!" is the grateful verdict a doctor will often hear passed on his common sense methods. And he will, moreover, see the baby taken to a brother practitioner with less brains and less scruples, and the mother will be indulged with the luxury of a "good" cry on the strength of a new diagnosis and made happy in the possession of two bottles of medicine with a promise to change them if they do not do the child good.

Apropos of the public's love of hanky-panky, and, indeed, of quackery in all its shades, I read an amusing instance recently: A man in a certain neighborhood was having a vogue for his remedies and cures for certain diseases. He indulged in great display and was making plenty of money. At last a health official, suspicious of his qualifications, had

him brought before the authorities and charged with practicing without qualification. The prisoner asked to be allowed to make a private explanation to the judge. This was granted and he proved that he had medical qualifications—and most excellent ones, according to diplomas from leading colleges.

He made the curious request, however, that the judge should not make his secret known. And he gave as his reason that for years he had tried to work up a legitimate practice and always failed. He was on the verge of starvation when he resolved to see what he could do by posing as a quack. His success was so great that he feared the prejudice which might arise through his patients finding out that the drugs they had from him were all compounded on the strict lines of the pharmacopoeia. Indeed, the love of being dazzled, whether by a silver tongue or a gilt card case, is so strong in human nature that simplicity in any art has generally the hardest fight for recognition.

The will cure, which we must call it for want of another name, although claimed to be helpful in all diseases, is particularly recommended for nerve troubles. And here the "doctors differ" maxim is seen once more exemplified. To arouse the attention and interest is, of course, the first step in nervous attacks, but instead of a patient being advised to seek distraction in change of scene and in variety of amusement quite the opposite course is adopted. The pa-

tients are once more put to school, as it were. In severe neurasthenia, for example, concentration of attention causes extreme fatigue. So conversations, lectures, mental exercises, and writing are all included in the earlier stages of the cure. The steps taken to gradually build up the character until the "I will" and "I will not" become dominant and assured factors in life are too complicated, too lengthy, and too metaphysical to go into in the confines of this article. Indeed, a description of the treatment reads like a mixture of the curriculum of a truant school and a book of spiritual meditations.

Mrs. T. P. O'Connor.



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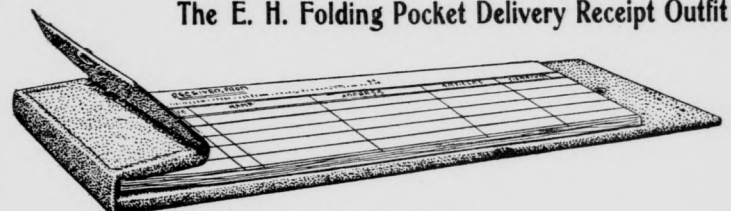
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Story of the Richest Man in the World.

John Davidson Rockefeller to-day is credited with being the richest man in the world.

By the same token he is one of the baldest men on the globe, destitute of hair, beard, eyebrows and even eyelashes.

But to the extent that he is proud of his financial pre-eminence and ambitious to become the first billionaire in the history of the world, he is extremely sensitive as to his unusual hairlessness. Yet, as if in the irony of fate, not all the uncounted millions in his possession and under his control will sprout one eyelash for his keen, gray eye. Surely there may be the ring of genuineness in the epigram credited to him, "The poorest man in the world is the man who has nothing but money."

More columns and more pages of printed matter have been devoted to the subject of Rockefeller and Standard Oil and to the octopus of all octopi, than have been devoted to a single combined subject for a thousand years. The word Rockefeller has a significance in the English speaking world beyond the name of any other one man living, and beyond most of those dead. Yet the question, "What and who is this man Rockefeller?" could not be smiled at indulgently by anybody to whom it might be addressed.

Nobody in the offices of the Standard Oil Company at 26 Broadway, in New York, will profess or confess to knowing.

"I have worked in the office of the company for five years as the manager of a department, and I never saw John D. Rockefeller," is one man's testimony.

"I never saw him in the twenty-six years I have been with the company," said a chief clerk of a department. "It might be suspected that he comes to the office frequently, but if he does, nobody knows it."

But, according to tradition, it is the strict duty of every employe in the gloomy building in Broadway not to know of the comings and goings of him who has earned the magazine appellation of the "human mole." This tradition has it that one of the fundamental propositions in the conduct of the general offices is that an employe, leaving the company for another trial at life, is impressed that he may return to the service of the company at any time thereafter, provided he has been "discreet." Why should an employe know anything?

Rockefeller himself does not know. Time and again he has not known if the Standard Oil Company keeps books. He has been under a mere impression that it does keep "records," but frequently he has not known where they could be found. He does not know how much money he is worth. Not long ago he said in answer to a question that he did not know James R. Keene, the man with whom his business interests have clashed time and again. His brother Frank, in Cleveland, close as

the tie of blood might be, is unknown to him.

There is a light on the man Rockefeller in this estrangement from his brother. For years there has been a Rockefeller lot in a Cleveland cemetery. At the time of the estrangement of the brothers over a money matter, two children of the brother Frank were buried in the family lot, in which John had erected out of hand a monolith costing \$60,000. Four years ago Frank Rockefeller moved the bodies of his two children from their graves to a new lot, and the bitterness between the brothers seemingly was beyond even the powers of time to sweeten. All over a deal of money, the amount of which would not be missed from the purse of the man whose income is said to be \$2.06 a second and \$65,000,000 a year.

But if this be considered a light on the character of the man, it does not harmonize with an incident in which a friend of the writer a few weeks ago figured near Tarrytown. This man, in company with a friend, of New York, was walking over the hills, regardless of fences and suddenly found themselves in a beautiful golf ground. They were admiring it when a man of peculiar general appearance approached, asking if they did not think it a fine ground. They said they did.

"But you can't appreciate it from here—I wish you would go up to the house and go into the tower; it is worth while."

The visitors suggested that it might not be agreeable to the proprietor of the grounds, or to the club, or to whoever owned the links.

"Oh, that's all right; just tell the man at the door what you want."

The visitors rang the bell, were shown to the tower, looked over the wide sweep of hills, lakes, river, roadways—and as they left the house discovered that the richest man in the world had invited them to the outlook.

Ray Stannard Baker, passing through Chicago the other day, spoke of McClure's expose of the Standard Oil Company and of the Rockefeller personality.

"Looking at the man, the impression of the head and face is like nothing so much as a clean Early Rose potato," said Mr. Baker. "The comparison is instinctive, and it grows upon one as he studies the face."

"In spite of all that we have shown against the man and his methods, it is the impression of those in touch with Mr. Rockefeller that he thoroughly believes in himself—that he finds no moral lapses in himself or in his methods. Certainly the credit has been given him that he is the power and the brains of the organization."

Yet in spite of this, too, it has been charged against Rockefeller that he has designs upon thousands of acres of Sleepy Hollow, made famous by Washington Irving and classic to American literature. Blacksmiths, saloonkeepers, farmers, millers, and the like, have tried to combat his



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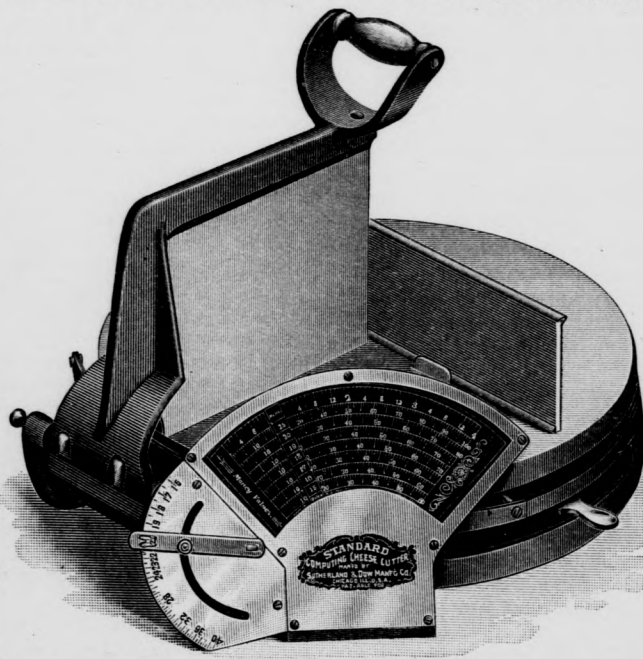
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advances and have surrendered at the last, while the interested and still disinterested lovers of Irving and the traditions of the Dutch of New Amsterdam have been shocked at the possibility of Rockefeller's finally absorbing the old cemetery in which Brom Bones found horse for the pursuit of Ichabod Crane and where Irving himself lies buried. It is settled in the minds of his critics that the village of Pocantico Hills will be razed to the ground and that even Tarrytown hangs in the balances of the billionaire's whims.

Why should he not be feared in this connection? Rockefeller's supremacy in the industrial world is eloquent of the possibility if the man so wills. Starting with the refining of oil when his combined assets did not exceed \$4,500, it is shown that today he has a controlling influence in organized institutions having a capital of \$5,239,008,802, as follows:

Railroads	\$2,521,523,072
Industrial companies ..	1,835,872,300
Banks and trust companies	181,062,399
Safe deposit companies.	609,531
Telegraph and telephone companies	182,870,000
Insurance companies ..	3,200,000
Mining companies	195,000,000
Gas, electric light and power companies	110,763,700
Traction and transportation companies	166,750,000
Navigation companies .	41,447,800

Total\$5,239,008,802

In spite of these figures, John D. Rockefeller is known as a director in only four corporations. At the same time he is suspected of dominating more than 150 corporations, big and little. He controls 25,000 miles of pipe line, controls 75 per cent. of the crude petroleum of the country, owns every tank car in the United States, has 200 vessels engaged in transportation, owns 75,000 delivery wagons, and hires an army of 25,000 men. Incidental to his own success he is said to have made at least 100 men associated with him millionaires. As to the number of men he has ruined, count presumably has not been kept.

But this man, whom Jay Gould described as possessing the "finest organizing brain of this generation," was once described by an unexpected caller in his office as "wearing a \$2 sack coat and the air of a \$10 clerk in a corner grocery." This same man, described by a great financier as "unable to remember more than six years back and yet capable of seeing fifty years ahead," also has been pictured by a judge of clothes as a man whom nobody in New York could think of asking for the address of his tailor.

This man, who plays the violin with feeling and skill, has been remembered by Wall Street since the episode in 1903, when he unhorsed the brilliant Morgan and squeezed a billion dollars in water from the stock markets. Wall Street, perhaps, can not pretend to understand this man, who gives away an average of \$750,000 a year and employs a sec-

retary at a \$75,000 salary to see that the gifts are well placed and worthily. It may have smiled when as a thank offering at his escape from the fire that destroyed his home in Pocantico Hills two years ago he gave \$500,000 in a lump to the Teachers' College.

But this man, who has done these things and is still doing them, either regards the tasks as onerous to a stupendous degree or out of his egotism looks upon them as possible only to Rockefeller. A few years ago he came out with an offer, which is still standing, of a salary of \$1,000,000 a year to the man who will manage only the affairs of the Standard Oil Company—and presumably shoulder the onus of the task. But there were no applications under the terms. In the past some hard names and some hideous charges have been directed at the head of the Standard Oil Company.

In February, a year ago, something new in the accredited methods of the Standard Oil magnate was uncovered in Washington, when certain senators blazed up against the telegram signed Rockefeller and demanding that trust legislation be stopped. The Standard Oil counsel, appearing in person in Washington, was snubbed and turned down. It could not have been pleasant work; even a million dollar manager must have gone far to earn his salary in such an expose.

What does Rockefeller get out of life? might be a question. It is only within a year or two that he has been able to eat. Nervousness had wrecked him before the same trouble became responsible for the almost freakish loss of his hair and beard. His city home at 4 West Fifty-fourth street in New York is commonplace by comparison with

the mansions of less wealthy men. If he shall have a private park of 1,500 acres at Pocantico Hills, it will have been at the cost of irritations making it dear beyond money. His summer home near Cleveland is a fortress in its impregnability. It is only a few years ago that he and his own brother William were at daggers' points. His hatred for the town of his birth in Tiogo county, N. Y., is well known, and is in sharp contrast with the love of Henry H. Rogers for his birthplace, Fairhaven, Mass., to which Rogers has given millions in material benefits.

Perhaps giving that which he has no personal use for appeals to Rockefeller more strongly than does any other thing in life. But in this giving he acknowledges a supplementary pleasure greater than the initial one. It comes from the spirit that prompted him to say he dearly loved to force a man to give when the whole heart of that man was set upon holding on to his wealth. Rockefeller has accomplished this in the method of giving, requiring the recipient of his charity to raise a certain amount commensurate with his own gift.

In his giving Rockefeller has made the University of Chicago his largest beneficiary, and the \$11,000,000 which he has put into that institution has parted a good many other men, perhaps unwillingly, from their own money. Even his thank offering of \$500,000 to the Teachers' College of Columbia University was tagged with the condition that the school raise an equal sum. But even on this condition some one has remarked that the donor has something to show in an utterance of Prof. Richard Mayo-Smith, of Columbia University, when the professor was moved to say:

"No alarm ought to be felt by the community in this concentration of wealth. Mr. Rockefeller gains this immense wealth by performing services to the community, and the community gains in increased cheapness of commodities, in better service, and in cheaper transportation. However wealthy he may get, the advantages to the community are still greater."

"Perhaps Rockefeller himself believes this," is the comment of a man known to the literary world who, in the midst of the Tarbell series of papers, one day was riding in a Pullman car in conversation with the subject of those papers. "We were talking when the news agent came through announcing the issue of McClure's containing the latest roasting of Standard Oil. I was embarrassed, but Rockefeller called to the boy, put his hand into his pocket, and bought two copies of the magazine, handing one of them to me, saying, 'You want to see just what they are saying about me.'"

Jonas Howard.

Getting Rid of Rats.

A farmer says he rid his farm of rats in the following manner: "On a very large number of old shingles I put about one-half a teaspoonful of molasses and on that, with my pocketknife I scraped a small amount of concentrated lye and then placed the old shingles around under the stable floors and under the cribs. The next morning I found forty dead rats and the rest vamoosed the farm and left for parts unknown. I have cleared many farms of the pests in the same way and have never known it to fail."

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GOOD ROADS.

Why the Government Should Aid in Building Them.

This subject is as old as the Government itself. The improvement of the common roads engaged the attention of our ablest statesmen from 1802 to 1832, and during that period about \$14,000,000 was appropriated for road purposes. All the great minds of that period were one in conceding this question to be of the highest importance and of the most far-reaching effect in determining the happiness and prosperity of the American people. It is to-day, as it was then, a question which demands the earnest consideration of every American citizen. The mud tax, levied on our people by the miserable condition of the common roads, is the highest and the most enormous that we have to pay. It costs the people of the United States every year three hundred million dollars more to transport the surplus products of the farm and forest to the shipping point than the total cost of transporting all of the freight, passengers, mail and express over all the railroads of the United States. In 1896 the railroads received from all sources a little over \$700,000,000. Every dollar of this revenue was returned to the people in the employment of labor, the use of material, in taxes to the States, and in interest on invested capital. The one billion dollars or more spent in cost of transportation over the dirt roads was a total loss, not one cent being returned to the people in taxes or as interest on invested capital.

And yet this is only a small proportion of the loss caused by the poor condition of our roads. The loss of surplus product which can not be put on the market; the necessity of maintaining millions of draft animals which would otherwise be unnecessary; the loss of capital in vehicles; the depressed and dissatisfied condition of our agricultural classes on account of hardships and isolation and the consequent falling off of production and the decrease in values are all sources of loss of millions to the people.

In this enlightened age no one questions the stupendous advantages which would follow a complete system of improved roads. The estimated savings of one year would be sufficient to pay the total cost of macadamizing every road in the United States.

On the improved roads of Europe the cost of transporting a ton per mile is from eight to twelve cents, while in the United States the cost averages twenty-five cents. A reduction of the cost by one-half would save to the American people \$500,000,000 per annum.

The practical question which confronts us to-day is, How is this condition to be met and overcome? Upon whom must the burden of this great undertaking fall? We have tried the present system, which was inherited from England, and it has not resulted in much improvement in the past 100 years. In every other respect we have cast off ancient

methods, introduced new ideas, machinery and skill, and by a combination of these with American brain and industry we have eclipsed all other nations, making the whole world our market and all nations to pay us tribute. But in road improvement we are still warning out the people to work from three to ten days a year on the roads under the direction of men who know but little of modern road construction, and the result is that a few shovels of dirt are thrown upon the road to become mud, or to be washed away altogether by the next rain. This condition is out of all proportion to our civilization, and is a standing reproach to our intelligence and patriotism.

It is evident that some change in our method of road improvement must be adopted. The local community is not able to construct roads unaided. Many of the states are not able to do so, and even if they were there is a feeling which, in my opinion, is justly founded, that it would be an unequal burden laid upon them to be compelled to do it. The consumers of raw material and food products throughout the United States are equally interested with the producer in lowering the cost of transportation, for they in the end have to pay this heavy tax. Realizing that this burden cannot be equitably distributed except by placing it on all the people, and that the most remunerative powers of raising revenue, originally held by the States, are now in the Federal Government, it is only by an appropriation out of the Federal treasury that the improvement of our roads can be accomplished with justice to all the people.

The next question is the power of Congress to make such an appropriation. I think the power exists by express grant in the constitution. Basing my opinion on the views of such eminent men as Madison, Gallatin, Webster, Calhoun, Clay and Adams, and taking into consideration the legislative history of the country, I hold that the power is clearly established. The power has been exercised whenever Congress thought it wise to do so, and the only question which is really important is whether or not this is a proper subject for Federal aid. All that is asked by the bill introduced by me is the appropriation of a fund for road purposes. The States are to furnish the right of way, maintain the road after it is built, and pay one-half of the costs. Congress is not asked to invade the States, but simply to appropriate money as an aid to an object for the general welfare and happiness of all the people. This is an object which appeals to the wisdom and patriotism of Congress not only on account of the great benefit to our people socially, but also as an investment of the public funds. There could be no better investment of the public funds than in road improvement. It would enhance the value of farm lands from 10 to 50 per cent. There are over 600,000,000 acres of land in cultivation in the United States, and an increase in

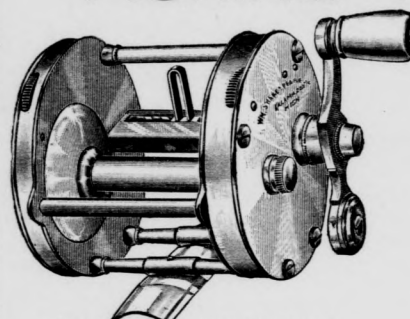


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value of \$5 per acre would aid three billion dollars to the wealth of the country in this item alone. By improving and shortening the road to market millions of dollars' worth of products that are now a dead loss would be turned into money, and the price of all commodities would be reduced to the consumer, giving the producer a greater profit than he is now receiving. The congestion of business during the winter months would disappear, and our people could go to market at all times. The introduction of advanced methods and enlarged ideas of business, which would follow the improvement of the roads, would extend business along all lines and secure greater profits to all concerned. The doing away with unnecessary animals and vehicles would be a saving of millions of dollars to the people. The employment of labor and the distribution of money from the congested centers of wealth, the purchase of materials and products, and other advantages, would come from the improvement of the roads. The material advantages which would follow are too numerous to mention and too great to estimate. He would be blind indeed who could doubt the wisdom of such an investment.

