

MICHIGAN TRADESMAN

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 23, 1904

Number 1105

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THANKSGIVING THOUGHTS.

One of the beneficent results of an annual Thanksgiving day is that it gives us a chance to audit our accounts with life and to find out that we are not so bad off as we had supposed. Indeed, as a matter of fact, it needs only the most cursory observation to convince one that the day is mostly celebrated on the plan of the Publican, who thanked God he was not as other men. Nothing is more amusing, but nine times out of ten, when people come right down to brass tacks and telling the truth, their Thanksgiving consists in a glorification of themselves and in thanking heaven it was pleased to make them as they are instead of like somebody else.

Mrs. A., for instance, offers up her little prayer something like this: "Well, it's Thanksgiving day again. Goodness knows I have not all I want. I could be a lot more thankful if I had a new silk-lined, tailor-made frock, instead of having to turn this old dress again. I wish from the depths of my soul I had a hat worthy to be called a creation, and I'd just like to be able to go into a store one time and buy without regard to cost, or whether a thing would wear or not, but I've got one comfort anyway. Thank heaven! I can wear a low-necked gown to the opera without looking as if I was an animated skeleton from the side show, like that poor Sally Skinner."

Sally Skinner, on her part, returning thanks for mercies received, reflects: "It's a good thing, heaven knows, for the President to appoint a day for Thanksgiving, or else I'd forget it. I haven't got enough to recall the subject to me on my own account, much less to need to take a whole day for the job. If I had a new colonial house, with real Persian rugs and art draperies, and things like that, and a box at the opera, with

a carriage waiting for me at the door, instead of having to scurry around the corner to the street car, I'd feel that I had something to be really grateful for, but, thank goodness, one mercy has been vouchsafed me anyway! I've still got my figure, and don't go about looking like a meal sack with a string tied in the middle."

And so it goes, and we have this strange paradox of human nature, that while none of us are satisfied with our lot in life, not one of us would be willing to change and be another. The over-worked mother of a big family, seeing her cluttered house and endless tasks, now and then envies the childless woman her neat and orderly and quiet abode, but she would not exchange the kisses of her babies for the other's freedom. The childless woman's heart sometimes aches for the clinging of little arms about her neck, but she returns to her quiet home as to a temple of peace and thanks heaven she does not have to live in bedlam like the other woman. Youth looks with pity on age, yet who that has set feet far on the journey of life would retrace their steps and live over again all the struggles, the disappointment, the fret and fever of that tempestuous time? Even those of us who have supped with sorrow and whose bread has been wet with tears would not exchange places with those who know nothing but gayety and laughter. They have struck yet only a few notes of the great diapason of life. It is only when grief smites the heart that the great chord of universal human love and sympathy trembles into being and makes the music complete. And so Thanksgiving day is worthy of all honor and observance, if it only reminds us of this one lesson of content with our lot.

An important measure of new legislation is to be proposed at the coming session of Congress, with the indorsement of the administration. The object of the legislation will be to prohibit the unionizing of Government employees. The bill will be introduced early in the session and will be pushed with vigor. It is not only to be an "open shop" measure so far as relates to the employment of laborers who may not belong to labor unions, but is to go farther and prevent the banding together of employees of the Government to effect any purposes save those strictly benevolent. The administration is understood to be deeply concerned in the proposition, and it is thought there will be little opposition to it when its terms are understood.

GENERAL TRADE REVIEW.

The story of trade developments from day to day is one surely not lacking interest. The breaking of records in many significant departments is enough to warrant comment. And yet so wide-spread is the activity that it can not be said that boom conditions exist in any particular lines. For instance, the volume of stock trading is astonishing in many properties, but this is owing to the wider distribution of wealth—many operators who contented themselves with transactions of a few hundred shares in past active seasons are now handling as many thousands. Sudden speculative reactions occur with enough frequency to make it interesting and keep the ball rolling, but the course of prices is generally upward. As indicating the rising tendency sixty leading railway stocks are above an average of \$105 as compared with \$85 a year ago.

One significant breaking of records is in the aggregate export and import trade of the United States. Usually when there is especially heavy export trade the leading items have been in agricultural products. The condition of the wheat market now, however, is such as to greatly lessen its proportion in the general aggregate. This means that the vast increase in trade is in the various lines of manufacture; and these are so well distributed that it is hard to point out any especially leading. Demand is developing at an astonishing rate in many parts of the world, which promises much for the future.

With less of bank reserve than for years past the great demand for money seems to have little influence in financial circles. For instance, foreign demand has caused an outgo of over \$20,000,000 in gold in the past three weeks and the fact has hardly excited comment. This is to be accounted for in new methods of handling financial matters by the banks and trust companies, which do not require so large accumulations.

Notwithstanding the long increase in iron and steel industry reports of resumption in idle works indicate that the pressure of activity in '92 has not yet been reached. Prices are being advanced in some lines and demand is encouraging in all fields. The outlook for textiles continues favorable, especially in woolen production, although the staple is advancing. Cotton showed an upward tendency, which was quickly checked, the manufacture showing the least encouragement of any department of industry. All branches of footwear trade are advancing and orders are being placed with increasing confidence.

THE PILGRIM SPIRIT.

It Still Lives in the Great Men of To-day.

Governor Bigler, of Pennsylvania, was one of the Dutchest of all the Dutch governors of that State, and after he was elected he was waited on by an Irishman who was an applicant for an office. Pat sat expectantly on the edge of a chair in the big anteroom, with his hat in his hand and his hair over his forehead, waiting for his turn, and when an opportunity offered he dodged into the presence of the Governor and began: "Yer honor, are ye related to the McBiglers or the O'Biglers?"

"Neither, my friend, all my ancestors came from Germany."

"All right, all right," said Pat, not wishing to lose a point, "there's some dacent people among the Dutch."

The same discriminating remark might properly be applied to any company of Yankees.

It is generally agreed that much of the spirit of the Pilgrims came from Holland. It is said that when the saintly Robinson and Brewer became fellows of Leyden University, they were each granted by the hospitable Dutch, free of state and town duties, twenty-four hogsheads of beer and forty gallons of wine every year. What a torchlight procession that would have made to Cape Cod!

It was a descendant of a Pennsylvania Quaker who was once speaking of this peculiarity of the early inhabitants of New England on one of these festive occasions, who said when they went into their trenches, which they were defending against King George, that they were armed with a copy of the Bay State Psalm Book, a double-barreled shotgun and a single barrel of old Jamaica, and probably no body of men ever suffered more from rum, rheumatism and rebellion.

It was Mary Allerton who first stepped on Plymouth Rock, and the Pilgrim mother not only suffered the privations and terrors of cold and storm and disease and Indians, but she endured the Pilgrim fathers as well, and when she landed on that memorable Monday she proceeded without delay to get out her washing, and after establishing the national wash day she sat down to the cold dinner which has since driven so many husbands, besides the Pilgrims, to rum.

A Scotch-Irishman ought to feel at home here for the Plymouth colony was only a type of the great republic which should afterwards open its sheltering arms to the oppressed of other lands, and seven nations were represented among its members. It had English, Scotch, Welsh, Irish, French, Walloon and Dutch.

The Scotch-Irishman has another claim, for he represents a race which brought here the very finest fruits of that mighty movement called Puritanism, which spread over and changed all Northern Europe, and made the sixteenth and seventeenth centuries remarkable for this dynamic force.

The Pilgrim spirit bowed to but never feared majorities. It acknowledged the supremacy of the Almighty and believed that one on God's side was a majority, and when satisfied that the cause was right, it calmly took its place there undeterred by principalities and powers, so that in war and in peace, in the battles for constitutional government, for freedom of thought and the freedom of man, the sons of New England, the descendants of the Pilgrims, have led the van, doing heroic deeds wherever liberty has been endangered, and writing their names on every page of our country's history.

The Plymouth colony and the Pilgrims welcomed Roger Williams when the Puritans banished him, gave a place to Miles Standish, a Roman Catholic, and had rabid radicals and strenuous Anglicans among its members, for the Pilgrims had lived in a free republic and from it they brought the jewels which now shine brightest in our coronet of freedom. Local self government, written constitutions, our common school system, freedom of religion and the press, the secret ballot, the Supreme Court and the Senate—all these came from Holland. What a fortunate thing that they had behind them the splendid age of Elizabeth in literature, the memories of the Armada and Raleigh and Drake, and what colonists ever brought so much?

It is estimated that, from those who came between 1620 and 1640, numbering 20,000, one-fourth of the people of the United States have descended. They were the very cream of East England, and when Horace Walpole heard the great news of Burgoyne's surrender at Saratoga, he wrote: "Old England is safe; that is America whither the true English retired under Charles I."