It is contended by many who oppose this appropriation that it would bankrupt the Federal treasury. Let us see if this contention is based upon sound judgment. During the last five years we have spent more than \$600,000,000 in the Philippine Islands, \$168,000,000 on rivers and harbors, and have more than doubled our appropriations for the army and navy, and still we have a surplus in the treasury of over \$200,000,000. With the war over in the Philippine Islands there ought to be from \$40,000,000 to \$70,000,000 annually above the necessary expenses which will go to the surplus if prosperity continues. An expenditure of \$500,000,000 annually for road purposes would not be a heavy drain upon the treasury, but, on the other hand, as I have shown, would tend to enrich the people, enabling them to become larger consumers and thereby reimburse the treasury.

There are other considerations more important than any financial advantage which would follow the improvement of the roads. The unrest and dissatisfaction of our agricultural classes is attributed in a large measure to the condition of our roads. They are cut off from the centers of progress. Life on the farm is unattractive and means mental and social isolation. The brain and manhood of the rural communities are seeking opportunities elsewhere. All the lines of trade and industry are becoming congested, and in some sections the farms are becoming depleted and left to the thriftless and unambitious. The mere statement of the case is sufficient to arouse our deepest apprehension. Upon that class of our people depends, in the last analysis, the happiness and prosperity of the country. It is important, therefore, that something should be done to revive their interest, encourage their labors and brighten

their lives. They have asked for few favors, but have always been the bulwark of the Government in peace and war.

There is no element of paternalism in this matter. It is a public work for the public benefit. No individual will reap an advantage over his neighbor; no section over another section. It is an improvement which will aid the Government itself by strengthening the bonds of union and uplifting its citizenship. It will make prosperous and contented the masses of the people, and it will set no bad precedent of legislation. There is no analogy between it and the socialistic propositions which are urged against it.

What will we do with the proposition? Will we go on for the next one hundred years as we have during the past, or will we arouse ourselves and make this question a burning issue before the people until the result is accomplished?

I have attempted to show the desirability of good roads; that they will be beneficial to all classes of our people; that they will pay as an investment, not only to the local communities, but to the states and the nation at large.

The power is in the people, and upon their decision depends the result.

The Man Who Does Things.

The man who does things is in demand. Every institution wants him. He does not look for positions; positions are looking for him. He does not complain, he acts. He accomplishes results, and these accomplished things speak more loudly for him than acres of subsidized newspapers. What the world wants, what the world rewards, is the man who does things. Discouragements and failures are meaningless nothings to him; results are substantial things for which he strives and attains. There is no trouble in selecting him from the crowd. He can be picked out just as unerringly as his opposite, who abides with discouragement and failure, and they leave an abiding imprint on his countenance.

Men who can do things in industrial, commercial and financial life are as scarce as their opposites are plentiful.

Yes, the tree of opportunity, heavy with golden fruit, is ever waiting for the man who does things. Opportunities are not scarce, they are plentiful, more plentiful than ever before since history began. They await the poor boy who is faithful to his trust. They await the employee who does things without looking at the clock. People who are always looking at the clock never amount to much in anything. Men who do things never consult the clock to see if they can stop. Time was made for slaves, not for virile men who enthusiastically do things. Employees who consult the clock will always be employees without hope of rising.

The man who does things may in his absorption forget his meal time, or his bed, but his opposite will ever be ready for either or both.

Concentration of thought and ab-

sorption in inflexible purpose mark the man who does things. Looseness of thought and instability of purpose mark the man who never does anything. The public soon knows the one from the other and bestows upon him the recognition that he deserves. The man who does things is always at a premium. His services never go begging. He is ever welcome. Success attends his footsteps and failure stands aloof from him.

Tobacco's Draft on the Soil.

It has been calculated that a ton of tobacco withdraws over a hundredweight of mineral constituents per acre of land.

You can at least put your pride in your pocket when it is empty.

Iron and Steel

Horse Shoes,
Toe Calks,
Horse Shoe Nails

And everything
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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.

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

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We want your harness and collar orders. We have out some new styles and prices. Send us sample orders. We have got our collar factory going and can give you the best on the market. Our new catalogue is nearly ready. Send for one.

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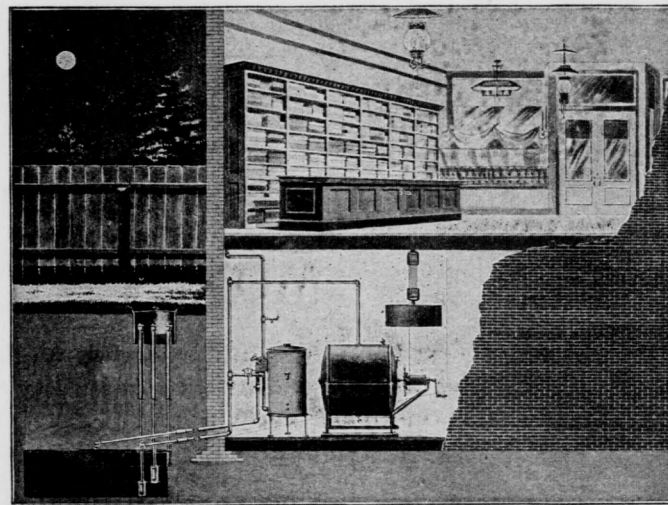
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Rates every day to Grand Rapids.
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The best artificial lighting machine in existence to-day. We will furnish you with an estimate free of charge if you will tell us how many lights you need.

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Manufacturers' Agents

FISH AS FOOD.**Below Meat in Bulk in Nutritive Value.**

Fish, with few exceptions, is below meat in nutritive value in proportion to bulk, but the same elements are contained in both. It is only necessary to eat enough fish to secure the same amount of essentials. The nutrients of the human body are proteine, fat and carbohydrates. Besides these practically all foods contain a large percentage of water and a small percentage of mineral matter.

The fish containing the most nutriment are Spanish mackerel, salt water eels, salmon, shad roe, salted mackerel, salted and dried cod, "boneless codfish," caviare, salted, smoked and dried herring, salted, smoked and dried halibut, and of the canned fish sardines, salmon, fresh and salt mackerel, tunny, haddock, lobster, crab and shrimp. Nearly all of these mentioned are equivalent in nutritive value to an equal amount of veal. California salmon, No. 1 salted mackerel, caviare, salted, smoked and dried halibut, canned sardines, canned salmon and canned salt mackerel are equivalent to the average of beef, veal and mutton. Caviare, indeed, contains twice the nutriment of almost all meats, and is almost equal to side pork, which contains the highest amount of nutritive elements of any meat. The large proportion of the nutriment in pork, however, it may be incidentally remarked, is fat, it being the lowest in the scale

as regards proteine, the most valuable nutrient.

According to Government publications based on investigations made by Professor W. O. Atwater and the New Jersey Fish Commission, the percentage of actual nutrients in preserved fish is much larger than in the corresponding fresh fish, while canned fish, which in effect is cooked fish, compares favorably with fresh fish.

Shellfish resemble meat and food fish in general composition. A quart of oysters, roughly estimated, contains about the same quantity of actual nutritive substances as a quart of milk, or three-fourths of a pound of beef, or two pounds of fresh codfish, or a pound of beef, or two pounds of fresh codfish or a pound of bread. Oysters come nearer to milk than almost any other common food material as regards both the amount and the relative proportions of nutrients. Many oysters are "fattened" after being taken from the beds and before being sold, by floating them about forty-eight hours in fresh or brackish water. By this process the oyster acquires plumpness and its bulk and weight are profitably increased. Oystermen commonly believe that the oyster by this process actually does become fatter and gain in flavor. Careful experiments indicate that what the fresh water actually does is to dissolve salt from the tissues of the oyster and distend them with water. This increases the weight and reduces the nutritive material from

one-eighth to one-fifth. Many consumers think the improvement in flavor compensates for the decrease in nutritive value. The "fattening" also decreases the vitality of the oyster. Green oysters are not injurious, as some suppose. This color is due to the green plant life on which oysters sometimes feed.

Experiments indicate that in the case of man fish and beef are about equally digestible, and that salt fish is less thoroughly digested than fresh fish. Most physiologists regard fish as a particularly desirable food for persons of sedentary habits. The widespread notion that fish contains a large proportion of phosphorus, and is therefore especially valuable as food for the brain, is not accepted by many physiologists. There is no experimental evidence to warrant this assumption.

There are several species of fish which are actually poisonous, but few of them are found in the United States, and the chances of their being offered for sale are small. Fish may contain parasites some of which are injurious to man. Thorough cooking, however, destroys these. To insure freedom from ptomaine poisoning care should be taken to eat fish only when it is in perfectly good condition. Fish which has been frozen and, after thawing, kept for a time before it is cooked is especially likely to contain ptomaines. Canned fish should never be allowed to remain long in the can after opening, but should be used at once. Oysters, when "floated," or "fattened," should

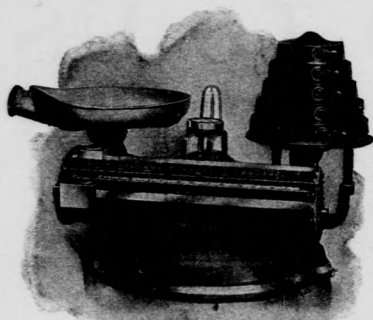
never be placed in water contaminated by sewage.

Spirally Corrugated Flues.

Boiler troubles are expected to vanish in toto after the introduction of a new spirally corrugated boiler tube now being investigated by American railways. A marked saving in fuel is also expected from its use. The tube is made plain at the ends for eight inches, and the body is corrugated in spirals of three and three-quarters inches pitch. These corrugations render the tube elastic, so that expansion and contraction are taken up within the tube itself without throwing heavy stress on the tube sheets. It is related that a sixteen foot tube was stretched three-eighths of an inch without giving it a permanent set. The disturbing of the connections with the tube sheets is the prime cause of most tube troubles. The collecting of cinders by the corrugations would at first sight offer itself as a serious objection to the tube, but it is claimed that there is no trouble from this cause whatever. The economy in fuel arises from the fact that there is an increased area of the tube due to the corrugations and their angular projections, which make such flues more efficient in the transmission of heat.

John A. Howland.

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This is what we have accomplished in the first six months of this year over the corresponding months of last year.

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We build scales on all the known principles: Even Balance, Automatic Spring, Beam and Pendulum, all of which will

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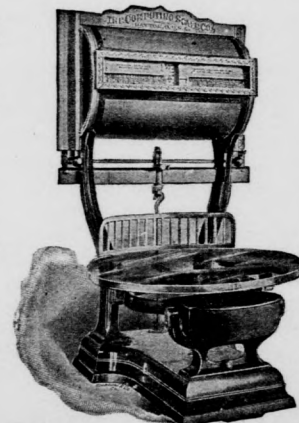
A short demonstration will convince you that they only require to be placed in operation to **Pay for Themselves**. Ask for our illustrated booklet "Y."

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No. 63 Boston. Automatic Spring

SHEEP WITHOUT WOOL.

Peculiar Animals Which Flourish in Barbadoes.

During a call at the Department of Agriculture in the fall of 1903 Sir Daniel Morris, K. C. M. G., Imperial Commissioner of Agriculture for the West Indies, directed the attention of officials of the Bureau of Animal Industry to the breed of woolless sheep which flourish in the Barbadoes and which are there highly esteemed for their mutton. They are raised in the Barbadoes and other parts of the West Indies and are thought to be of African origin, although little definite information is available on this point. They are said to be very hardy and in dry districts are profitable. They are not kept in large flocks in the Island of Barbadoes, but according to Sir Daniel, nearly every peasant proprietor in the drier districts around the coast has a few head. They are tethered to a peg while pasturing during the day and are placed under cover at night. It was also stated that their habits are very much like those of the goat, as they browse to a considerable extent and are thus very easy keepers. These recommendations seemed to indicate that the introduction of this breed might prove useful to the farmers of the states in the extreme South. Accordingly the Department opened negotiations for the purchase and importation of four ewes and one buck, which was successfully accomplished. The sheep landed at New York on Saturday, July 9, and were shipped to the Federal quarantine station at Athena, N. J.

The writer was ordered to New York at once to examine and report upon them.

The sheep were found to be in thin but otherwise excellent condition. Apparently they had been well handled during the shipment and had stood the change nicely. The employees at the quarantine station reported that no ticks had been found on them and that the skin was apparently healthy.

This is a medium-sized, upstanding, fawn-colored breed, practically without wool, and hornless, or nearly so. In general appearance they somewhat resemble at a distance diminutive hornless Jersey cattle or deer, the color being exactly the shades of fawn seen in Jerseys except that the mouse-colored fawn is not apparent. The sheep are decidedly "leggy," but have fairly deep bodies and quite well-sprung ribs. They appear to be hardy and of good constitution. There is fair width of back and loin, but a very deficient hind quarter. The rump is quite steep from the hips to the tail-head and the tail is set very low. The thighs are "cat-hammed;" there is little rotundity of buttocks, very little depth of twist and the flesh is not carried down on the hocks as one sees in the best mutton breeds.

The legs are generally quite well set and the sheep are active and lively. Ears are somewhat large and drooping, much like those of a Suffolk or Hampshire. There is also a

slight tendency to a Roman nose, especially in the buck.

The color of these sheep strikes one at first glance. This is either red or yellow fawn, marked with black, which shades into brown on the hind quarters of one of the ewes. The black is confined to the inside of the ears, a spot on the poll, two spots on the forehead near the eyes and another below each eye, reaching to the lids. There is generally a spot on the top of the nose, which is black, and there is always black under the jaws running back at least as far as the angle of the jaws. In one ewe this is continued on the under side of the neck to the brislet in a rather broad line, where it joins the back of the belly, but in others the line is indistinct or is missing or displaced by a black spot near the jaws. The black color spreads over the belly and the inside of the legs, and reaches partly around the thighs, entirely up to the anus and on the under side of the tail, generally reaching to the extreme tip of the tail. It never spreads higher than the flanks on the body. In one case it fades into brown on the outside of the thighs. In the buck the legs below the knees and hocks are entirely black and there is considerably more black on the head and black hairs on the top of the neck. In the ewes the fawn color spreads down the outside of the legs somewhat evenly to the fetlocks. In the ewes, also, there are fawn-colored hairs around the anus and vulva, which in one case form into a fawn-colored band which extends to the udder. The teats in the ewes and the lower end of the scrotum in the buck are marked with fawn-colored hairs.

The ears are peculiarly marked with a light fawn-colored line close to the outside edge, and extending about two-thirds of the way around. They also generally have black hairs among the fawn-colored ones on the outside and a few fawn-colored hairs near the head on the inside.

The markings which seem to be constant are the black coloring of the belly, the inside of the ears, and the poll, the spots on either side of the eyes, above the nose, and under the jaws, the black line under the tail, and the fawn-colored line on the edge of the ears.

The body is covered with a thick, pliable and generally soft skin, which carries an abundant coat of coarse hair. The hair seemed coarser on the light-colored sheep than on the darker ones. In three of the ewes there are traces of wool. One shows white wool fibers over the tops of the shoulders, over the crops and upper ribs and extending about halfway over the back. The second shows the same tendency, but with a more limited area. The third shows brown wool fibers on the back and outside of the hindquarter, about halfway between the hock and the point of the buttock. The hair always lengthens in this part in all specimens. The buck has a decided beard, which extends from the angle of the jaws almost to the brisket, at which latter

point it is quite prominent. The color of the beard is black, with a few brown hairs. The hair fibers are about three-fourths of an inch long over the most of the body, increasing in length on the back of the hind-quarter to as much as one and one-half inches. Where wool is present it is longer than the hair.

The skin is thicker over the upper part of the ribs than in other parts of the body and becomes thicker towards the tail, the difference on the rump being quite perceptible. In the buck, loose skin (not folds, however), may be seen on the top of the neck.

The bone is rather large but generally clean. The ewes average a little over 75 pounds and the buck weighs 80 pounds. They are yearlings.

Whether these sheep will prove valuable for mutton purposes remains to be seen. They will be carefully tested by the Department and their adaptability to Southern conditions studied. It is thought that they may be useful in extreme Southern parts of the country, where a heavily woolled sheep may suffer on account of his covering.

James Buckingham.

A man is as big as his thoughts.

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.

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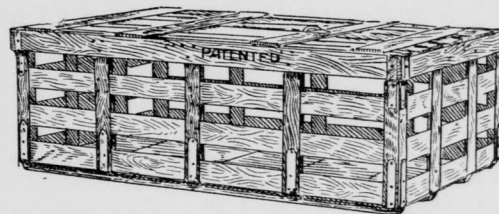
Are ever on the alert to increase their business. To do this it is necessary to take advantage of every opportunity to make a good profit.

Superior Stock Food

Not only brings a good profit with each sale, but sells better than any other stock food because it is the best on the market. Write us for full information.

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POULTRY CRATES



Standard Sizes

For Chickens

36x24x10, each.... \$.55
42x26x12, each.... .65

For Turkeys

36x24x16, each.... \$.65
42x26x16, each.... .75

These crates are positively the lightest, strongest and best on the market for poultry shippers. They are made of seasoned elm, 3-16 inch thick and put together with cement coated nails, which makes them the strongest and lightest for handling, effecting a great saving in freight and express charges. We will build these crates any size desired. Prices on application.

Wilcox Brothers, Cadillac, Mich.