It was the old Pilgrim spirit that flashed out when Thomas Jefferson, in 1779, presented his famous bill for religious freedom to the Virginia Legislature, and it shone in Madison when it passed, and he said: "In Virginia was extinguished forever the ambitious hope of making laws for the human mind."

The demand of the first congress for an amendment prohibiting any establishment of religion was brought about because of this struggle in Virginia. This spirit has irradiated our literature in the poems of Whittier and Lowell and Holmes and Longfellow; it has built enduring monuments of scholarship in the works of Prescott and Parkman and Bancroft and Fiske and the stars which New England has set in the national sky forevermore.

It found those brave knights ready, when it called in their young manhood, for lives of sacrifice and obloquy, Garrison and Theodore Parker and Wendell Phillips. It breathes through the philosophy of Emerson, and it was first revealed to slavery when Charles Sumner stood in the Senate of the United States, the incarnate conscience of New England,

the only statesman slavery had yet met there who could not be tempted to compromise. They were worthy to stand for those of whom Robinson wrote in Holland: "It is not with us as with men whom small things discourage."

The old spirit is not dead. It is revealed to the nation in the lives of great men and in the high ideals of duty and the lofty public service of the remarkable man who in the Providence of God is the President of the United States.

Governor Endicott, the Puritan, cut the cross out of the English banner because he thought it was a badge of Romanism. The world moves on, and two months ago at the bicentennial celebration of Yale University, in the presence of the most distinguished of the land, I saw President Hadley, with the toleration of the Pilgrim, place the highest honors of the old Congregational college on the head of a Catholic archbishop, that splendid American, John Ireland, in token of what he has done for American liberty.

The Pilgrim spirit spoke in the resonant tones of Webster in his immortal plea for the Union, and when he bade the distant generations hail at Plymouth, he welcomed them to the things the Pilgrims loved and for which they have lived and labored and suffered, the treasures of science, the delights of learning, the immortal hope of Christianity and the light of everlasting truth.

About a year ago I stood in front of the state house at Boston and looked at the beautiful marble memorial which a grateful state has erected on the Common to commemorate the heroic life and death of Col. Robert Gould Shaw. He had youth and education and wealth, and on him the gods seemed to have showered all their gifts, but the guns aimed at Sumpter reverberated on Plymouth Rock and the Pilgrim spirit responded when he heard the call. He braved the ostracism of Beacon street, surrendered the bright career which opened before him, took the command of a colored regiment in the civil war, and lies buried with his men in the trenches where they fell in the awful charge on Fort Wagner.

The art of St. Gaudens has produced a masterpiece, and on the marble slab in bas-relief is carved the figure of Shaw riding beside his men, each soldier looking as Lincoln said he might, "with steady eye and well poised bayonet, helping forward the great consummation." Below is this beautiful inscription: Right in the van, on the red ramparts' slippery swell, With heart that beat a charge, forward he fell— Foremost, as fits a man. But the high soul burns on, To light men's feet, where death for noble ends Makes dying sweet.

The high soul will burn on wherever noble deeds are done and holy sacrifices made. We need a little more of this heroic spirit.

M. Guizot once asked James Russell Lowell how long the American republic would last, and they both agreed in his reply, which was: "It will last just as long as the tradi-

tions of the men of English descent who founded it are dominant there." This has been the kernel of our civilization, and the passion for education which gleams in lives like Horace Mann's, which has made the older New England colleges the mothers of the Western institutions of learning everywhere, is a proud thing to contemplate.

Michigan was the first State of the West to adopt the town meeting, and it was not self-governing until that New Englander, General Cass, as Territorial Governor from 1813 to 1831, made it so. It is well to remember his words now, because he said: "In proportion as government recedes from the people it becomes liable to abuse."

He was a firm believer in the primary assembly, and I should like to know what he would think of our method of nominating candidates for office in Michigan now, where the noble doctrine of free choice has been so prostituted by the use of money and corrupt practices that our public life has been so poisoned that grand juries and indictments and convictions of those in office make us blush for the State. Is it not possible that if the moderator and the town clerk had been summarily removed the Pilgrim father would have indulged in some remarks? Would not John Winthrop, the Puritan, have felt it time to issue another "Little Speech on Liberty?"

I have seen upon the wall of the lobby of the House of Lords at Westminster a picture, in the place of honor, representing the embarkation of the Pilgrims, and once I stood at Delftshaven and thought of that little company setting forth in the Speedwell with prayers and tears, little dreaming they carried with them the seeds of the mightiest nation that has yet appeared on this earth, and one day I ascended the hill overlooking Plymouth and heard the spring winds sighing over the lonely graves, and tried to decipher the quaint inscriptions and the homely names on the moss-grown headstones, and I thought of that terrible first winter when there were at one time but seven able-bodied men in the colony, when they were reduced to five kernels of corn for each one, with the savages about them,



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the unexplored continent in front of them, the stormy Atlantic behind them, fever and consumption standing by their bedsides, and yet not a man returned in the Mayflower and their serene and lofty courage did not quail.

I looked on the monument surmounted by the figure of Faith, and it seemed to typify the beginning and the greatness of our country, and standing on the old rock which after-generations have lovingly guarded and canopied with a beautiful memorial, I tried to imagine the scene. Then I have taken the train and gone across the continent past the busy cities, the smiling villages, through the great inland empires of states with their marvelous resources, through which the pioneer has pursued the fast-vanishing Great American desert of our younger days, until at last I have stood in that fair city that sits by the Golden Gate "through which the soft Pacific sighs." And I have said, if we have accomplished all this from such humble beginnings in 281 years, give us a thousand years of history as England has and what under the providence of God may we not become?

We are fast winning the world's supremacy in commerce, the iron and steel crown is already ours, and our country will occupy in this century the place England filled in the one just ended. The vision of the future is a dazzling one, but better than material greatness are the great names which make a people truly great, the splendid, inspiring traditions of the past, the most priceless heritage which a nation has, and for all who are the pioneers in great causes, who are filled with a love of country and a desire to serve her, who would see that "righteousness which exalteth a nation," for their encouragement there still shine those words of Bradford, "Let it not be grievous to you that you have been instruments to break the ice for others. The honor shall be yours to the world's end."

The Pilgrim spirit is not dead; it walks by noon's broad light,
And it guards the bed of the glorious dead by the holy stars of night—
It watches the bed of the glorious dead, and will guard that ice-bound shore,
'Till the waves of the bay where the Mayflower lay, shall foam and freeze no more

John Patton.

Feminine Finances.

A Philadelphia banker began six months ago the custom of giving his wife a book full of blank checks which he had properly signed.

"You are welcome to use these as you see fit," he said, "but I want you to write on the stubs just what each check went for. Then at the end of six months I'll look over the stubs."

The other day the six months came to an end and the husband began his inspection.

"You say here," he said, "that check 272, for \$25, went for church expenses. What church expenses were these?"

"A new Easter bonnet," the woman replied.

No amount of looking right can fix you up for living wrong.

NOT ALL POWERFUL.

Experience Must Bow Before Level Headed Energy.

Every day is heard the cry: "Experienced men wanted," and on this the tramp bases his excuse for idleness. He has seized no chance to learn, and when asked the cause of his idleness he points to the want advertisement and says he can not land such a job. "I don't know how." He is pitied, and helped perhaps, and so lives through his miserable life on the pocketbooks of others.

At the bottom of the story it will be found that the real trouble lies in the fact that the man has no desire to work—and he is merely an extreme of the class of "floaters" who loaf about the streets, on the pretense of hunting work. The employment agencies are flooded with them. They are sent time after time to places where there is an opening, but it doesn't suit them—they want jobs where they will be salaried loafers.

That experience is essential to success is a foregone conclusion, but experience must come from somewhere, and certainly no man is born with it. There are hundreds of positions open in these prosperous times for the man without experience if he chooses to begin at the bottom—but there comes the rub. The man objects when he is offered a position at \$8 or \$9 a week—he prefers to sit in an office with his feet on his desk and smoke a cigar while a clerk makes out the pay roll with \$50 behind his name. It is a pleasant dream, and that may be his future if he goes in at the place he is offered and works, but he chooses to stand in the chill mist on a winter day and console himself with his own misery. He pets it, and develops it until he convinces himself with his own illusion.

Hotels and restaurants offer extensive opportunities for a man who is willing to work. No matter what his education may be, no matter what his experience, no matter what his age, if he is willing to work there are a chance and an opportunity to rise. Perhaps he will only receive his meals and \$7 or \$8 at the start—but there is a chance. All that is asked is, "Are you willing to work?"

"Yes."

"Then take off your coat."

Dishwashers and baggagemen receive a hotel a man receives his room, require no experience at the start. In board, and a few dollars, and if he proves satisfactory "there is always room at the top."

Street men need no experience. Any man who is not a degenerate and not physically handicapped can handle a broom and a shovel, but does he want to do it? Is he willing? The same question invariably arises. If "yes" is the answer he is secure and the wolf will not haunt his door.

Hundreds of boys and girls hunt work, and most of them find it. Any firm is willing to give a bright, neat boy or girl a chance whenever there is an opening. "There is never an opening," cries the idler, but the ex-

cuse limps. There are thousands of employed children, and each day sees some of them grow out of the childhood age ready to take up burdens of men and women. The positions are open, and as the number of applicants increases the business world is increasing with an equal pace. The employed children are gaining experience. When they are grown they will not step into the world helpless, but will be ready to meet the requirements of "experience."

What were the inexperienced men doing when they were children? Loafing perhaps on the street corners.

A man with a trade has no trouble in securing a position if he is industrious. The time to learn that trade is while he is young. The machine shops and factories all offer opportunities to young men who are willing and anxious to advance themselves. Chicago is full of such places, and any industrious young man can find employment, but he must begin early. No firm is willing to teach its trade to an old man. It is the young man with a future before him that is given the chance.

Foundries offer an opportunity to the man without experience. They require the services of unskilled labor and take on men at \$1.25 a day. The employment agencies are daily calling for "handy men"—men who need no experience but are willing to work. Such men are serviceable as barn men, yard men, and in factories, to nail boxes, sweep out, and do general janitor or all around man work. Contractors employ thousands of men in digging trenches, tearing down buildings, and removing the debris. Hodcarrying is one of the trades that a man can break into with no experience, and each one offers a chance—all that any man has the right to ask for.

"It is no chance—there is nothing ahead in it," is a common excuse for not accepting these opportunities. The man who makes the excuse does not stop to consider that he must begin. The hodcarrier can learn to be a bricklayer, the janitor can learn to be an office man, the sewer digger can become a boss, and the factory man a mechanic. There is a chance in all of it, and it depends upon the man.

Is he willing to work? It all narrows down to that question. Any man who is willing to work, willing to learn, and is ordinarily intelligent, has a chance at the top. It all depends upon himself, no matter whether he begins as hodcarrier, factory man or dish washer.

Men come to the cities from farms. Many of them have had an education and are lucky enough to get a start in an office. Others, however, who are just as ambitious, come to the city depending upon their inborn ability and, having no experience, no education, are "just trying their luck." Such men have the same chance. They, too, can start. They can begin at day labor and, after that, it depends upon themselves. Adaptability decides the fate of the

men who start out lacking experience. If the man can pick up experience as he passes the daily incident he will win out. Speaking in regard to his profession, an old Alpine guide once said: "It's all in the experience, signor—all in the experience. Not in the experience of doing it a hundred times, but in that of doing it without being a fool." In other words, perfection and success result from seeing things as they pass, learning wherever the chance offers.

No man enters manhood without experience. There is a certain amount of it that is a part of natural growth and absorption. There is experience of some kind in every environment. The child gains experience in the profession of his father, and while it is not essential that a tailor's son should be a tailor, there is no escaping the fact that that child would have a distinct advantage over the child brought up in the environment of another trade.

The class of men who have made a start in the wrong direction form another great problem along the same line, for when they endeavor to make a new start, they, too, face the problem of inexperience. As a rule, they find out their mistake too late to avoid being a failure in life, or at least to avoid falling far below their actual abilities. For that reason every young man should realize the depth of the problem before him when he chooses his life work.

Many a man has given up in despair because he feared failure in the face of inexperience, but such men lack strength and energy. Experience is not the force which makes the world move, for, powerful although it is, it must bow before level-headed energy. Geo. V. Steep.

Mail order swindles are common and several concerns have recently been denied the privilege of using the mails. This does not imply that the mail order business is corrupt in itself, but only that it is a comparatively easy way to impose upon the credulous. Besides it is not easy to learn whether the unknown mail order concern is reliable without special enquiry, and therefore those who are not unduly credulous will risk sending a small amount of money rather than write a letter of enquiry. The notion that money can be saved by buying in this way is a mistaken one.

The light of one life shines farther than the brilliance of a century of logic.

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AROUND THE STATE

Movements of Merchants.

Niles—Frank Hatfield has opened a new meat market.

Evart—Henry Turner has opened a new meat market.

Cadillac—Hall & Murphy have opened a new shoe store in the Kelly building.

Flint—Hart & Vincent are succeeded by James M. Hart in the grocery business.

Woodland—D. S. England has moved his furniture into his new store building.

Holland—L. D. Knoll & Co. have opened a meat market at 212 West Fourteenth street.

St. Johns—Troup & Yost are to succeed Elmo M. Frink in the boot and shoe business.

Ann Arbor—George M. Gaudy has sold out his line of baked goods, confectionery and ice cream.

Pompeii—A. Fraker & Son succeed D. K. Barnes & Co., agricultural implement dealers.

Lowell—J. M. Meyers has purchased Geo. McKee's interest in the Meyers & McKee feed mill.

Mt. Morris—Mrs. E. A. Knapp, who formerly conducted a bakery business, has sold her stock.

Detroit—An involuntary petition in bankruptcy has been filed by the creditors of the Hall Brick Co.

Imlay City—Fairweather & Steele are succeeded by Lewis Steele, who is to carry a line of farm implements.

Port Huron—The Flint Pantaloon Co. has purchased the furnishing goods department in F. J. Haslett's store.

Stanton—Frank Strouse has opened a hardware and implement store in the corner store of the Tower block.

Gladwin—W. B. Tubbs has purchased the interest of Mr. Button in the hardware stock of Fraser & Button.

Almont—W. F. Hammond & Co., dealers in drugs, groceries, paints and oils, are to be succeeded by Wm. F. Hammond.

Sault Ste. Marie—O. Hart has increased the capacity of his grocery store by doubling the size of his show room.

Lake Odessa—Weldon Smith has sold his bakery to H. E. Pratt, who was formerly engaged in the grocery business here.

Manistee—C. B. Shuman purchased the Somerville book, stationery and wall paper stock at bankruptcy sale for \$1,000.

Caro—Eugene O. Spaulding is to be succeeded by E. O. Spaulding, who will carry a stock of dry goods, cloaks and carpets.

Cadillac—J. D. Wilson, formerly engaged in the meat business at Midland, has opened a meat market on North Mitchell street.

Sparta—H. A. Cranmer has sold his interest in the cigar factory here

to his son, E. A. Cranmer, who will continue the business.

Coleman—Arthur C. Watring is to continue the business formerly conducted by Watring & Butler, dealers in agricultural implements.

Henderson—Milo A. Crane has sold his general stock to John Telfer, who will consolidate the stock with his own general stock.

St. Johns—E. M. Frink has sold his shoe stock to Henry A. Tromp and S. A. Post, who will continue the business at the same location.

Wheeler—The general stock and store building of W. C. Folkert were recently destroyed by fire. The loss is partially covered by insurance.

Nashville—D. A. Green and Fay Green have formed a copartnership under the style of Green & Son and engaged in the grocery business.

Holland—Bousma & Wieringa, grocers at the corner of Central avenue and Sixteenth street, have dissolved partnership, Mr. Bousma succeeding.

Hart—T. S. Gurney has bought up all the stock of the Hart Improvement Co. and has let a contract to Muskegon parties for a \$1,490 steam heating plant.

Hart—Noble Hook, of South Hart, has bought the grocery stock of Ralph De Vries. Mr. De Vries will engage in the dry goods business in the new Noret Block.

Cedar Springs—Wm. Black celebrated the thirty-third anniversary of his career as a merchant last week. He has every reason to feel gratified over the success he has achieved.

Cadillac—C. L. Dolph and John Wilcox have formed a copartnership under the style of the Cadillac Manufacturing Co. for the purpose of engaging in the manufacture of heading.

Traverse City—A. B. Cook and D. L. Young have formed a copartnership under the style of Cook & Young and engaged in the hay, grain and feed business at 410 West Front street.

Alma—Thomas E. Pringle recently sold his stock of clothing and men's furnishings to H. J. Vermulen and the next day Mr. Vermulen sold it to N. J. McCullough, who intends to continue the business at the old stand.

St. Clair—Crowley Bros., Burnham, Stoepel & Co. and the Ryan Bros. Knitting Co. have filed a petition to have Louis Goldstein, a St. Clair dry goods merchant, adjudicated a bankrupt. Petitioners' alleged claims amount to \$1,800.