You can get to any station
That's on Life's schedule seen,
If you've fire beneath the boiler
Of Ambition's strong machine;
And, you'll reach a place called Flushtown
With a rate of speed that's grand
If, for all the slippery places
You have a good supply of sand.



Gloves and Mitts as Side Lines in Shoe Stores.

Many shoe merchants are putting in gloves and mitts as a side line. They require but little room and usually sales are quickly made. Especially is this true of working gloves and mitts, for which there is an ever increasing demand.

The profits on mitts and gloves will average 33 1-3 to 50 per cent., men's heavy working gloves and mitts costing from \$4 to \$4.50 per dozen selling readily at 50 cents per pair, and men's fine lines, costing from \$8 to \$9 per dozen, selling at \$1 to \$1.25. Those costing \$12 sell for \$1.50.

One shoe merchant in the West commenced by introducing a few staple lines of gloves and mitts suitable for heavy work, which retailed at from 25 cents to \$1.50, and even yet these form the bulk of his stock, but he has also added a few lines of finer goods. His mode of calling attention to the gloves might be objectionable to the majority of shoe dealers for several reasons, but it proved successful in his case, and, of course, he is quite satisfied. He strung wires across the store, from front to back, and on these hung the gloves, with signs attached, calling attention to the kind and the price. The scheme proved a great attraction, and the first month or two after he introduced it the profits warranted a considerably larger stock being laid in. At the present time the glove and mitt department, he states, is a very important factor in his business. In addition to the actual profits netted from the sale of gloves and mitts the advertisement is a good one. People who had never been in his store before have frequently come in to buy gloves and mitts and have been led to buy shoes at the same time.

This is the testimony of only one man, and although his method of display has been primitive, it might be followed in some stores with success. The point to be observed from his experience is that of display. As soon as he had placed the gloves prominently before the public the sales increased considerably.

The writer sometimes thinks that the reason so many lines of shoes turn out to be poor sellers is because each pair is enclosed in a carton and left on the shelf. The public do not know what are there. The staff of a store become convinced that they are not good sellers and they are left there instead of being shown as they ought to be. When the time for cut price sales comes along they are then brought out and displayed and sold at a loss of profit, if not at a loss of part of the original investment. It is the same with any line of stock that is put in the store. People must be shown the wares. Nine times out of ten where this is done

the goods prove attraction enough to make the sale without any extra effort on the part of the clerk.

In these days of artistic decoration there are many neat and serviceable overhead fixtures manufactured that can be used for the display of gloves and mitts, hosiery, etc., that can be used with profit in any up-to-date store. Show the goods and they will sell of themselves.

One hundred dollars will be sufficient to open a profitable department of gloves and mitts. This sum should be divided about as follows: One quarter for fine lines, the balance, three-quarters, for the working varieties. Of course, it should be understood that this provides for men's lines only. A glove department for women can not be successfully put into a shoe store unless the stock carried is very large. It also requires a special salesman to serve at the ladies' glove counter. There is the constant trying on, and the person who undertakes to fit a glove to a woman's hand must be experienced or the customer will not be satisfied. Leave the women's gloves to the dry goods stores for a while at least. Perhaps later you can install that line to advantage also.

There is one thing in favor of the ladies' glove department, however, and that is the fact that there is something doing there all the year around, while in men's gloves there is comparatively nothing doing after the spring trade is over, until the fall season opens up. The wearing of gloves in the summer time is being largely discontinued except for formal occasions, but there are always a few driving gloves sold during the summer season. Working gloves and mitts have a certain sale all the year around, but in summer only the lighter ones are demanded.

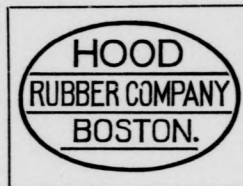
The fall is the best season to open a glove department, as it is then that the big run on these goods commences. During the winter the quantities of warm lined working mitts and warm street gloves sold is enormous. No one not accustomed to handling the line can form an idea of how many working mitts especially are sold. Some workmen require from three to five pairs to tide them over the cold season.

For men's fine wear the choicest glove is now made from mocha, originally used in the manufacture of shoes only. The colors that will be most popular for next season's wear will be in the various shades of tan and brown, with the medium shade leading in popularity, as far as a forecast can now be estimated. Real mochas are high priced goods, but are extremely good sellers when a trade in gloves is once established. The material has a soft, velvety finish, and in harmonizing color with a good silk lining is a fitting addition to the costume of any gentleman.

There are many imitations of mocha and some of them exceedingly good value. These are also made in the fashionable shades and colors. Dog skins and their imitations will be very good sellers the coming fall and winter.

Hood Rubbers

STATE



AGENTS

ARE NOT the product of a day. They represent the experience attained by many years devoted exclusively to the manufacture of rubber boots and shoes, and making them give

Entire Satisfaction

HOOD RUBBERS today are unquestionably in the lead. We have customers telling us every day that they are the **FINEST FITTERS**, give them the least trouble, and make them more money than any other rubber on the market.

We carry a big stock and they are all new, freshly-made goods. Let us take care of your next rubber order with HOOD'S?

Boots and Shoes

We carry the largest line of Boots and Shoes in Western Michigan, and are always in a position to fill your orders promptly. Let us correspond with you.

Geo. H. Reeder & Co., Grand Rapids, Mich.

Our store is on the way to Union Depot and we are always pleased to see our friends and customers.

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The Great Specialties



Men's Fine Shoes.

Men's Extra Good Work Shoes.

Solid and substantial Boys', Women's and Girls' Shoes.

High Topped Shoes for Farmers, Lumbermen and Hunters.

Each and every pair made from the best leather in the best way to give the best possible foot satisfaction in wear and comfort.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

Makers of Good Goods Only.

Merchants' half fare Excursion Rates every day to Grand Rapids. Send for circular.

It Will Soon be Time for Calendars

Wouldn't it be better to place your order early than to wait until the last moment and then have to wait? Remember, we are the largest calendar manufacturers in the West. We will send you samples and prices upon application.

Tradesman Company, Grand Rapids, Michigan.

If the merchant decides to invest only a hundred dollars or so in a glove department it is best that but three or four lines in men's fine gloves be put in as a starter. The working gloves and mitts are the ready sellers, and the stock in these should be as complete as it is possible to make it with the small amount of money to be invested. These are made from almost every conceivable skin and the best of them have their imitations. Horse hide is now being extensively used in the better grades of working gloves and mitts. This leather is tanned in such a manner as to resist fire and water, and while higher in price than many of the other lines will give the utmost satisfaction to the customer.

The popular mitt for the winter season will be made with a woolen inner mitt and a covering of some kind of leather. The popular price will be 50 cents. The coverings of these mitts will be found in almost every color; black, brown and tan being the best selling colors of the lot. Buy freely of these lines, but do not buy too many different lines, just enough to make up a good assortment.

If the fine glove, especially the unlined ones, are being placed in stock, great care should be taken in their sale. So many gloves are ruined by the careless manner in which men handle them when trying them on that it might be a wise thing to give here a few hints on this matter.

The glove stock should be kept near the door if possible, and instead of a counter case being used there a wooden one should be had, made low enough for a man to comfortably rest his elbows on it when sitting down. Two or three stools should be provided for the seating of customers at this counter. It should also be narrow enough so that the salesman will have no difficulty in reaching over it to try the glove on the customer.

Gloves should never be put on for the first time in a hurry, nor should they be pulled and jerked as though they were made of cast iron. Very often when a man pays a good price for a glove he thinks that a safeguard against its splitting, but this is a great mistake, as the delicate skins and fine silk sewing can very easily be pulled to pieces. Great care should be taken to get each finger in its place perfectly square and straight, with the seams of the fingers running up and down the finger in a straight line. After the glove is on snugly the wrist should be gently and carefully pulled straight and the buttons slipped through the holes, or the fasteners snapped. In taking the glove off pull the wrist down over the fingers and take hold of the ends of the fingers through the wrist. A little care when first putting on the gloves will affect the shape afterwards and will naturally help to preserve them and prevent losses from splitting. By all means, if you decide to handle fine gloves, have a man to look after that business all the time, as it requires clean hands, which a shoe salesman can

not always boast of. The lined gloves are always worn a trifle looser, and do not require so much attention, and there is very seldom much trouble with them.

In fine lines the sizes will run from 7 to 10. In an opening order, however, 7½ should be the smallest purchased and about 9½ the largest. The sizes run in quarter inches. In measuring a man's hand for a glove, place the tape around the knuckle joints and measure it firmly, but not too tightly. The number of inches will give you the size of the glove.

In adding a new line like fine gloves it is always wise to go slow unless the buyer is thoroughly posted in stock and qualities. Many shoe merchants have added working gloves and mitts and the more staple lines of men's fine gloves to their shoe stocks and find that they go very nicely together. There is not the slightest danger of loss in the staple lines, even if poorly bought, but the finer lines, even in the very highest qualities, require the greatest care and study to make a profit on them. It requires a knowledge of prevailing styles and the foibles of fashion to make a large venture in the fine lines profitable.

Where a glove department has been opened it should be thoroughly advertised in the papers and by every means available. The show window is a wonderful advertising medium for these lines. An assortment displayed there will soon bring in customers. Do not be afraid to put the prices on all these lines you display in the windows; men like to know the cost of these articles without having to ask too many questions. You must cater to their wants by studying their peculiar characteristics. Always show the workmen who are purchasing shoes any of the new gloves you have in that will be suitable to their work. By doing so you can make a lot of extra sales.

Write to some good house handling gloves and mitts, tell them how much you want to invest, and have them send you a set of samples, pick out a dozen lines and order them sent on for fall—do it now.—Shoe Retailer.

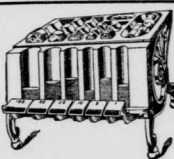
The road to the poorhouse is paved with gold bricks.

PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.



Lamson

Coin Cashier

Makes change quickly and accurately. Used by the U. S. Gov't, Banks, Trust Co.s and business houses generally. For sale by principal stationers.

Lamson Con. S. S. Co., Gen. Offices, Boston, Mass.

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.

Business Opportunity

For Sale—The stock and good will of a prosperous, well-established wholesale shoe business of highest reputation, in one of the best cities of the west. Parties wishing to consider such an opening will please address C. C., care of this paper, when full details and an opportunity to investigate will be given. Capital required, about \$100,000.

Speak Quick

It will be necessary for you to hurry up if you want some of those warm shoes made by the Scheurmann Shoe Manfg. Co., whose stock we just bought, as they are going fast. These are all fresh goods, made in the best manner, consisting of Felt Shoes, Juliettes and Slippers, fur trimmed and fancy ornaments, with flexible McKay sewed soles, and we can give you some genuine bargains, if taken soon.

We are also making some lively prices on The Lacy Shoe Co.'s stock.

WALDRON, ALDERTON & MELZE

Wholesale Shoes and Rubbers

No. 131-133-135 No. Franklin St.

Saginaw, Mich.

The Test of Quality

Some Rubbers are Good, others are Better, competent judges proclaim **Banigan's the Best**. This inspires more confidence in our salesmen, seems flattering to us and is very encouraging to the factory.



It is to be hoped you profit by experience of others and augment your rubber sales by putting in **Banigan's Best** for your leaders. Shall we mail you our illustrated catalogue?

GEO. S. MILLER, Selling Agent

131-133 Market St., Chicago, Ill.

MEN OF MARK.

David E. Uhl, Manager of the Fancy Furniture Co.

A fact that is liable to be overlooked is that cause and effect are invariably associated. It is known that if a ball be tossed into the air the law of gravitation will pull it down to earth. This law is so patent that it is understood by all; there is not an effect which does not hinge indubitably upon a cause, the cause often being so hidden, however, that it is not easily understood. It is said that such and such an event happened, but in the true sense of that word nothing happens. Nature is not at all disturbed because her laws are not understood; none the less, though, are they ever exacting, irresistible and unchanging.

A deep enough delving will explain the success or failure of any man. There is a key note to it somewhere; in the case of failure a disregard of the essential requirements; in the case of success the recognition and adoption of these requirements. Mathematics is law reduced to our understanding by the means of numerals, but there are an addition, subtraction, multiplication and division of life, the rules of which are as exact as are those which govern the manipulation of numerals. These laws cross and recross, but are never contradictory.

These facts are practically axiomatic; a comprehension of them is an essential part of rudimentary education and the initiation of the barest education must inevitably—consciously or unconsciously—embrace them. It is in their application, however, that they are of practical value. Most—practically all—sane beings who have reached their majority have acquired them, but the unsuccessful retain them only subconsciously; the successful put them to practical use. An excellent example of the latter class is a gentleman who is the original of the portrait that ornaments this page of the Michigan Tradesman.

One does not have to look far beneath the surface to account for the success of David E. Uhl, whose home and place of business are in Grand Rapids, and who is regarded as a bright light in the furniture trade of the Wolverine State. That Mr. Uhl is robust physically may be set down as one reason, this health condition creating a buoyancy of spirit that gives him courage to grapple with large propositions. To this good health in no small way may be attributed his good nature. While never boisterous—indeed, he may be called quiet—he has a keen appreciation of the humorous and never loses an opportunity to get a pleasant joke on his associates. He is one of the most agreeable of companions in that he has high respect for the feelings and rights of others. On the other hand, he insists that others shall respect his feelings and rights. The fairness in his nature is known by all with whom he comes in contact. He assumes no credit that should go to others. In thought and action he is as independent as a man well can be.

He is David E. Uhl to-day, to-morrow and always. Hypocrisy he detests, and he has the charming quality of acknowledging that he is human. He neither speaks nor operates behind a screen, apparently proud that his friends shall know him as he is.

David E. Uhl was born in Ypsilanti, July 23, 1870, being the eldest son of Hon. Edwin F. Uhl, who was an honored resident of this city for over a quarter of a century, during which time he served the city as Mayor, the Grand Rapids National Bank several years as President and was conceded to be one of the leaders of the bar. Under President Cleveland's second administration he served his country as Assistant Secretary of State and afterwards as Ambassador to Germany. His ante-

Fancy Furniture Co. He was then, and has been ever since, the sole owner of the business, starting in a small way in the brick building just south of the Voigt Milling Co. He was soon compelled to seek larger quarters, which he found in the Powers building, at the west end of Pearl street bridge. He remained in this location until Feb. 1, 1899, when he removed to his present factory in the south end of the city, which at that time was considered the most up-to-date in arrangement and equipment of any factory in the city. The business was gradually increased from year to year until 125 employees are now on the pay roll. The product is sold all over the country and an export trade is gradually being developed.

Mr. Uhl was married on April 11



David E. Uhl

cedents on his father's side were Teutonic, his great grandfather having emigrated to this country from Germany. His mother's antecedents were Yankee, she being able to trace her ancestors back through several generations of sturdy New Englanders.

Mr. Uhl removed to Grand Rapids with the family in October, 1876. He attended the public schools of Grand Rapids and after three years in the high school spent a year in the preparatory school at Sewanee, Tenn. He subsequently pursued the literary course three years in the University of the South, returning to Grand Rapids to take a clerkship in the Grand Rapids National Bank, with which institution he remained three years. November 14, 1892, he engaged in the manufacture of furniture, under the style of the Grand Rapids

of this year to Miss Sarah B. Harmon. They reside in the Miller homestead, at 15 Madison avenue.

Mr. Uhl is a member of St. Mark's church and is affiliated with the Elks, Maccabees and Modern Woodmen. He is serving his fourth year as a member of the Board of Fire and Police Commissioners and is President of the Board. He ran for alderman of the Second ward some years ago, being defeated by only eighty-five votes, which is the closest any Democrat ever had of being elected alderman in that ward. He is the candidate of his party for the State Senate, and it goes without saying that his personal popularity will assist him very materially in reaching the goal of his ambition.

Mr. Uhl was for several years a director of the Fifth National Bank, and is at present Treasurer of the

Century Fuel Co. About six years ago he became interested in oil wells in Geneva, Ind., and is now a three-fourths owner in about sixty-five wells, which are producing enough oil to render his returns from that investment very satisfactory.

Mr. Uhl inherits from his parental ancestors the bull dog tenacity of purpose which has enabled him to surmount many obstacles and turn defeat into victory on more than one occasion. The greatest crisis which ever confronted him—one of the greatest which ever confronted any man—reached its culmination in the spring of 1901. The manner in which he met and overcame disaster is thus described by the Evening Press of Feb. 13, 1903:

A typical instance of the indomitable courage and energy, coupled with keen business management, which have marked the rise of Grand Rapids manufacturers was revealed today in the cancelling of a large mortgage.

On May 14, 1901, heavy notes which bore the endorsement of Hon. Edwin F. Uhl, who was then dangerously ill, forced David E. Uhl, Manager of the Grand Rapids Fancy Furniture Co., to give a mortgage for \$59,500 on the furniture company's property. This mortgage was to protect the seven banks carrying the notes and was designed also to protect the promising business which the younger Uhl had built up and permit it to pay off its own indebtedness. A provision to the effect that the business should be continued and under Mr. Uhl's direction was, in fact, inserted in the mortgage.

That the banks acted wisely in agreeing to this was shown to-day, when David E. Uhl discharged the mortgage in full. In less than two years the Grand Rapids Fancy Furniture Co. has dug its way out from under an indebtedness of almost \$60,000. Mr. Uhl and his associates are receiving many congratulations from those who know how plucky and determined has been the fight to clear the company from the mortgage indebtedness, while at the same time developing and expanding the business.

Mr. Uhl does not know what it is not to work. At the start he knew of no way of reaching the top except on the ladder of labor, and he has gone from rung to rung. Every morning he is at his office at 7 o'clock and is there until closing time in the evening. It is his policy to set an example to the employees in the factory by showing them the way. It is his desire to have only sober, industrious men in his employ, and he believes in paying them all their services are worth. He pays them well and expects they will return value received in industry and loyalty. While he raises no objection to unions, insisting that labor as well as capital has a right to organize, it would be time lost for the members of any union to attempt to dictate to him regarding the management of his business. With him it would be either an open shop or one that was closed in the strict meaning of that word.

The business methods of Mr. Uhl are closely allied to those which have been practiced by the majority of the furniture manufacturers who have made a marked success of their calling. In his opinion a man should be liberal and broad-minded in business;

it is his belief that the narrow-minded and bigoted man does not make friends, and that the more friends the business man has the larger will be his volume of trade.

A Social Problem Difficult of Solution.

Written for the Tradesman.

Of late the newspapers have been filled with editorials concerning breach of promise cases daily pending in the courts.

The evidence brings to light the weakness of both parties. It seems that some girls will never become sufficiently wise to know the true characteristics of a lady; that they are never wise enough to keep the emotions of their souls locked within their own minds. How can a girl allow herself to gush over with love to such an extent that the only thing in her mind is that? Then to write it to the adored one until he finally becomes tired of the monotonous tone and casts her off!

Why does she center her affections so greatly in one that her faith and trust are placed in him to such an extent that she loses all power to resist that which is wrong, for with such weakness she can never hold the love of any man?

What a man should desire in his loved one is modesty and firmness. Do not allow him to think that he holds your entire life's happiness within his grasp, for there is where you lose.

Have principles based on morality and retain them with firmness, then do not fear but that you will be coveted.

Ah, shame and disgrace to such as allow their fair selves to be laughed at and scorned in court—their weakness published to the world, their name and life career to be sent broadcast over the land, all for money which may be granted in a breach of promise suit!

What is money compared with a fair name? It should be nothing. What can a girl want of a husband who cares nothing for her? Why does she continue to love the wretch who has ceased to care for her? That alone should cause her to be thankful that she has escaped the terror of becoming his wife. How can she bring herself to have such an affair—one that should be merely personal—made public?

All for money! With many in our land to-day the Almighty Dollar claims first recognition—comes before character, before self-respect, before honor. The thought is appalling to the elevated mind that in this age of culture, of education, such views should obtain. It would seem that a person reared in a land containing so much refinement could not be so void of self-respect. It is to be hoped the future state of civilization may be such that the courts will be a place where such discussion is unknown.

Lucia Harrison.

Ever notice how quickly time flies when you are trying to make up your mind to begin a particularly hard job?

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.	Drs. of Powder	oz. of Shot	Size Shot	Gauge	Per 100
120	4	1 1/4	10	10	\$2 90
129	4	1 1/4	9	10	2 90
128	4	1 1/4	8	10	2 90
126	4	1 1/4	6	10	2 90
135	4 1/4	1 1/4	5	10	2 95
154	4 1/2	1 1/4	4	10	3 00
200	3	1	10	12	2 50
208	3	1	8	12	2 50
236	3 1/4	1 1/4	6	12	2 65
265	3 1/2	1 1/4	5	12	2 70
264	3 1/2	1 1/4	4	12	2 70

Discount, one-third and five 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 85

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.	15 00
Garden.	33 00

Bolts

Stove	70
Carriage, new list.	70
Plow.	50

Buckets

Well, plain.	4 50
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Butts, Cast

Cast Loose Pin, figured	70
Wrought, narrow.	60

Chain

Common.	7 c.	6 c.	6 c.	4 3/4 c.
BB.	8 1/4 c.	7 1/4 c.	6 1/4 c.	6 c.
BBB.	8 3/4 c.	7 3/4 c.	6 3/4 c.	6 1/2 c.

Crowbars

Cast Steel, per lb.	5
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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 Rasps.	70

Galvanized Iron

Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28	
List	12 13 14 15 16 17
Discount, 70.	

Gauges

Stanley Rule and Level Co.'s	60&10
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Glass

Single Strength, by box	dis. 90
Double Strength, by box	dis. 90
By the light	dis. 90

Hammers

Maydole & Co.'s new list.	dis. 33 1/2
Yerkes & Plumb's	dis. 40&10
Mason's Solid Cast Steel	30c list 70

Hinges

Gate, Clark's 1, 2, 3.	dis 60&10
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Hollow Ware

Pots	50&10
Kettles	50&10
Spiders	50&10

Horse Nails

Au Sable	dis. 40&10
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House Furnishing Goods

Stamped Tinware, new list.	70
Japanned Tinware	20&10

Iron

Bar Iron	2 25 rate
Light Band	3 00 rate

Knobs—New List

Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85

Levels

Stanley Rule and Level Co.'s	dis.
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Metals—Zinc

600 pound casks	7 1/2
Per pound.	8

Miscellaneous

Bird Cages	40
Pumps, Cistern.	75&10
Screws, New List	85
Casters, Bed and Plate	50&10
Dampers, American.	50

Molasses Gates

Stebbins' Pattern	60&10
Enterprise, self-measuring.	30

Pans

Fry, Acme	60&10
Common, polished	70&10

Patent Planished Iron

"A" Wood's pat. plan'd, No. 24-27.	10 80
"B" Wood's pat. plan'd, No. 25-27.	9 80

Broken packages 1/2 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 25
Wire nails, base	2 10
20 to 60 advance.	Base
10 to 16 advance.	5

8 advance

6 advance

4 advance

3 advance

2 advance

1 advance

Casing 3 advance.

Casing 4 advance.

Casing 5 advance.

Casing 6 advance.

Finish 10 advance.

Finish 8 advance.

Finish 6 advance.

Barrel 1/2 advance.

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	9
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Sand Paper

List acct. 19, '86	dis 50
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Sash Weights

Solid Eyes, per ton	28 00
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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	5 50
Second Grade, Doz.	5 00

Solder

1/4 @ 1/2	21
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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
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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 Nos. 8 & 9 boilers, per lb	13
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Traps

Steel, Game	75
Oneida Community, Newhouse's	40&10
Oneida Com'y, Hawley & Norton's.	65
Mouse, choker, per doz. holes	1 25
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	2 55
Barbed Fence, Painted	2 25

Wire Goods

Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10

Wrenches

Baxter's Adjustable, Nickled	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.	56
8 gal. each	56
10 gal. each	70
12 gal. each	84
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 60
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70

Churns

2 to 6 gal. per gal.	6 1/2
Churn Dashers, per doz	84

Milkpans

1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6

Fine Glazed Milkpans

1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6

Stewpans

1/2 gal. fireproof, bail, per doz	85
1 gal. fireproof bail, per doz	1 10

Jugs

1/2 gal. per doz.	60
3/4 gal. per doz.	45
1 to 5 gal., per gal.	7 1/2

Sealing Wax

5 lbs. in package, per lb.	2
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LAMP BURNERS

No. 0 Sun	35
No. 1 Sun	

DRY GOODS

Weekly Market Review of the Principal Staples.

Silks—Silk stocks show no sign of diminished interest or decreased sales. The condition in every silk department is particularly bright. Not only have silk people experienced a most satisfactory business up to the present, but the outlook is growing better. Chiffon taffeta is a line that is causing some trouble. Jobbers who have a stock of chiffon taffetas on hand are considered fortunate. Mills are unable to make deliveries of any consequence within the next thirty days. Retail trade conditions are equally good. Silk roadmen report stocks broken in an encouraging degree. This means that merchants have been selling silks freely this fall, and the orders received, both mail and road orders, indicate that merchants expect to sell more silks the coming season.

Plaids—Prejudice should be thrown to the wind when a merchant's trade wants certain merchandise. It must be acknowledged that the general trade has not been favorable for some time past to plaids either in silks or wool goods. There has been a suggestion of plaids for several seasons, but nothing of interest has developed. Merchants have looked askance at them. This season they can not afford to do this, as plaids are both prominent and popular with the city trade to such a degree that it will be difficult for shoppers outside the cities to ignore them. Plaid silks are in strong demand in the larger stores, and the demand is spreading rapidly all over the country. They promise to be the feature for waists during the fall and winter. Now and then a full plaid costume is seen, but the important consideration is plaids for waists. Everything in plaids which the large stores have in stock is out on exhibit. So strong has the demand for plaids become that there is a distinct scarcity. Scotch plaids in toto are selling. There seems to be a general clan demand. Blue-green-red combinations are strongest.

Taffetas—There is no division of opinion about the position of plain soft fabrics in a variety of weaves. The bulk of fall business will be done in goods which have taken and are worthy of the name chiffon on account of their extreme pliancy and drapy quality. Taffetas of this character are the direct antitheses of those in demand a few seasons ago, when stiffness, rustle and a "cry" that could be heard at a distance were indispensable. When one considers that stiffness, rustle and "cry" can be produced by the use of chemicals and only pure silks of pure dye can be made with the chiffon finish, the value of the latest production will be appreciated. The belief in the continued leadership of taffeta for two seasons at least is supported by the testimony of orders booked, in

which it is far in advance of other weaves. Blacks have had a very satisfactory run, but all varieties of taffeta—piece-dyed colors in the fashionable light and dark shades, chameleon, glaze and shot taffetas—all are very well taken. Checks and neat jacquard designs will retire with the shirtwaist suit for street wear, but will probably return with it next spring. Manufacturers are already busy with checks, and it is quite possible the check epidemic which swept Europe in the past season will culminate here in the summer of 1905.

Fancies—Some domestic manufacturers have developed novelties in fancies that are attractive enough to sell themselves. Two or three numbers in warp-printed satin brocade, cream with pompadour design and coloring, are as beautiful as anything produced by foreign looms. Taffetas with warp-printed bouquets or garlands in shadowy pompadour colors on white are traversed by black satin stripes of graduated widths or black Peking stripes in groups. The same grounds have wide satin equi-distant stripes in white, pale blue or pale rose. As the fall redingote and coat of velvet and all kinds of high-class fur garments will be lined with light brocades, there will be a considerable outlet for those in that direction. The showing of black and shot taffetas in dark shades with large medallion designs in Roman colors or with large discs in a contrasting color, are extremely chic; also some exquisite warp-printed crepes de chimes and printed chiffons for evening wear.

Ribbons—The handsome ribbons of the season are attracting the attention of the millinery trade, and it appears that ribbons are to be used in greater quantities than for some years. This is not so much due to the favor with which ribbons are regarded by conservative buyers of millinery, but simply because the regular course of trade has once more swung their way. For some time past the ribbon industry has not been experiencing the most favorable conditions, and they are in line for any fad or fancy which blows their way. Polka dots or ball effects are quite attractive on ribbons, and have a good sale. These designs are so popular that they are brought out in various weaves and ground shades. They appear not only on regular silk ribbons, but also on gold and other gauzes.

Usefulness and Comfort of Sneakers.

"Sneakers," said the man from the woods, "that's what you want, sneakers."

"Not that everybody has them. We found plenty of people walking the trails in leather shoes, and, as a matter of fact that's what I would have done myself if my friend who knows a heap more about such things than I did hadn't warned me to get sneakers. You want the sneakers big enough, but not too long; no long end sticking out in front of your toes to catch in things as you walk. The soles of leather shoes soon wear smooth in the woods, and if the trails are dry you slip on leaves and pine

needles and twigs and roots, and your hard heels, of course, don't give you any foothold whatever; but sneakers, with their flexible rubber soles extending the whole length of the foot, and their equally flexible cloth tops, permit the foot the freest play, and permit it to settle and grip on whatever you step on.

"And with sneakers you can, so to speak, wrap your feet around the logs you have to walk in crossing brooks and marshy spots, and there is nothing like them for climbing and walking down hills and so sneakers are the thing for comfort and safety. Of course, this is all old to people accustomed to them, but, as I said, we found plenty of people walking the trails in leather shoes, not yet

knowing the comfort and usefulness of sneakers. My friend tells me that there is a sort of moccasin that is better for walking than sneakers, and that may be; but sneakers satisfy me, as far as I've got, and next year when I go to the woods I take along sneakers, and I take two pairs. The soles of them may tear loose, and you want a pair in reserve, and one or two extra pairs of laces.

"Take off your suspenders, if you wear them, and put on a belt, and give your body a freedom that will be astonishingly delightful if you have never experienced it, and put sneakers on your feet; and then you can walk the wood trails, not only with safety, but with joy unlimited and unrestrained."—New York Sun.

Floor Coverings

We carry a complete line of Matting, Oil Cloths and Linoleums. Matting at 10½¢ per yard and better.

Floor Oil Cloths at 17½¢ per yard and better.

Linoleums at 35¢ per yard and better, also a nice line of Stove Oil Cloth Rugs.

Our goods are new and the patterns are neat and desirable.

P. Steketee & Sons

Wholesale Dry Goods

GRAND RAPIDS, MICH.

Merchants' Half Fare Excursion Rates every day to Grand Rapids. Send for circular.



After All

We must concede that the rubber lined duck coat is the only work coat that is really waterproof. We have good values in blacks or tans at \$18.00 and \$24.00 per dozen.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

GRAND RAPIDS, MICH.

Merchants' Half Fare Excursion Rates every day to Grand Rapids. Send for circular.

Satisfactory Autumn Trade in Men's Furnishings.

Manufacturers have but little to complain of in their season's business, although many say they wish the retailers would be a little less conservative in their estimates of their probable trade. They realize, however, that they have taken the wiser course, as was proved in the spring and summer trading, when the same conservatism marked their purchases, and although these purchases were repeated, sometimes quite frequently, this very caution served many merchants from loss undoubtedly, and the reports of business conditions show that there have been fewer failures during the past season than usual.

The manufacturers have been complaining of the slowness of merchants in placing their orders for neckwear, but now they seem to be better satisfied, for beginning with the middle of August country merchants began placing orders, and one manufacturer said that he had never sold such large bills of neckwear as he did the last part of August and Sept. 1. They have sold chiefly silks that include a good proportion of green, orange, brown, purple, etc. All of the colors mentioned have been shades that appear popular and in the various combinations have given a rich variety.

Neckties are large and attractive. The new neckties are wide and made of silk of many colors. The silks are heavy and are figured in various patterns. The best color is red, or wine color, or a claret shade. And there is a tie which combines red and green in changeable silk with very good effect.

Scarfpins are varied and very eccentric. Indian arrow heads, quaint arabesques, odd designs carved out of wood and small spring flowers are all seen in natural lines and in pretty shapes. A carved head in black wood is very taking upon an imperial tie of many colors, and there are jeweled pins which look fine against a background of subdued silk.

Haberdashers are buying quite freely of autumn novelties, including underwear, hosiery, gloves, shirts, etc., yet it is noticeable that they use extreme care to select only such articles as have genuine merit and are likely to appeal to the good taste of consumers.

Spring shirt lines are now complete and many salesmen are out on their early trips. It will be a season without any great changes either in fabrics or patterns. There is plenty that is bright and attractive in weave and design, but still only variation of the "things gone before." Tans promise to rather more than hold their own; gray effects are plentiful; the corn and biscuit shades are looked upon as doubtful; and pinks and helios are but little more sure. In the designs there are some novel Persian effects, intermittent stripes, clipped figures in jacquard weaves, besides the usual showing of stripes, single and grouped, detached and grouped designs, flowered, geometrical, etc. Light and dark grounds are shown in almost

equal proportions, with, it is believed, a slight preference for the lighter tones. There is much diversity of opinion in regard to the ultimate outcome of this point and all calculations may be upset before the new season gets really into full swing. There promises to be a demand for soft collared flannel shirts, and many rich flannel effects are being shown by the manufacturers.

Generally speaking, tan, gray and blue promise to be the leading colors for spring. Greens, pinks and helios are to be bought conservatively. Champagne and tan are viewed with much approval and they have made appreciable inroads on the long popularity of gray. White negliges, after a two years' eclipse, come again to the fore and will probably be fully as strong as they were this summer. The sale of white softshirts is not especially to be encouraged by the dealer, since they mean fewer sales than those of grounds in which the pattern is pronounced and shows the effects of laundering. Black grounds were remarkably sought for autumn, quite surprising manufacturers who brought them out.

Evening shirts with embroidered bosom edges have been introduced, but will not acquire much vogue this year, if they ever do. The idea is extreme and will scarcely be taken by the generality of men who favor the plain or pique bosom without any ornamentation. Possibly this innovation will develop strength a twelve-month hence. The two-stud evening shirt is the standard this season; the one-stud garment belongs in the exclusive custom class. The best model of any evening shirt has narrow, rounded cuffs and is made in the now familiar coat style.

Stiff bosoms appear to be in less request than they were at the opening of the buying season. Combination shirts are all right if bosoms and bodies are tastefully matched, but violent contrasts have done much to kill the fad. Many custom shirt-makers believe that the stiff bosom will return to much of its old favor this autumn and that well-dressed men are tiring a bit of the soft shirt for January to January wear. The dealer undoubtedly has it in his power to influence the sale of stiff bosoms by pushing them, and it is assuredly to his interest to draw a sharp line between summer goods and winter goods. He thereby increases his sales of both and virtually forces the consumer to buy fresh garments at the opening of the season.

The very attractive outing shirts will sorely tempt the man of the season to purchase more than he needs. They come all tucked and laid in plaits and many of them are so arranged across the bosom that they will accommodate themselves to the figure of any man, thin or stout. Scotch madras, cheviot, heavy linen and good washable cotton stuffs all make handsome shirts.

Call-Boy "on the Side."

Acting as "call-boy" is the profitable spare time occupation of night watchmen in a number of towns and

smaller cities. It is only human nature to be prone to lie abed "just a little longer" in the cold, small hours of the morning, and the alarm clock has little effect on the man in the slow going country town whose duties demand that he shall be at work long ahead of others. To him the services of the night watchman as "call-boy" are well nigh indispensable.

As he walks through the streets of his district the watchman calls his customers at whatever hour they may order, receiving from fifteen to twenty-five cents a week for his efforts, and thus adding quite a bit of pin money to his regular salary without at all interfering with his regular duties.

Percival B. Palmer & Company

Manufacturers of

Cloaks, Suits and Skirts

For Women, Misses and Children

197-199 Adams Street, Chicago

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.

Buyers and Shippers of

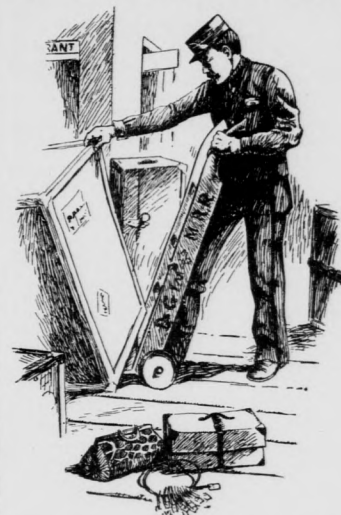
POTATOES

in carlots. Write or telephone us.

H. ELMER MOSELEY & CO.

GRAND RAPIDS, MICH.

Tim the Truckman



Tim the truckman, who trundles the trunks, Trying to thump them up into small chunks, With his trusty truck in shine or rain, He breaks up the trunks with might and main And if they don't break with the awful abuse, He jumps on them hard with his HARD-PAN shoes.

Dealers who handle our line say we make them more money than other manufacturers. Write us for reasons why.

Herold-Bertsch Shoe Co.