Mesick—Bruce Preston and R. M. Harry have formed a copartnership under the style of the Mesick Hardware Co. The new company will use the same building in which Mr. Preston has been conducting the hardware business.

Detroit—F. J. Schaffer & Co. have brought suit in the Circuit Court against the Wabash Railroad Co., claiming \$2,000 for the alleged failure to deliver a quantity of produce in a reasonable time and in proper order to L. H. Krallman, at St. Louis, Mo.

Traverse City—Thomas H. Sher-

man and C. F. Hunter, who have been employed for several years as book-keeper and salesman, respectively, for the Hamilton Clothing Co., have formed a copartnership and will engage in the clothing business on their own account.

Detroit—Judge Swan has under advisement a petition that Charles B. Hirschfield, recently adjudicated a bankrupt, turn over \$1,800 to his creditors or go to jail. It is alleged he has collected several thousands not accounted for, and that his wife recently deposited \$2,500 in a bank.

Lake George—F. A. Luce has purchased the general stock of J. R. Borst and will continue the business at the same location. Mr. Luce has recently managed the general stock of Wagner & Gilman, at Clarence, previous to which he was employed for two years as clerk for Geo. F. Cook.

Lake City—Wm. H. Arbuckle has sold his grocery stock to James Berry and his bakery to Percy Chick and M. L. Wolverton, who will continue the business under the style of Chick & Wolverton. Mr. Arbuckle will remove to Boyne City, where he will engage in the restaurant business.

Boon—Andrew Olson has purchased the interest of J. M. Hayden in the store building, general stock and lands of Losie & Hayden. The business will be continued under the style of E. A. Losie & Co. Mr. Olson has been on the road the past five years for J. Cornwell & Sons, of Cadillac.

Jackson—Lawrence Verdon and Jay C. Hobart, both of whom conduct retail cigar stores here, have consolidated their interests under the style of the Hobart-Verdon Co. The company, which will also conduct the cigar stand in the Hotel Otsego, has a capital stock of \$4,000, all subscribed and paid in in cash and property.

Nunica—A. Hilan Parkhurst is now sole owner of the general stock which has been conducted several years under the style of W. B. Parkhurst & Son. The business was established twenty-eight years ago under the style of Parkhurst Bros. Some years later it was changed to A. F. Parkhurst and afterwards to W. B. Parkhurst & Son.

Kalamazoo—Sumner Owen has purchased a third interest in the implement stock of H. H. Boylan & Son and the business will hereafter be conducted under the style of Boylan, Owen & Boylan. Mr. Owen has but recently resigned his position with the International Harvester Co. in order to devote all of his time to the new business. He has been traveling for the past two years for the harvester company, having been similarly employed for four years previous by the Deering Harvester Co. Before taking positions with these companies Mr. Owen conducted a retail implement business at Stanley.

Manufacturing Matters.

Plainwell—B. C. Shayler has leased the Brownell Flouring Mills.

Rochester—Wm. Williams, manu-

facturer of confectionery, is succeeded by James Daffneas.

St. Johns—Arthur L. Rockwell is succeeded by Slade & VanAuken, manufacturers of confectionery.

Detroit—The Princess Manufacturing Co. succeeds Chas. W. Moore, manufacturer of children's garments, etc.

Kalamazoo—Pfeiger & Frederick have purchased the cigar manufacturing business of A. J. Weaver and will continue it at the same location.

Battle Creek—The Eccentric Pump Co. has been organized with a capital stock of \$25,000, all subscribed and paid in in property, to engage in the manufacture and sale of pumps and wind mills.

Jackson—The Fuel Protector Co. has been organized to engage in the manufacture of radiators and fuel economizers. The capital stock is \$15,000, of which \$10,000 has been subscribed and paid in.

Port Huron—The Ratchet-Extension Ladder Co. has been organized to manufacture step ladders. The capital stock is \$25,000—\$5,000 preferred and \$20,000 common—of which four-fifths is subscribed and paid in.

Detroit—The Hammer Motor Co. has been organized for the purpose of manufacturing and selling automobiles. The capital stock is \$10,000, all of which has been subscribed and \$3,000 of which has been paid in in cash and property.

Detroit—The Wayne Automobile Co. has been incorporated to manufacture automobiles. The capital stock is \$300,000, of which \$265,000 has been subscribed. Of the latter, \$8,200 has been paid in in cash and \$240,000 in property.

Detroit—Tilden Bros. & Noble have merged their saw manufacturing business into a stock company under the style of the Tilden Saw Co. The company has a capital stock of \$60,000, all paid in in patented processes, machinery and stock.

Hart—The Hart Potato Flour Co. has been organized with a capital stock of \$30,000, all of which has been subscribed and paid in in cash. C. H. Seager, of Marshalltown, Iowa, and W. J. Ward, of Gilman, Iowa, each own one-quarter of the stock.

Muskegon—The Diamond Clothes Pin Co. will be organized by local business men to manufacture the clothes pin invented by A. Smith, of Traverse City. The company will utilize the plant formerly occupied by the Automatic Wringer Co., at Muskegon Heights.

Commercial Credit Co., Ltd.

Widdicombs Building, Grand Rapids
Detroit Opera House Block, Detroit

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



Mrs. S. A. Gaumer has opened a grocery store at Boyne City. The Worden Grocer Co. furnished the stock.

J. E. Wright has engaged in the grocery business at 207 Straight street. The stock was furnished by the Worden Grocer Co.

Ernest J. Parr, whose drug stock at Marion was destroyed during the recent conflagration at that place, has re-engaged in business in a temporary location. The Hazeltine & Perkins Drug Co. furnished the stock.

Peter Doran, trustee of the mortgage creditors of Sherman & Byram, the Petoskey dry goods dealers, sold the stock at public sale last Wednesday on a bid of \$3,160, made by S. Rosenthal & Sons. Cash sales to the amount of \$1,200 were made by the trustee between the dates the mortgage was uttered and the sale of the stock was effected, making \$4,360, less expenses, to divide among creditors whose claims aggregate \$8,000.

The Acme Cement Plaster Co., which recently purchased sixty-three acres of land at the junction of the P. M. and Lake Shore Railway—known as the Rufus Corkins farm—has had plans prepared for a four-kettle mill for the manufacture of stucco. The company has caused borings to be made at several places on the land and claims that the entire tract is underlaid with eight feet of plaster rock only twelve feet underground. The company will mine the rock, instead of taking the dirt off the surface, which will enable the work of mining to be conducted the year round. The company maintains its headquarters at St. Louis, Mo., and has four other stucco plants located in Texas, Indian Territory and Wyoming.

The Produce Market.

Apples—Winter stock is moving freely on the basis of \$2@2.25 per bbl. The market is gradually growing firmer and quotations are reaching a higher basis. There has been an enormous movement in apples this fall and it is not over yet by any means. Retailers throughout the country report the sale of an unusually large quantity of apples by the barrel. The low prices and the good quality of the fruit have caused many a family to put one or more barrels into the cellar for winter use.

Bananas—\$1@1.25 for small bunches; \$1.50@1.60 for Jumbos. Prices are still high and they have reached a point where the jobber finds some difficulty in doing business. The retailer is loth to pay the advanced prices and sales have been cut down within the past two weeks a good deal.

Beets—40c per bu.

Butter—Creameries are steady in price and active on the same basis

as a week ago—25c for choice and 26c for fancy. Dairy grades are stronger and higher than a week ago. in consequence of the light receipts. No. 1 is in strong demand at 19@20c and packing stock is steady at 14@15c. Renovated has advanced to 20c.

Cabbage—35c per doz.

Carrots—40c per bu.

Celery—15c per doz. bunches.

Cranberries—Cape Cods have advanced to \$7.50 for late Blacks and \$8 for Howes. Home grown are in moderate demand at \$2.35 per bu.

Eggs—Fresh continue to advance, the market having moved up from 1@2c during the week. The receipts of fresh stock continue to fall off and the demand more than equals the supply, even at present prices. The effect of this condition, together with the improved weather, has been to advance storage eggs from 1@2c. If it were not for the general use of storage eggs at lower prices the market on fresh would advance very rapidly until consumption was checked. Fresh command 23@24c for case count and 25@26c for candled. Storage, 20@21c.

Grapes—Malagas, \$5.50@6 per keg.

Honey—Dealers hold dark at 10@12c and white clover at 13@15c.

Lemons—Verdillas and Messinas command \$4.25 per box; Californias fetch \$4.25.

Lettuce—Hot house fetches 15c per lb.

Onions—The price is strong and higher, choice stock fetching 75c per bu.

Oranges—Floridas fetch \$3; Jamaicas, \$2.75; California Navels, \$3.25.

Parsley—25c per doz. bunches.