Makers of Shoes

Grand Rapids, Mich.

Retails at 50 Cents



100

Dozens a Day

on this

One

Number

GET YOUR ORDER IN

PURITAN CORSET CO.

KALAMAZOO, MICH.



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, L. Williams, Detroit;
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.

Result of Being Too Much a Good Fellow.

In a squalid cell in a San Francisco police station sits Joseph Mulhatten awaiting trial for the theft of an overcoat. The prisoner is unable to get bonds. Since the day of his arrest he has had no visitors except reporters and policemen. He has no friends at hand. He is a mystery to the police and he makes good copy for the newspaper man. That is why both visit him. He has no good stories to tell now; he is not merry; he can not rattle off a good song. He can hardly remember the strange, romantic incidents of his own past.

Yet this outcast, ragged, stuttering, downcast man is the same Joseph Mulhatten who ten years ago was the richest, most popular and best commercial traveler in the United States. For years before that he was looked upon by "kid" drummers as the beau ideal of their calling. Ten years ago it was something of a distinction to shake hands with Mulhatten and call him "Joe." He was the star salesman of the country. His salary was \$15,000 a year and his expense account in proportion.

He was proud to be known by all men as the "biggest liar on earth," and he invented yarns that went around the world coupled with his name. That was a manifestation of humor with Joe Mulhatten and probably they harmed nobody but himself. He thought they helped him in those old, palmy days, and it is true that he was the most widely known commercial traveler of his time. Merchants would welcome him when they did not need his hardware but wanted to hear his latest story, and some of those preposterous stories of Joe Mulhatten's are going the rounds yet. Now he wags his tousled head and tries to remember his name.

Good fellow! That was where Joe Mulhatten shone brightest. Never a friend who could not borrow his money; never a drinking bout in which he could not outstay his comrades; never a spender who surpassed him in prodigal generosity. No drummer of his day was more popular. His brethren of the sample case would miss trains to ride in the same car with him. Joe was always "the life of the party." He was the man to "set the table in a roar." He was the "dead game sport" of those days. Not to know Joe Mulhatten was to argue oneself unknown. Now nobody calls on him except newsgatherers and detectives.

He was used to set the fashions

a decade ago. He was a bit of a Beau Brummel, something of a Sybarite, an epicure. He made or damned the latest brands of wine. Railroads gave him passes just to get him to ride on their lines. He was never quite a handsome man, but he had style, dash and presence, and, in his own way, he lived up to his gifts and his limitations and, perhaps, a little past them. He went an awful gait and the neophytes who made him their paragon tried in vain to keep up with it. Probably some of them long ago landed where Joe Mulhatten is now, but they were not so famous as he, and their histories will not be written except by jailers, keepers and sextons.

As for Joe Mulhatten, the purple and fine linen of his heyday are changed to noisome rags. He sits on a rickety bench, his smeared face in his dirty hands, his bleary eyes staring at the mud daubed shoes in which he has been tramping the streets and alleys of San Francisco. His nose is red and shriveled, his face and body bloated, his limbs dwindled and shaky, his hands like talons. For drink, his keeper gives him water, good water which he can not drink. For food he gets coarse bread and boiled beef, but he can not eat much of such stuff. He never did like simple viands.

A man who knew Joe Mulhatten well in the old days of his ascendancy was asked what had brought him to his present state.

"Oh, he was too much of a good fellow! That was the only trouble with Joe."

"Too much of a good fellow" is a felicitous line if you stop to think about it. Some wag has said that "a good fellow" is a modified way of describing a d—d fool. However, this definition may hardly be applied to Mulhatten. There was a time when he was nobody's fool except Joe Mulhatten's. He was a good fellow in every foolish interpretation of that vernacular. He was generous to the poor and cheated himself. He must have believed the old saying that "Every one was his friend," for he was open handed, loyal and unselfish with every one he knew. He used to say, "I haven't an enemy in the world," but he overlooked himself. His "friends" have forgotten Joe Mulhatten, but he alone has not—can not—he is all alone with his mortal enemy, himself.

He says himself that he began to drink whisky to show that he was a good fellow. He did not like it at first any better than he likes water now. But you can not be a good fellow and drink water with your friends. Water costs nothing.

Steve Brodie once said: "Nobody can't be a good fellow unless he unbelts and blows himself. See!" Mulhatten did, and he was. Now he can't, and he isn't. So Brodie must have been right.

Mulhatten admits that his first serious trouble came from whisky. It got on his nerves first and then on his digestion. He began to mussy up his business transactions and do things "that he would never have

done if—," etc. Then he began to get muddled in his stories. He would forget the climax or couldn't just remember "how it goes." Cudgel his brain as he might, he could not invent any more outlandish yarns quite as good as that one about the Southern planter who imported monkeys to pick his cotton. That was printed in newspapers all over the world, and Joe Mulhatten's name was to it. Merchants quit inviting him to "stop over" another day. His friends, those other good fellows, began to pity him, saying: "Poor old Joe!"

He lost his \$15,000 position and the next one was not as profitable; nor did he hold any place for long after that. With the dwindling of his fortunes his habits did not change. Being a good fellow he continued to "hold up his end" as well as he could, but that was not very well, because his income no longer kept pace with his expenditures. Then he began to tell the same stories over and over again to the same people. That settled it with his "friends." They began to say: "I guess Joe is all in."

He is all in. All in the Frisco police station—all that is left of him.

He was "too much of a good fellow." J. H. Rafferty.

Poor Lo Never Got Tired.

A robust Indian asked a farmer to give him work, but was refused on the ground that the Indians were no good—that they always got tired. This particular Indian said that he didn't belong to that class and had never been tired. So he was put to work hoeing corn. An hour afterward the farmer went around to see how he was getting on and found him asleep under a tree. "Here, wake up here," he cried; "you told me you never got tired." "Ugh," said the other, yawning, "this Injun don't. But if he not lie down often he would get tired, just the same as the rest."

The Sleeping Car Pillow.

A Grand Rapids man recently returning from the East was about to get into his berth on a sleeping car, when he heard the voice of a huge Kentuckian, who was holding up a pillow between his thumb and finger while he roared out to the porter: "I say, you boy, come back and take this away." "Wha' for, sah?" "Because I'm afraid the derned thing will get into my ear." None other, however, was to be had, so, placing his head on the feather or two inserted in the tick, he was soon asleep.

The retail trade shows a disposition to worry about the mail order houses. Why? If it were not mail order houses it would be something else. There are few items indeed that the retailer can not sell out of a store as cheaply as the mail order house, transportation and all considered. There is a class, however, who like to patronize mail order houses because they think they save something. You must show them that calling an article cheap does not always make it so.

LIVINGSTON HOTEL

The steady improvement of the Livingston with its new and unique writing room unequalled in Michigan, 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 and Division Sts.
GRAND RAPIDS, MICH.

TYPHOID FEVER DIPHTHERIA SMALLPOX

The germs of these deadly diseases multiply in the decaying glue present in all hot water kalsomines, and the decaying paste under wall paper.

Alabastine is a disinfectant. It destroys disease germs and vermin; is manufactured from a stone cement base, hardens on the wall, and is as enduring as the wall itself.

Alabastine is mixed with cold water, and any one can apply it.

Ask for sample card of beautiful tints. Take no cheap substitute.

Buy only in 5 lb. pkgs. properly labeled.

ALABASTINE CO.

Office and factory, Grand Rapids, Mich.
New York Office, 105 Water St.

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



We get cash
out of
your goods

Cost out of "undesirables" and a profit out of better goods, by our

NEW IDEA SALE

C. C. O'NEILL & CO.
270-272-274-276 Wabash Ave.
CHICAGO.

"Oldest and most reliable in the line."

Gas or Gasoline Mantles at 50c on the Dollar

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

Review of the Hardware Market.

Iron and Steel—Not since the beginning of the period of depression in the iron and steel industries have these markets displayed such activity as was exhibited last week in all grades of foundry and basic iron and finished steel. Sales of foundry grades alone amounted to about 100,000 tons, while almost as large an amount of basic iron was disposed of to the steel-making enterprises, which were kept busy supplying needs of manufacturers in all sections of the country. Prices were firmly held by both Southern and Northern producers and there was little or no shading by the furnacemen who formerly made liberal concessions in order to obtain small contracts which were then in the market. The recent advances in prices of all grades, including the Virginia foundry iron, forge and Bessemer, now average about 50c per ton. Ohio furnacemen are figuring upon several large enquiries for 2,500 tons of gray forge, 20,000 tons of mixed grades, while several producers in that district are submitting bids on 50,000 tons of forge grades wanted by cast iron pipe makers. Besides these enquiries three or four pump, pipe and machinery manufacturers are in the market for round lots, aggregating 8,000 to 10,000 tons.

Wire Nails—Business in wire nails continues to improve and prices are being maintained more firmly at the official quotations. Most of the recent orders have been for shipment within the next 30 days and few contracts are being booked calling for deliveries beyond that period. The shortage of cars is interfering slightly with prompt shipments, but it is hoped that this difficulty will soon be removed. Carload prices are still accessible to all buyers whether jobbers or retailers. Quotations are as follows on a basis of f. o. b. Pittsburgh, 60 days or 2 per cent. discount for cash in 10 days: Carload lots, \$1.60; less than carload lots, \$1.65.

Cut Nails—While the demand for cut nails continues good the increase in volume is not as marked as that in the wire varieties. Consumers are pursuing a more conservative course in placing orders, refusing to make any contracts for any but early shipments. While the official quotations are generally observed, a few manufacturers are shading prices about 5c per keg to large buyers. Eastern quotations are as follows, f. o. b. Pittsburgh: Carload lots, \$1.60; less than carload lots, \$1.65. In the territory west of Pittsburgh cut nails are quoted in carload lots, f. o. b. Pittsburgh, at \$1.65, with an advance of 10c in less than carload lots.

Barb Wire—The necessity for repairing old fences and erecting new ones in agricultural sections where harvesting is in progress has greatly increased the sale of barb wire. The leading mills continue entering orders for shipment only within 30 days from the date of the contracts. Regular schedule prices are as follows, f. o. b. Pittsburgh, 60 days or 10 per cent. discount for cash in 10 days:

Painted Galv.
Jobbers, carload lots....\$1 75 \$2 05
Retailers, carload lots....1 80 2 10
Retailers, less than car-

load lots.....1 90 2 20
Smooth Wire—The demand for smooth fence wire shows decided improvement in all sections and mills are entering orders only for shipment within 30 days. Quotations are as follows, f. o. b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days: Jobbers, carloads, \$1.45; retailers, carloads, \$1.50. The above prices are for base numbers, 6 to 9. The other numbers of plain and galvanized wire take the usual advances.

Propose To Get Along Without Reporters.

Port Huron, Oct. 15—What is left of the M. & M. Association held a meeting and oyster supper on Thursday night. "It is the same old boy," said President Canham, a few days ago, "but with another name." He was right. It is now the Grocers' Association, and the star chamber sessions have begun. No more will newspaper reporters darken its doorways. This was fully demonstrated Thursday night. A reporter visiting the hall was invited by a member to go in and partake of an oyster stew. He was curious to know just what was doing, although the business session was ended, but he was not given the opportunity. L. A. McCarthar, one of the most strenuous kickers of the grocerymen who have guided the doings of the Association for the past two years, was nursing his wrath against newspaper men in general. Jumping from his chair he grabbed the reporter by the neck and shoulder and, dragging him out of the room, pitched him down the hallway, exclaiming as he did so, "You reporters get out of here, our business will be of a private nature from now on."

Those present at the meeting were nearly all the grocerymen of the city and no one else.

Bay City Times: Bay City is coming right to the front as a shipping center. E. C. Gould, traveling salesman for Gustin, Cook & Buckley, was in the northern part of the State this week on a Michigan Central train and met David Beatey, salesman for a Detroit house. The latter is known to possess proclivities for spinning yarns and when he told Mr. Gould that he had just made a sale of two cars of soap at Pine River Gould was equal to the emergency by asserting that he had just sold a carload of nutmegs to an Oscoda firm. Neither salesman cracked a smile, either.

Over in Indiana a young man who wanted to enlist in the army was rejected because his height fell short a fraction of an inch. One hour later he returned and suggested that a mistake had been made. On another trial it was found that he exceeded the regulation height by a small fraction. Then it was learned Johnson had employed his hour in butting his head vigorously against a wall to raise a bump large enough to admit him to the service.

THE SITUATION IN RUSSIA.

Were it only the war that Russia had to contend with the situation would be bad enough, as the maintenance of a large army at so great a distance from home, and the transportation of troops and supplies to the seat of war involve enormous expenses. Again the events of the war have, so far, been anything but helpful to Russia's prestige as a great power. Russia, however, has worse things than a foreign war to contend with. There are constant turmoil and unrest among her teeming millions of population who are groaning under the burdens that the war has placed upon them, and are discontented with their political status.

The unrest which exists in Russia is such as to cause the Czar and his Ministers keen anxiety, and it is because of a possible popular outbreak that but few of the troops sent to the Far East come from the regular establishment of European Russia. Practically all the troops now in Manchuria are Siberian soldiers and fresh levies. The new troops that are now going out to the Far East from European Russia consist mainly of reservists called to the colors from civil life. The withdrawal of so many men from the agricultural districts is causing much hardship and suffering, and the number of men killed in the Far East is adding to the distress of the people whose breadwinners have been taken from them.

How to provide for this growing depression in agriculture and commerce, and how to provide for the widows and orphans resulting from the war, are problems which can not be put off until the conflict is over. The suffering is pressing, and the risk of popular upheaval is real, hence to the expenses of the war will have to be added the cost of the various methods of relief which the government has been compelled to adopt. While the financial burden is thus increased, the country's revenues are cut down by the depression in trade existing as a result of the war.

It will thus be seen that the task of the new Minister of the Interior, Prince Mirsky, is by no means an easy one. While his duties have little to do with the conduct and cost of the war, the alleviation of distress among the people and the revival of trade and industry are within the line of his official duties. To provide for these emergency wants, and at the same time maintain internal peace and order, form anything but an easy task. Prince Mirsky has entered upon his duties with pluck and confidence, and it must be admitted that he has been welcomed by the masses with every mark of approval. There is a general feeling that a new order of things is dawning for Russia and that an honest attempt is to be made to correct the long standing abuses of which the masses have complained heretofore without obtaining redress. Prince Mirsky makes splendid promises, and his sincerity appears not to be doubted by his countrymen, but even if he does not succeed in consummating everything

that he has set about accomplishing, no great amount of surprise will be occasioned, but should his plans all succeed he will make for himself a lasting name in the history of his country. He has the gift of courage and energy, and he, no doubt, has a clear idea of the obstacles in his path, and to such a man almost anything is possible. Certainly lovers of human liberty and progress everywhere will wish him every success.

Surprise Dinner Was on the Supposed Giver.

Cincinnati, Ohio, Oct. 15—"The boys have been pretty nice to us; why not we show our appreciation by giving them a little dinner?" This was what George McGlaughlin, manager of the yeast department of Fleischmann & Co., said to Louis Winternitz, and so a dinner was served Friday noon, but, to the abundant surprise, instead of its being a treat by Mr. Winternitz to the "boys," it was one by them to him, and at the same time they took occasion to present to him an elegant loving cup bearing this inscription:

Presented to the Official

Photographer,

Louis Winternitz,

With Best Wishes of Members of the
Stony Lake Fishing Club,

October 14, 1904.

Mr. Winternitz is an enthusiastic amateur photographer, and when the members of the club are on their preserve at Hackensack, Minn., he improves the opportunity to take many pictures. His home is at Chicago, but he is connected with Fleischmann & Co., as are the donors of the cup. Those present at the dinner were: Louis Winternitz, Chicago; Truls Tybering, St. Paul; R. H. Dickey, Minneapolis, and Joseph Adams, Ben. Adams, John Bryant, Dr. Schultz and Ed. Meyers, of Covington.

The Boys Behind the Counter.

Cadillac—Victor Roussin has a new pharmacist in the person of T. W. Creech, of Alma.

Houghton—A. D. Bohrer, of Ne-gaunee, formerly employed in Scott's drug store at Hancock, has taken a position as pharmacist in F. W. Kroll's drug store at this place.

Grand Ledge—Len Marshall has returned from Detroit and taken his old position in the dry goods department of Stanton & Son.

Beaverton—A. E. Widdifield, Ph. G., who has been with Ray & Co., of Detroit, for a number of years, is superintending the prescription department of Pierce's drug store.

Flint—The clerks employed at H. N. Bush's store recently gave a farewell party to Louis Smith, who has gone to Beaverton to take the position of manager of the Ross Mercantile Co. store. A course dinner was served at the Flint cafe, and the only drawback to the thorough enjoyment of the occasion was the reflection that the affair marked the severance of relations that had been of the pleasantest character. Mr. Smith goes to his new field of work with the best wishes of his former fellow clerks.

The whole world laughs when a lover gets left.



Michigan Board of Pharmacy.

President—Henry Heim, Saginaw.
 Secretary—Arthur H. Webber, Cadillac.
 Treasurer—J. D. Muir, Grand Rapids.
 C. E. Stoddard, Monroe.
 Sid A. Erwin, Battle Creek.
 Sessions for 1904.
 Grand Rapids—Nov. 1 and 2.

Michigan State Pharmaceutical Association.

President—W. A. Hall, Detroit.
 Vice-Presidents—W. C. Kirchgessner, Grand Rapids; Charles P. Baker, St. Johns; H. G. Spring, Unionville.
 Secretary—W. H. Burke, Detroit.
 Treasurer—E. E. Russell, Jackson.
 Executive Committee—John D. Muir, Grand Rapids; E. E. Calkins, Ann Arbor; L. A. Seitzer, Detroit; John Wallace, Kalamazoo; D. S. Hallett, Detroit.
 Trade Interest Committee, three-year term—J. M. Lemen, Shepherd and H. Dolson, St. Charles.

Pharmacist and Physician—New Aspect of the Case.

Some of the articles that have recently appeared in medical, as well as in pharmaceutical, journals would appear to indicate that the relations existing between pharmacists and physicians are in an unsatisfactory and altogether unsettled condition. While it is true that the subject-matter under discussion is not new, and that many of the questions that are now involved have arisen over and over again for upwards of a century, some recent developments in connection with the trade in nostrums, or patent medicines, have added a tone of bitterness to the controversy that will not tend to bring about more amicable relations in the near future.