Potatoes—The price ranges from 25@30c, depending on local competition rather than outside demand. The excellent weather has enabled the farmers to market large quantities of their tubers and the dealers are well supplied for the immediate future. There has been an unusually large quantity of potatoes bought by city grocers this fall and they will not be in the market again until their stocks run out. The country dealers, too, have loaded up well. The shipping demand is not active, either.

Pop Corn—90c for old and 50@60c for new.

Radishes—20c per doz. for hot house.

Squash—1c per lb. for Hubbard.

Sweet Potatoes—Kiln dried Illinois fetch \$2.75 per bbl.

Turnips—40c per bu.

Henry B. Fairchild, Manager of the Hazeltine & Perkins Drug Co., has returned from New Orleans, where he attended the annual convention of the National Wholesale Druggists' Association. It was his first visit to the Crescent City and he enjoyed the trip from start to finish.

Port Huron—J. W. Goulding & Co. have merged their wholesale and retail notion and millinery business into a stock company under the same style. The capital stock is \$30,000, all of which has been subscribed and paid in.

The Grocery Market.

Sugar—London cable advices report beet sugar unchanged for November delivery and December 3/4d higher. Cane is firm but quiet. As Cuba has now sold about all of the sugar that can be shipped during December and January, there are practically few offerings except for February and March shipment, and it is generally understood that refiners are ready buyers of these sugars on the basis of 3 5-16 c and f, for 96 test centrifugals, but holders are not inclined to sell except at 3 3/4c. The market for refined is quiet and unchanged, with refiners quoting on the basis of 5.35c less 1 per cent. cash for granulated in barrels. The withdrawal demand is fairly active, but there is no new business as the trade is well protected for immediate wants, owing to the fact that it has been compelled to withdraw sugars so freely on old contracts lately.

Teas—Stocks of Japs in first hands are strongly held, with every indication of higher prices before spring. The demand is fair, prices being strong on ruling quotations.

Coffee—Both spot and future coffee has remained steady, with a firm tone. The option market has fluctuated more or less during the week, taking on some days a decided decline, but recovering later. The demand is dull and likely will be until after the turn of the year. Milds, Mocha and Java, are firm and unchanged.

Canned Goods—Corn is in moderate demand at unchanged prices. There may be some decline in the lower grades of corn, as there seems to be plenty to go around. Fine grades, however, are scarce, and will probably be well held throughout the season. In peas there is a good demand for cheap grades, but cheap grades are scarce, and buyers are not yet willing to pay the higher price for better grades. Anything below 60c is now not easy to procure. Tomatoes are selling only in a very small way at prices that show no change and no disposition to change. It is almost certain that the market will remain as it is until after the first of the year, anyway. Peaches are unchanged, as is the entire line of Baltimore stuff. Stocks are believed to be less in Baltimore than usual. California canned goods are unchanged, with the exception of peaches, which are steadily hardening.

Dried Fruits—There is a better demand noted for prunes. The market seems to be righting itself after a very bad start, and from now on it is expected that increasing strength will be shown each day. Small sizes are evidently in very poor supply. Currants are strong but without especial feature. Figs and dates are also on a firmer basis. Among the other cured fruits there is little change. California advices still tell of the firmness in peaches and predict a complete clean-up of the market early. Apricots are also in none too large supply. Pears are steady. The demand for fancy grades

of these fruits has been fully up to expectations the past week. It is anticipated that it will be still larger for the next few days, as the last of the Thanksgiving orders come in. The way the trade has taken high-priced goods is an encouraging sign. All signs point to a much higher raisin market after the first of the year. A large number of the packers have withdrawn quotations and when they make new figures, after January first, it is exceedingly likely that higher ones will be made. This is true of seeded raisins especially, and they are expected to open at least a cent a pound higher.

Syrups and Molasses—The expected movement in glucose came last week in the shape of a 10 point advance. Compound syrup promptly followed with a jump of 1c per gallon. The demand is very firm. Sugar syrup is in small demand at unchanged prices. Molasses is very strong. Good grades are scarce, and really can not be sold below 38@40c.

Fish—The mackerel situation is strong and an advance is expected within the next few weeks. The demand for mackerel has been very good until this week. Sardines are unchanged and business is quiet. Cod has not receded as yet from its very high position. The demand is only fair, but seems to be absorbing all of the available supply. Whitefish and lake fish are scarce and in fair demand.

Buffalo Market on Butter, Eggs, Poultry, Beans and Potatoes.

Buffalo, Nov. 23—Creamery, fresh, 22@26c; storage, 20@23 1/2c; dairy, fresh, 16@21c; poor, 12@15c; roll, 18@20c.

Eggs—Candled, fresh, 27@29c; cold storage, 20@21c; at mark, 19@20c.

Live Poultry—Chicks, 10@11c; fowls, 9@10c; turkeys, 16@17c; ducks, 15c; geese, 13c.

Dressed Poultry—Turkeys, 21c; chicks, 12@13c; fowls, 10@12c; old cox, 8@9c; ducks, 14@15c. Still higher prices are predicted for next week.

Beans—Hand picked marrows, new, \$2.75@2.85; mediums, \$2@2.15; peas, \$1.80@1.90; red kidney, \$2.75; white kidney, \$2.75@3.

Potatoes—Round white, 43@50c; mixed and red, 40@45c.

Rea & Witzig.

Detroit—Sherman R. Miller and George H. Paine, of Detroit, and Joseph Stubbers, of Cincinnati, have incorporated as the Incandescent Light & Stove Co. The capital stock is \$600,000, of which \$400,000 is common and \$200,000 preferred stock. Of the common stock all has been paid in in property, including patents, etc., and the business of the Incandescent Light & Stove Co., a West Virginia corporation. Of the preferred stock, \$23,373.22 has been paid in in cash and \$176,626.78 has been paid in in personal property. The company will conduct its principal operations in Cincinnati, and will have its principal office in Detroit.

It is usually the grumbler who deserves the least recognition.



Thanksgiving Windows Conspicuous in Stores.

The hours can now be counted to Thanksgiving, the time of family reunions and aching tum-tums. The stores have been growing more and more festive with each succeeding day, until now there is nothing needed for a bounteous dinner but a plethora pocketbook with loosened strings and some one possessing the ability to cook and serve the good things after they are bought.

All the dry goods stores are showing fine table linens in snowy array for the foundation of said tempting dinner, and very clean and beautiful they look, too. Most of these goods have somewhere about the decoration of their section considerable green, burlap being employed generally for the floor covering.

* * *

Next to the tablecloth and napkin department in Herpolzheimer's is a space division cosily fitted up as a dining room, there being a round table, all set as for a repast, three chairs, a tall cabinet, and an improvised mantel, made of two handsome white marble pedestals and a shelf draped with China silk, on which are a clock and bric-a-brac. A rich rug exactly fits the floor space and adds much to the pleasing effect.

This comprises the west window. In the east window one is confronted with an innovation as far as this city is concerned. Four lady dummies are dressed in pretty paper gowns which look as natural as the real thing. Also two children's paper clothes are similarly displayed, the one for a boy being a Buster Brown suit. Scattered all around are the latest issue of the Delineator and a neat card calls attention to the Butterick patterns.

* * *

I wish that Steketee's would sometimes vary their posy program and once in a while have a bouquet of "live flowers"—not always dead ones fabricated out of tissue paper! All the other stores occasionally patronize the florist, and the genuine article adds so much to the attractiveness of an exhibit that the added expense, I should think, would be looked upon as a legitimate one and be gladly borne by some of those who never have taken kindly to this method of gratifying the public eye. The Steketee people often use flowers, such as they are—paper—but let them have a dainty window and a dainty bunch of flowers in the center, or conspicuously at one side, and see how the compliments will pour in on their windowman's skill!

* * *

Broadtail would appear to be the reigning fashion in velvet, if one might judge by the many times it is run on to in the windows. I see no beauty in it for suits or belts and

some other uses to which it is put. 'Tis a coarse, ugly-looking material and I do not see how any one can admire it. It looks the best in long coats—if there be any best!

* * *

Frederic Wurzburg's art store windows always come in for a meed of attention. I was greatly interested in the exquisite specimen of embroidery in a frame at the right of the door. It is of the very finest work. Trees and wind-blown weeds by the edge of the water occupy the right of the picture, while a cloud-enveloped mountain—an example of "white on white"—is at the left. I presume this mountain is the sacred one, Fusi-yama. The work was executed by Mr. T. Sanzo. A card bears the following information:

Sanzo
Jap Embroidery Artist
Will Instruct You
Free of charge.

"Free lessons in embroidery"—this announcement always appeals greatly to the Sex it is intended to reach. If the small town stores threw out this bait a little oftener than they do there would be more fish in their nets, to use a homely metaphor.