Unfortunately, too, there is, in nearly all of the printed articles, an evident tendency to hold up the shortcomings and frailties of a few as an evidence of the tendency and ideals of all. That there are members in both professions who do not live up to the prescribed principles or codes of ethics, and whose technical training or skill does not compare favorably with the best that is attainable, all must admit. But to say, on the other hand, that all of the members of these respective callings are guilty of any or all of the accusations that have recently been made would be overstepping the bounds of truth very materially. Over and above the evident falsity of any series of general accusations, we should always remember that crimination or recrimination will not, and can not, of itself bring other than discredit to all concerned.

It will be much more in keeping with a genuine desire for progress, therefore, if we as pharmacists, recognizing the shortcomings of physicians, also recognize our own, and honestly strive to correct existing abuses by the gradual elimination of objectionable practices.

In the following I have tried to outline what I consider the underlying causes of many of the present differences of opinion, and also to indicate the position that I believe pharmacy will hold in the future. In addition to this I have attempted to indicate how we as individuals can, now and in the near future, contrib-

ute very materially to bringing about a better understanding between pharmacists and physicians, and incidentally contribute no little to a better knowledge of drugs and medicines on the part of future graduates in medicine.

The retail pharmacist of to-day occupies rather an anomalous position, being, or attempting to be, a conglomerate of small tradesman, artisan and member of a liberal profession. In this varied calling he has acquired interests which are at least partially, if not wholly, antagonistic to each other, and which have certainly tended to keep him within distinctly narrow bounds. As a professional man he has not developed as rapidly as was confidently asserted he would half a century or more ago. Among the reasons for this lack of development may be mentioned that as a whole he has become too numerous, and that the system of education which has been provided for him is entirely too inadequate to develop the principles necessary for the evolution and growth of a professional spirit.

It should be mentioned, however, that despite the meager training of the earlier apothecaries, or "pharmaceuticalists" as they were sometimes called, American pharmacy has contributed no little to the sum total of our knowledge of drugs and medicines. Such men as Procter, Parrish and Bedford, although restricted almost entirely to the limited educational facilities of the pharmaceutical schools of their day, have accomplished work that we and future generations of pharmacists may point to with pride.

It has been frequently predicted, and for apparent good reasons, that in the future economic arrangement there will be no need and no place for the retail druggist of to-day or of yesterday. Be that as it may, so far as the purely-commercial interests of the retail druggist are concerned there can be no question regarding the necessity and consequent continuance of the professional pharmacist. With the constant increase of specialization in the practice of medicine, and the accompanying realization that the human body is not a machine and that its ills can not well be treated on general principles, there must be an accompanying increase in appreciation of the competent pharmacist, who is willing and able to act as an assistant or adjunct to the medical practitioner. While it is true that the future pharmacist will not be as numerous as he is at the present time, he will occupy a relatively higher position in the social scale, and will in addition be in a position to accomplish much that will make him honored and respected at home and abroad.

For us as pharmacists it would appear imperative, then, that we bear this possible development along professional lines in mind and see that the proper material is available when the expected change is brought about. The proper foundation for this rational development of profes-

sional pharmacy can be laid at the present time, and, in addition to this, we may aid in the pharmaceutical education of future physicians if we can, by any means at our command, improve the present status of hospital pharmacy in the United States. In the education of future generations of physicians hospital training will necessarily play a most important part. Even at the present time a medical education that does not include at least some hospital experience is considered inadequate. This being true, it becomes evident at once that the impressions a recent graduate receives during his hospital experience—impressions of drugs and druggists—must be lasting ones and ones that will largely control his future ideas and practices.

How woefully deficient and unsatisfactory the drug service in many of our hospitals must be becomes evident when we realize that in this great country, with hundreds of institutions to supply them, we have had but one solitary instance of a hospital pharmacist who has become widely known through his professional and scientific work. I refer to the late Charles Rice, of Bellevue Hospital, New York, who, I am sorry to add, was himself a foreigner by birth and early training. Compared to what has been accomplished by the pharmacists of European hospitals, particularly by those of France, this is indeed a poor showing. Much of this deficiency of the past, however, could be corrected in the future if members of this Association, who are influential in their communities, will direct the attention of hospital authorities to their shortcomings in this respect.

One of the most widespread abuses in hospital and dispensary practice is due to the fact that, apart from a rather limited number of routine stock mixtures, the medicines dispensed consist largely of proprietary preparations that have been donated by charitable manufacturers with a view to having them brought to the attention of the medical men connected with the institution and, if possible, securing from them suitable endorsements for publication. It need not surprise us, therefore, that physicians who have had hospital experience are frequently more hopelessly dependent on the use of proprietary remedies than graduates who have not had the so-called advantages of a hospital training. Much of this could and would be changed if hospitals, particularly the larger and more influential institutions, were to employ competent pharmacists who could secure and hold the confidence of the visiting as well as of the resident staff of physicians, and who could and would be consulted on the probable standing of new remedies.

This brings us to a consideration of the intellectual needs and wants of men capable of holding such positions. If the hospital pharmacist of to-day, or the professional pharmacist of to-morrow, is to have and to hold the confidence of medical practitioners he must be at least the equal

of the medical man in education, in ideas and in ideals—so much so that with the increase in the requirements made of medical students there must be a corresponding increase in the demands that are made on the general information possessed by the future pharmacist. He must be a well educated, thoroughly scientific and altogether capable man, well versed in all the branches of knowledge connected with his own profession. M. I. Wilbert.

Two Special PERFUMES

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Distinctively new in character.
 Standard demand.
 Sold by the leading drug houses.

Alsation Roses

This new rose odor is now having a splendid sale. The advertising is effective. Order one pint bottle Alsation Roses with samples and rose art plates, also window display, all packed in box for shipment. The Yards Roses, Basket Roses and Art Plates Roses will make a handsome window trim for the holiday line. Place your order at once. H. & P. Drug Co. carry stock of Alsation Roses.

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Merchants' Half Fare Excursion Rates every day to Grand Rapids. Send for circular.

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Our line is now complete
 Comprising everything desirable in

Druggists' and Stationers'
 Fancy Goods, Leather Goods, Albums,
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 Bric-a-Brac, Perfumery, Xmas Goods,
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OUR LARGE SAMPLE ROOM
 (25 x 125 feet)

Is completely filled with one article of a kind.

One Visit

Will make you a permanent customer, as our line and prices are sure to please you.

A liberal expense allowance will be made on your holiday purchases. Write for particulars.

All goods in stock for prompt or future shipment. Terms liberal.

FRED BRUNDAGE

Wholesale Druggist

32-34 Western Ave. Muskegon, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Acidum		Exechthitis	..... 4 25@4 50	Tinctures	
Aceticum	6@ 8	Erigeron	..... 1 00@1 10	Aconitum Nap's R	60
Benzolcum, Ger.	70@ 75	Gaultheria	..... 3 00@3 10	Aconitum Nap's F	50
Boricum	17	Geranium	..... 1 00@1 10	Aloe	60
Carbolicum	26@ 29	Gossypii, Sem gal	50@ 60	Aloe & Myrrh	60
Citricum	33@ 40	Hedeoma	..... 1 40@1 50	Arnica	50
Hydrochlor	33@ 5	Juniper	..... 1 40@1 20	Assafoetida	50
Nitrosum	8@ 10	Lavendula	..... 90@2 75	Atrope Belladonna	50
Oxalicum	12@ 14	Limonia	..... 90@1 10	Aurant Cortex	50
Phosphoricum, dil.	15	Mentha Piper.	..... 4 50@4 75	Benzoin	50
Sulphuricum	42@ 45	Mentha Verid.	5 00@5 50	Benzoin Co	50
Tannicum	1 10@1 20	Morruhae, gal.	1 50@2 50	Carosma	50
Tartaricum	38@ 40	Myrica	..... 4 00@4 50	Cantharides	50
Ammonia		Olive	..... 75@3 00	Capicum	50
Aqua, 18 deg.	4@ 6	Picis Liquida	10@ 12	Cardamon	50
Aqua, 20 deg.	6@ 8	Picis Liquida gal.	35	Cardamon Co	75
Carbonas	13@ 15	Ricina	..... 90@ 94	Castor	1 00
Chloridum	12@ 14	Rosmarini	..... 5 00@5 00	Catechu	50
Aniline		Succin	..... 40@ 45	Cinchona	50
Black	2 90@2 25	Sabina	..... 90@1 00	Cinchona Co	50
Brown	30@1 00	Santal	..... 2 75@7 00	Columba	50
Red	45@ 50	Sassafras	..... 85@ 90	Cubebae	50
Yellow	2 50@3 00	Sinapis, ess. oz.	65	Cassia Acutifol	50
Baccae		Tigil	..... 1 50@1 60	Cassia Acutifol Co	50
Cubebae	po. 25 22@ 24	Thyme	..... 40@ 50	Digitals	50
Juniperus	5@ 6	Thyme, opt	..... 1 60	Ergot	50
Xanthoxylum	30@ 35	Theobromas	15@ 20	Ferri Chloridum	35
Balsamum		Potassium		Gentian	50
Cubebae	po. 20 12@ 15	Bi-Carb	..... 15@ 18	Guaiaca	50
Peru	1 50	Bichromate	..... 13@ 15	Guaiaca ammon	60
Terabin, Canada	60@ 65	Bromide	..... 40@ 45	Hyoscyamus	50
Toutan	45@ 50	Carb	..... 12@ 15	Iodine	75
Cortex		Chlorate po 17@19	16@ 18	Iodine, colorless	75
Ables, Canadian	18	Cyanide	..... 34@ 35	Kino	50
Cassiae	12	Iodide	..... 2 75@2 85	Labella	50
Cinchona Flava	18	Potassa, Bitart pr	30@ 32	Myrrh	50
Myonymus atro.	20	Potass Nitras opt	7@ 10	Nux Vomica	50
Myrica Cerifera	20	Potass Nitras	..... 6@ 8	Opil	75
Prunus Virginl.	12	Prussiate	..... 23@ 25	Opil, comphorated	50
Quillaja, gr'd.	12	Sulphate po	15@ 18	Opil, deodorized	1 50
Sassafras	25, gr'd. 20	Radix		Quassia	50
Ulmus	25, gr'd. 45	Aconitum	..... 20@ 25	Rhatany	50
Extractum		Althae	..... 30@ 33	Rhel	50
Glycyrrhiza Gla.	24@ 30	Anchusa	..... 10@ 12	Sanguinaria	50
Glycyrrhiza, po.	28@ 30	Arum po	..... 25	Serpentaria	50
Haematox	11@ 12	Calamus	..... 20@ 40	Stromonium	50
Haematox, is	13@ 14	Gentiana	..... 12@ 15	Tolutan	50
Haematox, 1/4s	14@ 15	Glycyrrhiza, pv 15	16@ 18	Valerian	50
Haematox, 1/4s	16@ 17	Hydrastis Can. po	2@ 3	Veratrum Veride.	50
Ferru		Hydrastis Can. po	2@ 3	Zingiber	20
Carbonate Precip.	15	Hellebore, Alba.	12@ 15	Miscellaneous	
Citrate Soluble	2 25	Inula, po	..... 18@ 22	Aether, Spts Nit 3	30@ 35
Ferrocyanidum S.	40	Ipecac, po	..... 2 75@2 80	Aether, Spts Nit 4	34@ 38
Solut. Chloride.	15	Iris plox	..... 35@ 40	Alumen, gr'd po	7
Sulphate, com'l.	2	Jalapa, pr	..... 25@ 30	Annatto	40@ 50
Sulphate, com'l, by	80	Maranta, 1/4s	..... 35	Antimoni, po	4@ 5
Sulphate, pure	7	Podophyllum po.	22@ 25	Antimoni et Po T	40@ 50
Flora		Rhel	..... 75@1 00	Antipyrin	25
Arnica	15@ 18	Rhel, cut	..... 75@1 25	Antifebrin	20
Anthemis	22@ 25	Rhel, pv	..... 75@1 35	Argenti Nitras, oz	48
Matricaria	30@ 35	Spigella	..... 35@ 38	Arsenicum	10@ 12
Folia		Sanguinari, po 24	65@ 70	Balm Gilead buds	60@ 65
Barosma	30@ 33	Serpentaria	..... 65@ 70	Bismuth S N	20@ 23
Cassia Acutifol.	20@ 25	Senega	..... 85@ 90	Calcium Chlor. 1s	9
Tinnevely	20@ 25	Smilax, off's H	..... 40	Calcium Chlor. 1/4s	10
Cassia, Acutifol.	25@ 30	Smilax, M	..... 40	Calcium Chlor. 1/4s	12
Salvia officinalis.	12@ 20	Scilla	..... 10@ 12	Cantharides, Rus.	185
1/4s and 1/4s	12@ 20	Symplocarpus	..... 25	Capitel Fruc's af.	20
Uva Ursi	8@ 10	Valeriana Eng.	..... 15@ 20	Capitel Fruc's po.	22
Gummi		Valeriana, Ger	..... 15@ 20	Cap'l Fruc's B po.	15
Acacia, 1st pld.	65	Zingiber	..... 14@ 16	Caryophyllus	25@ 28
Acacia, 2d pld.	65	Zingiber J	..... 16@ 20	Carmin, No 40.	50@ 55
Acacia, 3d pld.	65	Semen		Cera Alba	50@ 55
Acacia, sifted sts.	23	Anisum	..... 13@ 15	Cera Flava	40@ 42
Acacia, po.	45@ 65	Apium gravel's	..... 4@ 6	Crocus	1 75@1 80
Aloe, Barb.	12@ 14	Bird, 1s	..... 4@ 6	Cassia Fructus	35
Aloe, Cape.	25	Carul	..... 10@ 11	Centraria	10
Aloe, Socotri	30	Cardamon	..... 70@ 90	Cetaceum	45
Ammoniac	55@ 60	Coriandrum	12@ 14	Chloroform	47@ 57
Assafoetida	35@ 40	Cannabis Sativa.	7@ 8	Chloro'm, Squibbs	110
Benzoinum	50@ 55	Cydonium	..... 75@1 00	Chloral Hyd Crst.	135@1 60
Catechu, 1s	13	Chenopodium	..... 25@ 30	Chondrus	20@ 25
Catechu, 1/4s	13	Dipterix Odorate.	80@1 00	Cinchonidine P-W	38@ 48
Catechu, 1/4s	13	Foeniculum	..... 7@ 8	Cinchonid'e Germ	38@ 48
Camphorae	75@ 80	Foenugreek, po	..... 7@ 8	Cocaine	4 05@4 25
Euphorbium	40	Lini	..... 4@ 6	Corks list d p ct.	75
Galbanum	100	Lini, gr'd	..... 3@ 6	Creosotum	45
Gamboge	po. 1 25@1 35	Lobella	..... 75@ 80	Creta	75
Gualacum	po. 35	Pharlaris Cana'n.	9@10	Creta, prep	5
Kino	po. 75c	Rapa	..... 5@ 6	Creta, precip	9@ 11
Mastic	60	Sinapis Alba	..... 7@ 9	Creta, Rubra	8
Myrrh	po. 50.	Sinapis Nigra	..... 9@ 10	Crocus	1 75@1 80
Opil	3 00@3 10	Spiritus		Cudbear	24
Shellac	60@ 65	Frumentl W D.	2 00@2 50	Cupri Sulph	6@ 8
Shellac, bleached	65@ 70	Frumentl	..... 1 25@1 50	Dextrine	7@ 10
Tragacanth	70@1 00	Juniperis Co O T	1 65@2 00	Ether Sulph	78@ 92
Herba		Juniperis Co	..... 1 75@3 50	Emery, all Nos.	8
Absinthium, oz pk	25	Saccharum NE	..... 1 90@2 10	Emery, po	6
Eupatorium oz pk	20	Spt Vini Gall	..... 1 75@6 50	Ergota	85@ 90
Lobelia	20	Vini Oporto	..... 1 25@2 00	Flake White	12@ 15
Majorum	28	Vini Alba	..... 1 25@2 00	Galla	23
Mentha Pip oz pk	23	Sponges		Gambler	8
Mentha Vir oz pk	35	Florida sheeps' wl	..... 2 50@2 75	Gelatin, Cooper	60
Rue	25	Nassau sheeps' wl	..... 2 50@2 75	Gelatin, French	35@ 60
Tanacetum V.	22	Vetvet extra shps'	..... 1 50	Glassware, fit box	75 & 5
Thymus V.	25	wool, carriage	..... 1 15	Less than box	70
Magnesia		Extra yellow shps'	..... 1 25	Glue, brown	11@ 13
Calcined, Pat.	55@ 60	wool, carriage	..... 1 15	Glue, white	15@ 25
Carbonate, Pat.	18@ 20	Grass sheeps' wl	..... 1 00	Glycerina	16@ 20
Carbonate K-M.	18@ 20	Hard, slate use.	..... 1 00	Grana Paradisi	25
Carbonate	18@ 20	Yellow Reef, for	..... 1 40	Humulus	25@ 55
Oleum		Syrups		Hydrarg Ch Mt.	35
Absinthium	4 50@5 00	Acacia	..... 50	Hydrarg Ch Cor	30
Amygdalae, Dulc.	50@ 60	Aurant Cortex	..... 50	Hydrarg Ox Ru'm	1 05
Amygdalae Ama.	8 00@8 25	Zingiber	..... 50	Hydrarg Ammo'l.	1 15
Anis	1 75@1 85	Ipecac	..... 50	Hydrarg Ungue'm	50@ 60
Aurant Cortex	2 20@2 40	Ferri Arom	..... 50	Hydrargyrum	75
Bergamini	2 85@3 25	Rhel Arom	..... 50	Ichthyobolla, Am.	90@1 00
Calicuti	1 10@1 15	Smilax Off's	..... 50	Indigo	75@1 00
Caryophylli	140@1 50	Senega	..... 50	Iodide, Resubi	3 85@4 00
Cedar	35@ 40	Scilla	..... 50	Iodoform	4 10@4 20
Chenopadi	1 10@1 20	Scilla Co	..... 50	Lupulin	50
Cinnamonl	40@ 45	Tolutan	..... 50	Lycopodium	1 00@1 10
Conium Mac.	80@ 90	Prunus virg	..... 50	Macis	35@ 75
Copaiba	1 15@1 25			Liquor Arsen et	25
Cubebae	1 80@1 85			Hydrarg Iod	10@ 12

Mannia, S F	75@ 80	Sapo, M	10@ 12	Lard, extra	70@ 80
Menthall	4 00@4 50	Sapo, G	15	Lard, No. 1	60@ 65
Morphia, S F & W	2 35@2 60	Seidlitz Mixture	20@ 22	Linseed, pure raw	41@ 44
Morphia, S N Y	2 35@2 60	Sinapis	18	Linseed, boiled	42@ 46
Morphia, Mal	2 35@2 60	Sinapis, opt	30	Neatsfoot, w str.	65@ 70
Moschus Canton	40	Snuff, Maccaboy	41	Spts. Turpentine	60@ 65
Myristica, No. 1	33@ 40	De Voes	41	Paints	bbl L
Nux Vomica, po 15	10	Snuff, S'h De Vo's	41	Red Venetian	1 1/2 @ 2 @ 3
Os Sepia	25@ 28	Soda, Boras	9@ 11	Ochre, yel Mars	2 @ 4
Pepsin Saac, H &	1 00	Soda, Boras, po.	9@ 11	Ochre, yel Ber	2 @ 3
P D Co	1 00	Soda et Pot's Tart	28@ 30	Putty, commer'l	2 1/2 @ 3
Picis Liq NN 1/2	2 00	Soda, Carb	1 1/2 @ 2	Putty, strictly pr.	2 1/2 @ 3
Picis Liq, qts.	1 00	Soda, Bi-Carb	3 @ 5	Vermillion, Prime	
Picis Liq, pints.	85	Soda, Ash	3 1/2 @ 4	American	13@ 15
Pil Hydrarg. po 30	50	Soda, Sulphas	2 @ 2 60	Vermillion, Eng.	70@ 75
Piper Nigra po 22	18	Spts, Cologne	50@ 55	Green, Paris	13@ 18
Piper Alba po 35	30	Spts, Ether Co	2 00	Green, Peninsular	13@ 16
Plix Burgun	7	Spts, Myrcia Dom	2 00	Lead, red	6 1/2 @ 7
Plumbi Acet	10@ 12	Spts, Vini Rect 1/2 b	2	Lead, white	6 1/2 @ 7
Pulvis Ip'e et Opil	1 30@1 50	Spts, Vini Rect 1/2 gl	2	Whiting, white S'n	90
Pyrethrum, bxs H	75	Spts, Vini Rect 1/2 gal	2	Whiting, Glders	95
Pyrethrum, doz.	75	Strychnia, Crystal	90@1 15	White, Paris, Am'r	1 25
Pyrethrum, pv	25@ 30	Sulphur, Subl	2 1/2 @ 3 1/2	Whit'g, Paris, Eng	1 40
Quassia	30	Sulphur, Roll	2 1/2 @ 3 1/2	Universal Prep'd	1 10@1 20
Quina, S P & W.	25@ 35	Tamarinds	3 @ 10	Varnishes	
Quina, S Ger.	25@ 35	Terebenth Venice	25@ 30	No. 1 Turp Coach	1 10@1 20
Quina, N. Y.	25@ 35	Theobromae	44@ 50	Extra Turp	1 60@1 70
Rubia Tinctorum	12@ 14	Vanilla	9 00@	Coach Body	2 75@3 00
Saccharum La's	22@ 25	Zinci Sulph	7 @ 8	No. 1 Turp Furn	1 00@1 10
Salacin	4 50@4 75	Oils		Extra T Damar	1 55@1 65
Sanguis Drac's	40@ 50	Whale, winter	bbl gal 70@ 75	Jap Dryer No 1 T	70@
Sapo, W	12@ 14				

You are invited to
inspect our

Holiday Line

on exhibition on and after

Sept. 12, 1904

in the Blodgett Building
opposite our office

Hazeltine & Perkins
Drug Co.
Grand Rapids, Michigan

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

By Columns

		1		2	
		AXLE GREASE		Plums	
		Aurora .55 6 00		Pineapple	
		Castor Oil .55		Sliced	
		Diamond .50 4 25		Pumpkin	
		Fraser's .75 9 00		Fair	
		IXL Golden .75 9 00		Good	
		BAKED BEANS		Fancy	
		Columbia Brand		Gallon	
		1 lb. can per doz. 90		Raspberries	
		2 lb. can per doz. 1 40		Standard	
		3 lb. can per doz. 1 80		Russian Caviar	
		BATH BRICK		1/4 lb. cans	
		American .75		1/2 lb. cans	
		English .85		1 lb. can	
		BROOMS		Salmon	
		No. 1 Carpet .2 75		Col'a River, tails	
		No. 2 Carpet .2 35		Col'a River, flats.1 85	
		No. 3 Carpet .2 15		Red Alaska	
		No. 4 Carpet .1 75		Pink Alaska	
		Parlor Gem .2 40		Sardines	
		Common Whisk .85		Domestic, 1/4s	
		Fancy Whisk .1 20		Domestic, 1/2s	
		Warehouse .3 00		Domestic, Must'd	
		BRUSHES		California, 1/4s	
		Scrub		California, 1/2s	
		Solid Back, 8 in		French, 1/4s	
		Solid Back, 11 in		French, 1/2s	
		Pointed Ends		Shrimps	
		Stove		Standard	
		No. 3		Succotash	
		No. 2		Fair	
		No. 1		Good	
		Shoe		Fancy	
		No. 8		Strawberries	
		No. 7		Standard	
		No. 6		Fancy	
		No. 5		Tomatoes	
		No. 4		Fair	
		No. 3		Good	
		BUTTER COLOR		Fancy	
		W. R. & Co.'s, 15c size.1 25		Gallons	
		W. R. & Co.'s, 25c size.2 00		CARBON OILS	
		CANDLES		Perfection	
		Electric Light, 8s		Water White	
		Paraffine, 6s		D. S. Gasoline	
		Paraffine, 12s		Deodor'd Nap'a	
		Wicking		Cylinder	
		CANNED GOODS		Engine	
		Apples		Black, winter	
		3 lb. Standards. 75@ 80		CATSUP	
		Gals, Standards. 2 00@2 25		Columbia, 25 pts	
		Blackberries		Snider's quarts	
		Standards		Snider's pints	
		Beans		Snider's 1/2 pints	
		Baked		CHEESE	
		Red Kidney		Aeme	
		String		Peerless	
		Wax		Carson City	
		Blueberries		Elsie	
		Standard		Emblem	
		Gallon		Gem	
		Brook Trout		Ideal	
		2 lb. cans. Spiced. 1 90		Jersey	
		Little Neck, 1 lb. 1 00@1 25		Riverside	
		Little Neck, 2 lb. 1 50		Warner's	
		Clam Bouillon		Brick	
		Burnham's, 1/2 pt. 1 92		Edam	
		Burnham's, pts		Leiden	
		Burnham's, qts		Limbinger	
		Red Standards. 1 30@1 50		Swiss, domestic	
		White		Swiss, imported	
		Corn		CHEWING GUM	
		Fair		American Flag Spruce	
		Good		Beeman's Pepsin	
		Fancy		Black Jack	
		French Peas		Largest Gum Made	
		Sur Extra Fine		Sen Sen	
		Extra Fine		Sen Sen Breath Per'e	
		Fine		Sugar Loaf	
		Moyen		Yucatan	
		Gooseberries		CHICORY	
		Standard		Bulk	
		Hominy		Red	
		Lobster		Eagle	
		Star, 1/2 lb.		Frank's	
		Star, 1 lb.		Schener's	
		Picnic Tails		CHOCOLATE	
		Mackerel		Walter Baker & Co.'s	
		Mustard, 1 lb.		German Sweet	
		Mustard, 2 lb.		Premium	
		Soused, 1 lb.		Vanilla	
		Soused, 2 lb.		Caracas	
		Tomato, 1 lb.		Eagle	
		Tomato, 2 lb.		CLOTHES LINES	
		Mushrooms		Sisal	
		Hotels		60 ft, 3 thread, extra	
		Buttons		72 ft, 3 thread, extra	
		Oysters		90 ft, 3 thread, extra	
		Cove, 2 lb.		60 ft, 6 thread, extra	
		Cove, 1 lb. Oval		72 ft, 6 thread, extra	
		Peaches		Jute	
		Pie		60 ft.	
		Yellow		70 ft.	
		Pears		Cotton Victor	
		Standard		50 ft.	
		Fancy		60 ft.	
		Peas		70 ft.	
		Marrowfat			
		Early June			
		Early June sifted			
		Yeast cake			

3

Cotton Windsor	50 ft.	1 30
60 ft.	1 44	
70 ft.	1 80	
80 ft.	2 00	
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, 1/4s	35	
Colonial, 1/2s	33	
Epps	42	
Huyler	45	
Van Houten, 1/4s	13	
Van Houten, 1/2s	20	
Van Houten, 1s	72	
Webb	31	
Wilbur, 1/4s	41	
Wilbur, 1/2s	42	

COCOANUT	Dunham's 1/4s	26
Dunham's 1/2s & 1/4s	26 1/2	
Dunham's 1/2s	28	
Dunham's 1/4s	28	
Bulk	13	

COCOA SHELLS	20 lb. bags	2 1/2
Less quantity	3	
Pound packages	4	

COFFEE	Rio	
Common	11 1/2	
Fair	13	
Choice	15	
Fancy	18	

Santos	Common	12
Fair	13 1/2	
Choice	15	
Fancy	18	
Peaberry		

Maracabo	Fair	15
Choice	18	
Mexican	16 1/2	
Fancy	19	
Guatemala	15	
Java	15	

African	12	
Fancy African	17	
O. G.	25	
P. G.	31	
Mocha		
Arabian	21	

Package	New York Basis	
Arbuckle	13 50	
Dillworth	13 00	
Jersey	13 50	
Lion	13 50	

McLaughlin's XXXX	13 50	
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.		
Extract	Holland, 1/2 gro boxes	95
Felix, 1/2 gross	1 15	
Hummel's foil, 1/2 gro.	85	
Hummel's tin, 1/2 gro.	1 43	

CRACKERS	National Biscuit Company's	
Brands		
Butter	Seymour Butters	6
N Y Butters	6	
Salted Butters	6	
Family Butters	6	

Soda	N B C Sodas	6
Select	8	
Saratoga Flakes	13	
Oyster	Round Oysters	6
Square Oysters	6	
Faust	7 1/2	
Argo	7	

N Y Butters	6
Salted Butters	6
Family Butters	6
Soda	
N B C Sodas	6
Select	8
Saratoga Flakes	13

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon .55 6 00

BAKING POWDER
Jaxon Brand

1/4 lb. cans, 4 doz. case 45
1/2 lb. cans, 4 doz. case 85
1 lb. cans, 2 doz. case 60

Royal



10c size. 90
1/4 lb cans 135
6 oz cans 190
1/2 lb cans 250
3/4 lb cans 375
1 lb cans 480
3 lb cans 1200
5 lb cans 2150

BLUING

Arctic 4 oz ovals, p gro 4 00
Arctic 8 oz ovals, p gro 6 00
Arctic 16 oz ro'd, p gro 8 00

BREAKFAST FOOD
Walsh-DeRoo So.'s Brands

Sunlight Flakes
Per case \$4 00

Wheat Grits
Cases, 24 2 lb. pack's. \$2 00

CIGARS



G. J. Johnson Cigar Co.'s bd.
Less than 500 \$3 00
500 or more \$2 00
1,000 or more \$1 00

COCOANUT

Baker's Brazil Shredded



70 1/4 lb pkg. per case. .2 60
85 1/2 lb pkg. per case. .2 60
88 1/4 lb pkg. per case. .2 60
16 1/2 lb pkg. per case. .2 60

FRESH MEATS

Beef

Carcass. 4 @ 7 1/2
Forequarters. . . . 4 @ 5 1/2
Hindquarters. . . . 6 @ 8 1/2
Loins 7 1/2 @ 12
Ribs 7 @ 10
Round 5 1/2 @ 6 1/2
Chucks 4 @ 4 3/4
Plates @ 3

Pork

Dressed @ 6 1/4
Loins @ 10 3/4
Boston Butts @ 9 1/2
Shoulders @ 8 1/4
Leaf Lard @ 8

Mutton

Carcass 5 @ 5 1/2
Lamb 6 @ 8

Veal

Carcass 5 1/2 @ 8



24 10c cans 1 84
12 25c cans 2 30
4 50c cans 3 30

COFFEE

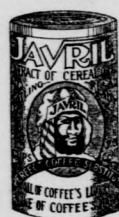
Roasted

Dwinell-Wright Co.'s Bds.



White House, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
Tip Top, M & J, 1 lb.
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination

Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Sag-
inaw; Meisel & Goeschel,
Bay City; Godsmark, Du-
rand & Co., Battle Creek;
Fleibach Co., Toledo.

COFFEE SUBSTITUTE
Javril

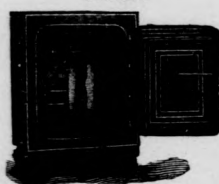
2 doz. in case. 4 50



CONDENSED MILK

4 doz. in case
Gail Borden Eagle 6 40
Crown 5 90
Champion 4 52
Daisy 4 70
Magnolia 4 00
Challenge 4 40
Dime 3 85
Peerless Evap'd Cream 4 00

SAFES



Full line of the celebrated
Diebold fire 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.

STOCK FOOD.

Superior Stock Food Co.,
Ltd.

\$.50 carton, 36 in box. 10.80
1.00 carton, 18 in box. 10.80
12 1/2 lb. cloth sacks. 84
25 lb. cloth sacks. 1.65
50 lb. cloth sacks. 3.15
100 lb. cloth sacks. 6.00
Peck measure90
1/2 bu. measure. 1.80
12 1/2 lb. sack Cal meal. . . . 39
25 lb. sack Cal meal. 75
F. O. B. Plainwel. Mich

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size. .6 50
50 cakes, large size. .3 25
100 cakes, small size. .3 85
50 cakes, small size. .1 95

Tradesman Co.'s Brand



Black Hawk, one box. .2 50
Black Hawk, five bxs. .2 40
Black Hawk, ten bxs. .2 25

TABLE SAUCES

Halford, large 3 75
Halford, small 2 25

Place Your
Business
on a
Cash Basis
by using
our
Coupon Book
System.
We
manufacture
four kinds
of
Coupon Books
and
sell them
all at the
same price
irrespective of
size, shape
or
denomination.

We will
be
very
pleased
to
send you samples
if you ask us.
They are
free.

Tradesman Company
Grand Rapids

The Look Ahead

The successful merchant booms business now
and takes The Look Ahead often enough to
make sure there is no let-up in the booming.

To such a merchant the ideal presentation of
goods is that which suggests things for his
use now and things for his use say a month
or six weeks from now.

It's the successful merchant we like to
deal with and it is to his needs we cater.
Hence you'll find

In Our October Catalogue

1. Our regular lines of Fall and Winter
goods quick selling merchandise in
more than fifty departments;
2. Hundreds of those "yellow-page"
leaders new things we provide month-
ly for use in the "this" month's trade
booming;
3. Our entire line of Holiday goods—
and the men who know refer to ours
as "the big Holiday line."

For The Look Ahead at December's easy busi-
ness—the greatest profit opportunity of the
year—as well as for trade stimulators to use
now, get our October catalogue.

No. J516—for merchants only—and free
for the asking.

BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only

NEW YORK

CHICAGO

ST. LOUIS

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Sale—Stock of groceries, located in Grand Rapids. Annual sales aggregate \$22,000. Fine location. Will sell for cash only. Address No. 950, care Michigan Tradesman. 950

Best cash prices paid for coffee sacks, flour sacks, sugar sacks, etc. William Ross & Co., 57 So. Water St., Chicago, Ill. 938

For Sale Cheap—Lamson cash carrier railway, three stations; used three months. Cost one hundred and five dollars. Address Carrier, care Michigan Tradesman. 940

If you want a stock farm where horses, cattle and hogs live the year around without attention, or if you want timber lands at prices that the timber will pay for the lands, call on or address J. R. B. Moore, Clarendon, Ark. 941

For Sale—Custom feed and flour mill for sale. Located at Mancelona, Mich. Plenty of custom. Address A. Kimball, Mancelona. 947

For Sale—Billiard and pool tables, outfit with lunch supplies, cigars and tobacco. Terms reasonable. Apply C. T. Braidwood, Lock Box 18, Capac, Mich. 946

For Sale—Fine stock of staple and fancy groceries in the best location in Muskegon. An established business of 37 years. Address Box 57, Muskegon, Mich. 944

For Sale—Foundry and cider mill. Everything in running order. First class location. Harrison & Moran, Chelsea, Mich. 945

For Sale—Shoe stock, invoicing \$3,000. Splendid opening in good city. Best of reasons for selling. Address No. 955, care Michigan Tradesman. 955

80 acre farm for sale or exchange for stock of merchandise. Jno. W. Curtis, Whittemore, Mich. 954

For Sale—Grocery stock and fixtures. Good location, good trade, cheap rent. Invoices from \$800 to \$900. Going South reason for selling. Address Lock Box 6, Franklin, Warren Co., Ohio. 953

General stock, new goods, \$4,000 to \$5,000 cash. Can reduce stock to \$4,000. Rent building. Address Poor Health, care Michigan Tradesman. 951

Wanted—Good merchandise business in live country town. Address Wing, care Michigan Tradesman. 952

Now no resident physician, and a good location for one in a village of twelve hundred people, and good farming country outside. Address Box 348 for information, Montague, Mich. 935

For Rent at Holland, Mich.—Brick store 20x50 inside. Plate glass front; excellent location on main business street. No. 47 East 8th St. Has freight elevator; now occupied by 5 and 10c store. Possession given Nov. 1st. Address C. J. DeRoo, Cor. Ottawa and Grand Sts., Lansing, Mich. 928

A desirable party to invest from \$5,000 to \$20,000 in a business that nets 100 per cent.; no chances, no competition. Address Box 117, Ypsilanti, Mich. 929

On account of poor health, I will sell my drug stock and fixtures located in northern Kent county, at a bargain if taken at once. Business established twenty-five years. Stock and fixtures invoice about \$2,000. Address No. 930, care Michigan Tradesman. 930

200 Ferrets For Sale—Best stock. Write for price. Lewis DeKleine, Jamestown, Mich. 936

For Sale—\$800 drug stock. Only stock in town. A bargain. Address No. 932, care Michigan Tradesman. 932

For Sale—General stock books, wall paper, china, sporting goods, etc., about \$3,500; clean; bears investigation; curiosity seekers please not answer. Muncy, Three Rivers, Mich. 922