* * *

Before going farther I assuredly must refer to Foster, Stevens & Co.'s latest very beautiful windows. Last Sunday a friend said to me, "Oh, you must see the Foster-Stevens windows;" so to-day I made a special effort to take them in. Well, that east one contains so many fine art pieces I simply can't describe it in the remaining space at my disposal. These objects must all be seen to be appreciated. The window is full to overflowing and yet it does not seem a particle crowded, paradoxical as that may sound.

The window nearer Spring's is completely given up to the finest cutlery a person of ordinary means could ever wish for.

A neat little firearm for ladies' use hangs high in the background carrying this description of particular interest to sportsmen:

Ladies'
Prize Rifle Club
Contest
Donated
by

President Wernicke,
and immediately the jolly German hoves into one's mental vision. May his present generous shadow never grow less!

* * *

A. May & Son have a fine showing of neckties, one entire window being taken up with them. One large and two small framed placards accompany these goods. I give them for the benefit of country dealers, who may get some suggestions therefrom:

A Glorious Exposition.
The novelty and beauty of these cravats must strike you with admiration the moment you see them.

The greatest exhibit—the most elegant ties ever shown in Grand Rapids.

50c

"Judge us by these."
At a glance you can see
We lead
Them all
In neckwear.
Our superiority is just as
Evident
In every line we carry.

"Where we live,"
Now that large shapes
Are in vogue, neckwear
Has "come into its own again."
Madam, remember that
Christmas is close at hand!

The large square sidewalk showcase is filled with hats. The same eleven brilliant red roses this firm has used so many times occupy the center. Below and in front of the vase is a card, also framed, which says to the reader:

New Hat for Thanksgiving?
The only real live Hat Store
Of the town—
Showing the new styles fully
And most in advance
Of all the other stores.

The Mays' cardwriter always has catchy cards. There's a "go" to them, and I give them quite often in these columns for that reason.

And now I come to what these people probably consider the "piece de resistance" in window decoration: All around the central figure are arranged fine clothing galore, substantial suit cases, dapper canes, etc. So far so good. But now comes the objectionable part:

Occupying the most prominent portion of the window is a dummy representing a well-dressed young man in a shockingly-intoxicated condition. His clothes are in a "won't go home till morning" plight—his collar unfastened, his voluminous rich black silk tie flung to the breeze, the gold scarfpin losing out and his hat, all dents and dust, jammed rakishly askew. A big whisky bottle protrudes from his overcoat pocket, all too plainly indicating that John Barleycorn is the cause of his beastly condition. One of his attempted long strides has landed the dummy against a friendly lamppost, which bears intersecting signs on which are painted the names "Cherry St." and "Sheldon St." The

lamppost and the signs are the "real goods." The same may be said of the feathered turkey grasped firmly in the man's right hand. The outstretched left hand holds a card on which is printed:

Grand Turkey Raffle
No. 4—11—44.

the darky's proverbial lucky combination. Behind the rounder stands a small newsboy, with a white canvas bag slung over his shoulder.

The aggregation attract attention? Yes. Every one whose eye caught the predicament stopped immediately, the same as if the "Black Maria" had just been called, while others whose attention had not yet wandered to the window were drawn there by the eager crowd. Older men looking on the spectacle laughed a conscious laugh, as if the scene recalled kindred experiences in their own past; but as I caught glimpses of the young men and younger lads who gazed on the representation and thought of the influence such a scene might have on their lives I felt that May & Son had—perhaps unwittingly—done the people of Grand Rapids a grievous wrong in this coupling Thanksgiving day, with its hallowed memories and happy reunions, with a scene which suggests anything but happiness to the wife and children who await the home coming of such husband and father. I make this criticism in sorrow and not in anger, because I believe that if May & Son would listen to the comments of the crowd which gathers in front of the window and note the deprecating remarks of the women and children who have eaten the bread of bitterness in consequence of the drink habit on the part of some loved one, they would lose no time in removing the disgusting and objectionable spectacle and replace it with a display more in keeping with the character of their establishment and the excellent traditions of their show windows.

MERCHANTS

We can sell out your stock or reduce same and realize you

100 cents on the dollar.

We are the oldest and most accurate in this business. Write for terms and particulars. Mention size and kind of stock. We give reference with each reply.

C. N. HARPER & COMPANY,
Room 606, 87 Washington St. Chicago, Ill.

After All It is largely a question of demonstrating to the better class of grocers that a jobber can fill an order promptly and completely and that prices are with the market. A look at our stock convinces you that all orders can be filled AT ONCE.

WORDEN GROCER COMPANY

Grand Rapids, Mich.

WOOD WORKING.

Evolution of the Art from the Digging Stick.

Man may have begun in the scale of biped as a nut eater. Manifestly he was not carnivorous to a marked degree until he had made some progress in invention. Shell fish and mollusks may have pointed him the way to flesh eating, but with some of the mollusks, such as the oyster, he had to improvise a means for opening the shell.

But whatever the state of the first man as to dieting, it is certain that he was neither planter nor cultivator of artificial crops. Necessity led him to consider the artificial side of nature, and in the beginning of his gardening it seems certain that he began assisting nature in the development and ripening of the wild plant life of plains and forests. The destruction of crowding weeds probably appealed to him first as the prime necessity of occasion. Thus the digging stick became the progenitor of the spade, the hoe and the plow—the first product at the hands of the first woodworker.

No tribe has been known so low in the scale as not to recognize the necessity of the digging stick. It was brought to the needful point by rubbing the end of the branch upon the rough surface of a stone. Hardening this point in the fire came afterward as one of the inevitable marks of progress. Indeed, this fire hardening may have been the after discovery of the fact that a scorched branch could be ground more readily to a point than could the green one.

In the primeval digging stick only the point was considered. No use of the foot in pressing it into the ground was made. The user of it, whether in Africa, Australia, America or in the lost archipelagoes of the South Seas, took up the implement, assuming a crouching attitude, and bored the sharp point into the earth, lifting it with main force of back and hands. With the fire hardened stick the root crops of nature were dug and harvested. In the destroying of weeds with the stick the idea of cultivation came to this first tiller of the soil—who, by the way, seems to have been the woman in all tribes.

Among the Mojaves of the American Great West the woman wielded the digging stick. One of her first crops was the gourd, because of the necessity for preserving water. When the planting season had come, she and her kind of the settlement went forth, seeking the rich alluvial crannies in the hills, and steeps and canons, where the sun might peep in to warm and where the soft dews and rains might wet. Protected by the warriors stationed in the heights, they planted the seeds of the gourd where they might climb the rocks, and from which the fruits might hang to ripen. And with the planting all attention was done until the war party, with the gleaners, went again in the autumn to the gourd harvest.

Livingstone discovered that the women of Portuguese Africa had made a marked move toward the evolution of the plow. The implement

was a double handled hoe, made by cutting a tree trunk in a manner leaving a branch pointing right and left from its center. Into this trunk portion the wooden blade of the hoe was set and the implement was moved back and forth with a dragging motion. The literal survival of this hoe is seen to-day in any Chicago street where leveling macadam is done, only that the wooden blade becomes the steel rake, with a man at each handle pulling and hauling, back and forth, with the regularity of a pendulum.

It was man's first great step into the future of inventions when he harnessed the wild oxen to his blunt plow, made from a tree trunk, and began to stir the ground with a view to maintaining himself and his family by tilling the soil. He was the prophet of the riding plow of the present, of the giant grain header of the Western wheat fields, of the corn planter, the harrow, the self-binder, and the mowing machine.

But with the settled habitation and the abandonment of the chase as the chief means of life, the primeval man discovered the need of fences. Wild quadrupeds came and trampled his crops. Small gnawers grew fat upon his ripening grains. The birds of the air feasted upon his labors. But it was against the quadrupeds that this first man built his fences, frequently with more labor than was expended upon his crops proper. The digging stick was of double utility in all this, especially among those peoples who tilled the upland plains.

The first threshing machine was a forked stick, whipping the straw of the grains and using the force of the wind in cleaning chaff from the corn. Looped vines and woven fibers used for tree climbing were harvesting implements as necessary as was the flail.

Driving oxen and asses over the heaped straw of the threshing floor was one of the early means of separating grain from the straw. In Palestine the mowrej, drawn by a pair of oxen, not only shelled the grain, but ground the straw into chaff. A writer has described the process of threshing by this implement:

"Bits of rough lava are fastened into the bottom of the mowrej and the driver sits or stands upon it. The floor is simple. A circular space, thirty to fifty feet in diameter, is made level and the ground smoothed off and beaten solid. The entire harvest is brought and there threshed and winnowed, the different products being carried to their respective places. The Egyptian mowrej has rollers which revolve on the grain. In the plains of Hamath I saw this machine much improved by having circular saws attached to the rollers. On some floors at Yebna there was no machine of any kind, but boys rode or drove horses, donkeys or oxen round and round upon the grain. No one continued long in one direction, but changed every few minutes to keep the animal from being dizzy. The grain as it is threshed is heap-

ed up in the center of the floor, and when the wind blows the mixture is thrown up with the shovel and fork to have the dust and chaff and straw blown away."

But if it was the wood of plant life that directed man to the making of tools for the further cultivation of plant life that wood in connection with bodies of water taught him the easiest form of transportation.

It was well enough that several thousand years after the first fire hollowed canoe man discovered that wood substance was heavier than water and sank like stone. For the primeval man to have known that wood kept afloat only because of the air cells within it and that the filling of these cells with water would send it to the bottom might have delayed navigation several hundred years.

It may be new to-day to the layman in many walks of life that pine wood fiber is quite as heavy as is the ironlike ebony, only that in the pine the presence of air cells makes it feathery in comparison, and when once the air is forced from the lightest of white pine the wood substance settles to the bottom of water because of the wood's greater specific gravity. From wooden tools of the field to wooden rafts and boats for transportation was easy.

Then for storage, wood again became the substance in chief use for the building of the granary. Not alone the ant taught man to store his food; the gnawers that preyed upon his harvests carried his grain to their holes in the trees, in the ground, and in the rocks. When man began to build his granary, however, he still had to fence against these small marauders. One of the oldest of his makeshifts against the rats and the squirrels was to put the granary upon tall posts and encircle the posts with wooden disks over which the little animals could not crawl or climb. To-day in the ordinary kitchen the table is built with projecting top, making it mouse proof on the same principle.

In the beginning the wood for all purposes available for man was the dry, fallen timber that broke easily, or it was the sapling that could be broken and afterward twisted off. As man worked in woods, however, his proficiency increased. He learned to saw away at the tree until it fell or to keep the fire at its root until it was eaten off. The fire that ate off the tree trunk naturally would hollow the trunk into a skiff. From these rudest of makeshifts in wood working the progress of primitive man in ornamentation of these prod-

ucts of his skill is shown clearly in the South Sea Islands.

"The prettiest woodwork is done by the South Sea Islanders upon their clubs, paddles and ceremonial adzes," says a writer. "To dig up a tree of the proper size, cut it off, dress it down, and prepare it for the carver was the work of the digging stick, the adze, the scraper and the sharp grained rubbing stone. As soon as the wood was sufficiently seasoned it was further hardened and dried by means of fire. The surface was heated enough to destroy the grain of the wood. The engraver then with a shark's tooth etched upon the surface a lacework of geometric patterns, varied now and then with a bit of true sculpture.

"The Panamint Indians of California make their bows from the desert juniper. The Indian prefers a piece of wood from the trunk or limb of a tree that has died and seasoned while standing. At low altitudes in these desert mountains moist rot of dead woods never occurs. A mature tree subjected to the intensely drying heat of the region is in perfect condition for this use.

"The bow rarely exceeds three feet in length, and is strengthened by gluing to its back a cover made of strips of deer sinew laid lengthwise along it. The string is made of twisted sinew, or sometimes of rawhide, or of hempen cord prepared by the Indians."

In the evolution of the woodworker the palm family has been one of the greatest incentives to the uncivilized man. Leaves, fibers and fruits alike have encouraged him. Then the bamboo has been an inspiration. Wallace has said of the bamboo: "Its strength, lightness, smoothness, roundness, hollowness and the facility and regularity with which it can be split and with which holes can be made through it; the varying lengths of its joints, the ease with which it can be cut, its hardness outside, its freedom from any pronounced taste or smell, its great abundance, and the rapidity of its growth and increase, are all qualities which render it useful for a hundred different purposes and with the minimum of labor in preparation."

Barks of the tree and the inner fibers protecting the trunk; their saps and resins; their leaves and fruits and nuts and shade—all have been of inestimable value to man and have lent themselves and blent themselves in his evolution of woodwork into one of the greatest of the domestic arts of the twentieth century.

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E. A. STOWE, Editor.

WEDNESDAY - NOVEMBER 23, 1904

ATHLETIC COMMERCIALISM.

Notwithstanding the fact that for the last three months the country has been suffering the throes of a presidential election the season's excitement will culminate to-morrow upon the gridiron. Men, old and young, who read the election returns with something less than indifference will scan the results of the ball game and will be uplifted or depressed, glad or sorry, as Harvard or Yale shall be reported to have gone exultant from the field.

For some years through the courtesy of the above-named universities Princeton has received a half-hearted recognition upon the ball field and she has proved by her prowess and success that the recognition has not been misplaced; but after all in the public mind there are only two champions of the pigskin on the Western continent, and as the one or the other succeeds so the Thanksgiving dinner is the gladdest or the saddest the year has known.

There is no need here of asserting that the influence of this game on the nation at large is a tremendous one. It has honey-combed the United States with an idea as healthful as it is uplifting, and as this influence has radiated, creating and maintaining ganglion after ganglion the young manhood centering there, the world of matter and of mind has been strengthened and benefited, thereby leavening the mass of American life until the whole is leavened. Twenty-five years ago a game of football was only a game of football, read without comment, creating, if anything, the wonder that the reporter had found it worth recording. It deserved no recognition even in the world of sport; but today the college without a ball team is the college gasping for life and the college without a future. Maine, the Eastern limit of the country, looks with pride at the stalwart shoulders that have butted themselves into masterful recognition; the Mississippi Valley, listening to bragging New England, the home-center of the wholesome idea, with her nose in the air pats the steel sinews of her young giants and looks forward with

confidence and hope to the coming encounter, while the listening Pacific complacently watches the putting on of the nose-protector and the shin-guard, sure that the Golden Gate at sunset will resound with the praises of her youthful heroes coming home with their shining shields.

With the partnership of brain and brawn thus happily formed at the country's centers of intellectual life, those who are watching the prosperity of the firm have been and are uneasy, if not fearful, that the house, by a too strong leaning towards commercialism, may in time think more of the gate money than of that larger, broader and far more important object in view when the members of the firm went into business. Commercialism may be an essential part of the end to be attained, but only so as it is needed to keep a vigorous body and soul together. It is a means, not the end, and just so surely as it be made the end and the means just so surely can early bankruptcy be safely predicted.

What is wanted is manhood, not money, and Christian manhood at that. For years, counted now by centuries, Harvard and Yale have taken out untrained best and sent them out into the world to cope with the world's trained best, and they have succeeded; but the success when it has come has been due to the happy combination of trained intelligence where God has stamped with His approving seal the survival of Nature's best. This makes men, and just in proportion as the college works for and realizes this ideal, in that same proportion will this United States be peopled with the best specimens of manhood which the world knows.

There has been expressed often than often the thought that the Eastern college is tremendously bothered with what the Great West forcefully calls an aggravated case of the "swell head." It has become enervate and effete. It takes the great untrained, not always the best, clothes it not always in its right mind and with exalted and not well sustained ideas of blue-blood and ancestral importance sends it out into the world with its Harvard seal or its Yale seal alone to assert its superiority. There may be something in this, but not much. Young manhood strikes hands with young manhood the world over and as surely as like meets like so the spirit that goes with the Western "Put her there, pard!" feels and recognizes the genuine Eastern manhood that thrills the palm it grasps. The Eastern culture has met the Western culture and only as each bears the stamp of Heaven's great seal is the manhood that stands for it the real thing. The cowboy laughs at the tenderfoot; but the laugh is turned into respect the moment the cowboy sees that the college-marked features of the tenderfoot stand for a courage and a cunning and for muscle that equal his own. The New Englander whose transmitted blood

was wafted westward by the wind-kissed sails of the Mayflower calls the Western rail-splitter "the first American," and it is a son of Harvard who, recognizing the man under the wild and the wool of the Plains, greets him with level eye and hearty hand, certain at least of this: that the time is soon coming, if it be not here already, when their common manhood will wear the same garb of speech and action and wear the impress of the same Great Seal.

The latest and the best means of accomplishing this all-important purpose is the pigskin and the gridiron. They uplift, sustain, strengthen and encourage. They lop off the excesses of crudeness and culture alike and, common levelers, are best accomplishing in the best way their all-important task. Thus far a single hindrance threatens: Athletic commercialism is blocking the way. The desire for the almighty dollar is shutting out the fact that the basis of the partnership is not the making of money, but the making of life. Considerations of finance there must be only to sustain and strengthen the physical, moral and social health of the humanity about it. "Develop," says public opinion, "a generous manhood, a chivalric spirit and a high type of social intercourse;" but to accomplish that crushes out the purpose of the man who hunts for his dinner and puts money in his purse without caring, so he be successful, about the means resorted to to put it there.