Well improved farm of 320 acres to exchange for hardware, general merchandise or income property. F. W. Reagan, Clinton, Mo. 924

First class drug store doing a prescription business. Good thing for young man with energy. Best reasons for selling. Address No. 911, care Michigan Tradesman. 911

For Sale—Store building, dwelling and barn, \$1,800. Stock of goods about \$2,700. Might take part income real estate. Address No. 912, care Michigan Tradesman. 912

Cash for your stock—Or we will close out for you at your own place of business, or make sale to reduce your stock. Write for information. C. L. Yost & Co., 577 West Forest Ave., Detroit, Mich. 2

For Sale—Hardwood Island, one of the group of Apostle Islands near Bayfield, Wisconsin. Island contains 1,330 acres, and is heavily timbered with 1,500,000 feet of hardwood and 10,800 cords of cordwood. Beautiful place for summer resort, and will make fine farm after timber is cut. Price, \$10 per acre. Will consider improved property in part payment. Address Hazen & Kuehnow, Duluth, Minn. 916

We have some good farm lands for exchange on cash basis for stocks of general merchandise. C. N. Sonnesyn & Co., Butterfield, Minn. 897

Sell your real estate or business for cash. I can get a buyer for you very promptly. My methods are distinctly different and a decided improvement over those of others. It makes no difference where your property is located, send me full description and lowest cash price and I will get cash for you. Write to-day. Established 1881. Bank references. Frank P. Cleveland, 1261 Adams Express Building, Chicago. 899

Natural Gas Plant for sale or rent. Cheapest power in the city. Desiring to build a new plant at our Jackson street location, we offer for sale our present factory at 6th and A streets, with or without ground. One 75 H. P. and one 35 H. P. gas engine with 4 gas main and line shafting to suit purchaser. Can be divided into two small plants. For full particulars apply to Gernert Bros. Lumber Co., Louisville, Ky. 900

For Sale—Country store and dwelling house, also \$1,750 stock general merchandise. Address No. 901, care Michigan Tradesman. 901

Wanted—A stock of merchandise in exchange for a well located improved farm. Address No. 906, care Michigan Tradesman. 906

Harness Business For Sale—A chance for a harness maker with small capital. I must sell. Address No. 863, care Michigan Tradesman. 863

Furniture and Undertaking for Sale—Undertaking alone nets \$600 per year. A chance for a man with small capital. Address No. 870, care Michigan Tradesman. 870

For Sale—A good clean drug business in one of the best towns of Michigan. Good reason for selling. Address No. 873, care Michigan Tradesman. 873

Look at our advertisement No. 735. We have Wayland and Bradley mills left. Give us an offer. We want to sell them at once. Henderson & Sons Milling Co., Grand Rapids, Mich. 875

For Sale or Trade for small improved farm—Building and stock of groceries at good country location. Everything new. Address No. 850, care Michigan Tradesman. 850

Special Bargain—500 farms, stock raising, Kansas or Missouri. Write for my free list. F. H. Humphrey, Fort Scott, Kan. 914

A firm of old standing that has been in business for fifteen years and whose reputation as to integrity, business methods, etc., is positively established, desires a man who has \$5,000 to take an active part in the store. This store is a department store. Our last year's business was above \$60,000. The man must understand shoes, dry goods or groceries. The person who invests this money must be a man of integrity and ability. Address No. 571, care Michigan Tradesman. 571

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—A modern eight-room house Woodmere Court. Will trade for stock of groceries. Enquire J. W. Powers, Houseman Building, Grand Rapids, Mich. Phone 1455. 498

For Sale—Good up-to-date stock of general merchandise; store building; well established business. Stock will inventory \$5,000. Located in hustling Northern Michigan town. Address No. 744, care Michigan Tradesman. 744

For Sale—Fourteen room hotel, new and newly furnished, near Petoskey. Fine trout fishing. Immediate possession on account of poor health. Address No. 601, care Michigan Tradesman. 601

Mercantile stocks of all kinds in city and good towns for sale. Farms to trade for mercantile stocks. We have customer for good small grocery in good town. Stores to rent and more stores wanted. Clark's Business Exchange, Grand Rapids. 925

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—480 acres of cut-over hardwood land, three miles north of Thompsonville. House and barn on premises. Pere Marquette Railroad runs across one corner of land. Very desirable for stock raising or potato growing. Will exchange for stock of merchandise. C. C. Tuxbury, 301 Jefferson St., Grand Rapids. 835

For Sale—A 25 horse-power steel horizontal boiler. A 12 horse-power engine with pipe fittings. A blacksmith forge with blowers and tools. Shafting, pulleys, belting. All practically new. Original cost over \$1,200. Will sell for \$600. Address B-B Manufacturing Co., 50 Masonic Temple, Davenport, Iowa. 537

Wanted—To buy stock of general merchandise from \$5,000 to \$25,000 for cash. Address No. 89, care Michigan Tradesman. 89

For Sale—A fine bazaar stock in a lumbering town in Northern Michigan, county seat. Price right. Good reasons for selling. Must be sold at once. Address Rogers Bazaar Co., Grayling, Mich. 606

Attention, For Sale—Flour, feed, buckwheat mills and elevator at Wayland; one of the finest mills of its size in the State; elevator and feed mill at Hopkins Station and Bradley, Mich.; will sell together or separate; all are first-class paying businesses, and buildings and machinery in first-class condition; our fast-increasing business in this city is the reason we want to dispose of our outside mills at a bargain. Henderson & Sons Milling Co., Grand Rapids, Mich. 735

On account of failing health, I desire to sell my store, merchandise, residence, two small houses and farm. Will divide to suit purchaser. Address J. Aldrich Holmes, Caseville, Mich. 848

For Sale—20 shares of 1st preferred stock of Great Northern Portland Cement Co. stock for \$1,200. Address Lock Box 265, Grand Ledge, Mich. 835

The Memphis Paper Box Co. is an old established, fine-paying business; will sell the business for what it invoices; proprietor is old and in feeble health. Address Jack W. James, 81 Madison St., Memphis, Tenn. 736

POSITIONS WANTED.

Wanted—Position in a general merchandise, clothing or shoe store; eight years' experience; can furnish the best of references; speak German and English. Address C. H. Zimmerman, La Valle, Wis. 937

Wanted—A position in a dry goods or grocery store, by a competent young man. Can furnish best of references. Address Box 97, Barryton, Mich. 943

Wanted—Position as bookkeeper or stenographer with wholesale shippers preferred. Address Competent, care Michigan Tradesman. 903

Wanted—Position as salesman in retail hardware store. Have had ten years' experience. Address Box 367, Kalkaska, Mich. 466

HELP WANTED.

Wanted—Man who is a hustler and good salesman, and has a few hundred dollars to invest to buy interest in established business and take charge of an office in Detroit. No risks attached. Nets nice income. Address China, Glass and Brass Goods Manufacturer, 914 Lincoln Ave., Toledo, Ohio. 948

Wanted—Agents to handle our premium line of framed pictures for general stores as a side line; good commission; samples not necessary unless wanted. Apply Mueller Bros. Mfg. Co., Polk St. and Washtenaw Ave., Chicago, Ill. 949

Wanted—An all-round man in hardware, harness, implements, pumps, etc., with ability to conduct business in any of the above lines, and who has had experience as tinner. Must be temperate and not afraid of work. Man from small town preferred and who is familiar with farm trade. J. H. Whitney, Merrill, Mich. 933

Druggist Wanted—For position as ad. writer and manager of large retail drug store carrying complete stock and various side lines. Have good equipment for advertising and plenty of material to work on for special sales, etc. Must be man of good address, character and habits, a worker, and have good references. A steady place for the right man, with opportunity to purchase an interest, if mutually agreeable, when ability is proven. Address with particulars as to age, experience and salary expected. Address No. 942, care Michigan Tradesman. 942

AUCTIONEERS AND TRADERS

Merchants—Want to reduce stock? Yes. Want to dispose of stickers? Yes. Want more money in the bank? Yes. Then try a reduction sale, by my new and novel methods—or if you want to close out your stock—my plan will do it. Write for terms and list of references. W. A. Anning, the Hustling Salesman, Aurora, Illinois. 926

Merchants—Are you desirous of closing out your stock or having a reduction sale? We positively guarantee a profit on all reduction sales and 100 cents on the dollar above expenses on a closing out sale. We can furnish you with references from hundreds of merchants and the largest wholesale houses in the West. Write us to-day for further information. J. H. Hart & Co., 242 Market St., Chicago, Ill. 871

H. C. Ferry & Co., the hustling auctioneers. Stocks closed out or reduced anywhere in the United States. New methods, original ideas, long experience, hundreds of merchants to refer to. We have never failed to please. Write for terms, particulars and dates. 1414-16 Wabash Ave., Chicago. References, Dun's Mercantile Agency. 872

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

MISCELLANEOUS.

Show Cards and Price Cards—Over 400 varieties of show cards kept in stock; also neat and inexpensive price cards. Any sign you want made to order. I want to send you my free descriptive booklet. It will pay you to write for it to-day. R. H. Roys, 856 Railway Exchange, Chicago. 939

To Exchange—80 acre farm 3 1/4 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

Want Ads. continued on next page.

We Will Furnish the Factory

Also the Tools, Dies, Patterns and Machinery. Will manufacture your invention or specialty and ship direct to your customers. It is our aim to assist you in every way possible in all Patent-Mechanical matters.

Consult us free. Estimates furnished. Can furnish lists of every line of business and profession. We can reduce cost of production.

Miniature and full size models constructed along manufacturing lines. For prompt attention address, Estimate Dept. "J."

Michigan Novelty Works, Kalamazoo, Mich

COUPON BOOKS

SUPERCEDE
BOOK-KEEPING
DISPUTED ACCOUNTS
BAD DEBTS
ASSURE PROFIT
CONTENTMENT

We make four grades of books in the different denominations.

CIRCULARS
SAMPLES
ON INQUIRY

TRADESMAN COMPANY.

GRAND RAPIDS, MICH.

Good Results of Associated Effort in Marquette.

Marquette, Oct. 18—The Marquette Business Men's Association, formed some months ago, has disappointed the croakings of some black plumaged prophets, and has existed in peace and harmony, and with a record of good works, even unto the present day. What is better, there is every indication that it is a permanent organization and that it will continue to have the co-operation and support of all good Marquette merchants. The activity of the business men here also had the effect of stirring the Negaunee merchants to emulate them, and now there is an organization in that city which includes all the leading tradesmen and which is being well supported.

The Marquette organization meets regularly and is very active in all matters in which the interest of the members is concerned. Much of the work that has been accomplished is of a nature that does not admit of public comment, consisting as it has of "getting after" various abuses, small and large, which have in past years cost the business men a dear price. It is claimed that a great many valuable concessions have been secured and that the business men are already gainers, materially, from their organization; this apart from the harmony and good feeling prevailing among them as a result of their participancy in association affairs.

It is said that the credit system has been regulated better since the latest Association was formed than ever before in this city. The Association is making a gradual curtailment of credits, one of its prime objects, and is, for one thing, doing all it can to shut off bad accounts. There is maintained in the Secretary's office a record of all people likely to ask for credit concerning whose responsibility there can be any doubt. In this matter the co-operation of the merchants is necessary and has been freely given. When a business man is "stuck" and finds that his customer has no intention of trying to pay, if he ever had such intention, the case is reported, and a proper record made. The records are open to members of the Association. By calling at the office, or calling up the Secretary, any merchant can ascertain whether he is safe in advancing credit to a given applicant. If there are a bunch of dead accounts against the applicant he is judged a good person to do business with only on a cash basis; if his record is clear, he usually gets the credit. Sometimes, when the merchant's kind heart or poor judgment runs away with his discretion, he gets it anyway; then presently there is another black mark against this particular "rounder."

This system is naturally very distasteful to people who conduct themselves on the theory that the world owes them a living, and who want to levy a fair share of it on the merchants. They have sputtered long and loud and have threatened all sorts of dire things. They have little

ground for protest, however, and the merchants are going merrily on weeding out the dead ones, while their bank accounts wax fatter and their good pay customers possibly get somewhat better prices now that they are to some degree relieved from the necessity of supporting the parasites.

Take Strong Stand Against Trading Stamps.

Saginaw, Oct. 15—The Retail Merchants' Association advises its members and merchants in general to have nothing to do with proposed business schemes outside of the fold of legitimate competition. This briefly was the action taken at the last meeting and the framing of a formal resolution and its issuance to members were left to the Secretary.

The origin of the call for the meeting was found in the reported canvassing of the city by solicitors for the proposed Detroit paper, the U. S. Daily. Some time ago the agents of this daily had a hearing before the Association and the action then taken was unfavorable to their cause. It was believed that an official action of the Association condemning the scheme, which in the eyes of the merchants is largely the trading stamp evil revamped, would flatten out any business which might be attempted in Saginaw, hence the unequivocal action of the Association.

There is no question but that the Saginaw merchants are strongly opposed to anything of this kind and that none could be interested in it, were it generally understood that no one else would become so. This critical stage has been passed in the present scheme as the larger retailers absolutely refused to take up with the proposition, despite the fact that there were many very favorable or rather so-called favorable rates. It is conceded that all merchants will gladly follow the advice of the Association in this respect.

Scientists say that it is absurd for a man to part his hair in the middle and explain why when women attempt it they so rarely succeed. The brain, it appears, is not "ambidextrous," if the expression is permissible. If it were an organ of bilateral symmetry, it is asked, who would decide when the two halves disagree! Just as in government, matrimony or war, there must be a head; so must one-half of the brain rule the other, and it is generally the left half that rules, which makes most people right-handed. The right half sometimes makes suggestions, as one's "better half," but the left half rules. Just as it is natural, therefore, for people to use one hand more than another, and not both equally well, it is natural a man should part his hair on one side or the other, and not in the middle.

If you are not able to think for yourself you can never aspire to the greatest things, but if you are capable of carrying out the thoughts of others you will be far above the average.

The Produce Market.

Apples—Fall stock is practically all marketed and winter varieties now have the call. The crop of winter fruit is heavy, but the demand is only fair.

Bananas—\$1@1.25 for small bunches; \$1.50@1.75 for Jumbos. This staple commodity continues to hold its place in popular favor, but shows no features of note. The supply is running steady, and all orders go out promptly.

Beets—40c per bu.

Butter—Creamery is about 1c higher than a week ago and the market is strong and tending still higher. Local dealers have marked their selling prices up to 21c for choice and 22c for fancy. Dairies are in good request, but the supply of extras is somewhat uncertain, and retailers find it difficult at times to pick up just the goods they want. Country shippers are somewhat at fault in this manner, as most of them make no effort to sort out the good from the bad, and the receiver does not know what he is getting until he has gone thoroughly over each lot, which is a tedious job, especially when a large shipment is in small packages. The call for fresh, sweet goods, suitable for table or cooking purposes, is active, and the market not only keeps well cleaned up at full quotations, but some lots bring a shade higher when well handled. The price is steady at 16@17c for No. 1, 15@16c for common and 11@12c for packing stock. Renovated is in active demand at 17c.

Cabbage—35c per doz.

Carrots—40c per bu.

Cauliflower—80c per doz.

Celery—15c per doz. bunches.

Cranberries—Cape Cods are in ample supply at \$6.50 per bbl. Home grown are in moderate supply at \$6. Stock averages good size and very fine color. Such quality as is now in sight offered around Christmas day would bring big money.

Eggs—Case count are steady at 18@19c and candled are strong at 20@21c. Storage supplies are going out on the basis of 19c, but Chicago handlers are offering storage eggs at 17c in carlots for present or future shipment, giving ground for the fear that the losses on storage eggs this season will be severe. Receipts of fresh eggs still contain a large proportion of held stock, which tends to make local dealers suspicious of country shipments until their actual condition has been ascertained.

Egg Plant—75c per doz.

Frogs' Legs—Local dealers pay 5@60c per doz., according to size. To obtain top prices legs should weight not less than 2 lbs. to the doz. Small are hardly likely to bring express charges, and had better be kept at home, or be at least allowed to jump until they have worked up sufficient meat and muscle to be desirable.

Grapes—Blue varieties fetch 14c per 8 lb. basket, while Niagaras command 16c. Bulk stock has advanced to 80@90c per bu.

Green Onions—Silver Skins, 15c per doz. bunches.

Green Peppers—65c per bu.

Honey—Dealers hold dark at 10@12c and white clover at 13@15c.

Lemons—Verdillas and Californias command \$4.50@5 per box.

Lettuce—Hot house fetches 15c per lb.

Onions—Home grown are moving freely on the basis of 55@65c per bu. Pickling fetch \$2.25. Spanish are a little higher, having advanced to \$1.40.

Oranges—Supply is running low on California oranges, but there are fair offerings of Jamaica goods to take their place. They seem to be a little out of season and are not as well taken by the trade as will be the case a little later on. The price hovers around \$4.50 per box.

Parsley—25c per doz. bunches.

Pears—Keefers fetch 75@85c per bu. Russets range around 85@95c.

Pigeons—Local dealers pay 60c per doz.

Potatoes—Local dealers pay 30c, but most outside buyers are paying only 25c. The crop is large in nearly every portion of the potato belt, but the stock is too large in size to be choice. If the frost had come a week or two earlier it would have been a good thing for the potato crop. Michigan appears to have the best crop of any of the potato states.

Pop Corn—90c per bu. for either common or rice.

Poultry—Live is strong and in active demand. Receipts are increasing almost daily. Spring chickens, 10@11c; hens, 8@9c; coarse fowls, 6@7c; spring turkeys, 12@14c; old turkeys, 10@12c; spring ducks, 9@10c for white; Nester squabs are dull and slow sale at \$1.25. Dressed poultry (drawn) ranges about 2c per lb. higher than live. Shippers at country points should urge upon their growers the importance of fattening up turkeys intended to be marketed at Thanksgiving. The experience of years has proven that the best prices prevail at Thanksgiving time, and that a plump young turkey will bring more money at that date than around Christmas or New Years.

Radishes—20c per doz. for round.

Squash—1c per lb. for Hubbard.

Sweet Potatoes—Virginias have advanced to \$1.90 per bbl. and Jerseys to \$2.90.

Tomatoes—50@60c per bu.

Turnips—40c per bu.

If the Cuban government has signified its willingness to consent to the establishment of a Monte Carlo on its shores by a professional American gambler who is a fugitive from justice in his own country, it will scarcely commend itself as a promoter of good morals.

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