This is the thought to be considered to-morrow after dinner; and if athletic commercialism is the idea receiving the heartiest commendation of the American public football, as a means of culture, has lost its influence and the game will be relegated to other failures that have been weighed in the balance of approval and found wanting.

THE PLEA FOR PEACE.

It is all very well, from Japan's standpoint, to call a halt, now that she has achieved everything she set out to win. Peace now would leave Japan in the role of a victor never once checked during the progress of one of the most serious wars in a century, with her military prestige firmly established and with her material resources unimpaired. Naturally, Japan would welcome peace. But with Russia the case is essentially different. So far the Russians have not won a single victory, but, on the contrary, have sustained a succession of humiliating defeats on land and sea almost without parallel. It is true that her armies have been almost driven out of Manchuria and her ships swept from the seas of the Far East. Were these forces all she possessed, then there would be logic in the advice so freely given to accept the inevitable and yield, particularly as the enemy is in a spirit to offer generous terms. It must be remembered, however, that despite her losses, Russia is still a great and rich empire. Not a foot of her real territory has been invaded, and her resources have by no means been exhausted.

Her Manchurian army of nearly half a million men has been defeated, but she has many more millions of men at her disposal. By what right does Lord Lansdowne, who is the Minister of a power openly the ally of Japan, or any foreign minister, ask Russia to accept her defeats and sue for peace? It is all very well to prate of the terrible slaughter going on in the Far East and appeal to the nations to stop the war in the name of humanity. Such talk is childish. The slaughter has been as great, and even greater, in other wars, and the contest went on without interference to a logical finish, and there is no good reason to expect any other outcome to the present war. Russia will not yield until she is convinced that there is no hope of winning by making sacrifices.

Lord Lansdowne has not far to go to find instances which will rise to rebuke him. During the Boer war there was a time when it looked very much as if the British had been defeated at all points, and the situation looked so black that General Buller heliographed an order to General Sir George White at Ladysmith to make the best terms possible and capitulate. What would Great Britain have thought of intervention at that gloomy hour? Did the British government think of yielding then? Not a bit of it. John Bull hardened his heart and sent out more troops to South Africa and kept sending them out until the tide turned and the Boer was conquered, and Lord Lansdowne was the very man more than all other men who had to do with sending out those additional troops, and who kept sending them out to the end. With what countenance can this same statesman now advise Russia with her teeming millions, who are as good food for powder as his own countrymen, to play the part of a craven and accept defeat merely because a few battles have been lost and a few ships destroyed? Humanitarian ideas are all very fine while countries are at peace, but any nation worthy of the name which yields while at war to save effusion of blood or for any other reason than the exhaustion of her resources or the removal of the cause for which the war was undertaken, has entered upon its period of physical and moral decay.

Secretary of State Hay has taken the proper stand, namely, not to interfere in any way until both belligerents ask for our good offices, and it is to be hoped that he will strictly adhere to that wise and sensible course.

Supreme Judge Hebbard, of San Francisco, in a decision handed down Nov. 22, declared that boycotting was deserving of no protection from the laws and that a sufferer could resort to personal violence to protect his rights.

The men who talk loudest about the necessity of war are generally the men who stay at home and finance it.

It is not what you can do but what you do do that speaks for or against you.

SAVED BY A HORSE.

Thanksgiving Day Experience on Smoky Hill River.

"Breakfast now ready in the dining room!" yelled the cook, as he poked his round face through the flap of the tent. There was no answer from within. "Last call for breakfast!" he repeated. And this time there came a grunt from the depths of a canvas roll, and a head, surmounted by a woolen cap, protruded just far enough to allow its owner to see that dawn had scarcely broken.

"Say, isn't it going to snow?" queried the newly awakened.

"Not a cloud in the sky," answered the knight of the skillet. "You bet you'll have to work to-day, if it is Thanksgiving."

The newly awakened glided into a sitting posture. "Wake up there, Smiler," he shouted, slinging a shoe at a similar bundle, myself, on the other side of the tent. A smothered groan was the response. Then the bundle began to move, a hand protruded from one end, a couple of spring hooks were unfastened, and a head, similar to the one already described, and followed by a long, skinny body, appeared on the scene, like a snake issuing from its hole.

You see my blankets were sewed up into a kind of bag, just large enough to receive my body, and at night I crawled in and fastened up the end, thus keeping off the chilly air. When the weather was exceptionally cold I would take the additional precaution of inserting a small puppy into the orifice and kicking it down to the bottom, where the faithful animal would remain until morning, emitting a cheerful warmth.

Although decked for the hours of slumber we were entirely clothed, with the exception of shoes and coat.

"Beastly cold, Tom," I remarked to my companion, as I shivered into my coat and shook on my shoes.

"Worse and more of it," replied Tom, and, completely dressed, he disappeared through the tent door. In a moment I heard the strokes of a hatchet. It was only Tom breaking the ice in the water bucket. "It froze three inches last night," he remarked, as I issued from the tent. "We'll have a day of it. I'll bet I freeze to death."

A little dab of water around the eyes and vigorous use of the towel comprised the extent of the morning's ablutions, and then we hurried into the cook tent, shivering, and stretched our fingers over the comfortable warmth of the gasoline stove. The other men were already there, seated around the oilcloth-covered table and devouring oatmeal by the bowl, fried eggs, hot biscuit and pints of delicious coffee from big granite cups, an example we were not slow to follow.

But in spite of a good breakfast the situation was pretty tough. This was the day that the President of the United States had declared should be given up to Thanksgiving, and which is from one end of the land to the other set apart for ruinous feasting, and here were these poor fellows, Uncle Sam's very servants, pre-

paring to start out for a day's work, driving in the cutting wind, with stiffened fingers trying to depict on paper the contour of the rolling plains. Of course, we were going to work. Men in the field never take holidays, especially toward the end of the surveying season, and the only Thanksgiving we expected to have was a little better dinner than usual on the following Sunday.

We were camped within sight of the twin cupolas of Hays City, and were it not for the cottonwoods which line the course of Big Creek, the abandoned military post of Fort Hays, with its decaying buildings, would have been plainly visible.

The sun had just risen when we prepared to get under way. The horse had been brought up to the wagons and fed—that is, all except my conscienceless Chesapeake, who had nosed all his feed out on the frozen ground with an impatient toss of his head. At this period of his career, by the way, Chesapeake's wild oats had not yet been all sown. He evidently knew it was Thanksgiving Day and expected some of the delicacies with which my indulgence had often supplied him. For Chesapeake was the only horse I ever heard of that liked fried chicken. He would pick the meat off a drumstick as daintily as you or I. Then, I always used to give him a bite of my pie at lunch time. He just loved pie—mince or pumpkin or lemon; it did not seem to make any difference what kind it was, so it was pie. Perhaps the most remarkable thing, though, was olives. He'd eat all the pulp off and pit out the stone—why, it was simply beautiful.

Well, Chesapeake was hitched up to my buckboard and tied to the wagon. I loaded in my map-making stuff and put on my wraps—quite an ordeal, as I already had on two pairs of trousers, two vests, a knit jacket and a couple of coats. Then I had to don a pair of heavy felt boots over my shoes, over them a pair of goshes lined with red flannel. My throat must be protected by a silk muffler. Then came the big overcoat, tightly buttoned. A woolen scarf was drawn over my hat and ears, and after rolling into the buckboard I wrapped myself carefully into a horse blanket, then put on big fur gloves over a lighter pair of dogskin. You might suppose all this would be enough to keep me warm, but I tell you there are not clothes enough made to protect a man from those prairie winds on an all day drive in an open vehicle.

After I was arranged to my satisfaction, Jake, the teamster, let go the head, and in a moment I had forded the creek and was striking southward on an angling road across the prairie toward the Smoky Hill River.

It didn't seem to get any warmer. A sort of mist had come up and obscured the sun, and the wind was sharp and cutting. Gradually the cold penetrated layer after layer of my apparel, and when it reached me it didn't stop there, but went right on into my very bones. My feet were

perfectly numb, my fingers were entirely out of the jurisdiction of my will, I shivered and shook constantly, and my face—all that was visible of it—was ultramarine blue. But I kept on. There was a certain bend in the river which I was anxious to see and describe, and it would take good work to get there and back in a day.

I passed few houses, and these were mostly one-storied affairs, roughly built of the native white stone and tenanted by a low class of immigrants, known, or rather unknown, to fame as "Rooshians."

It was about 11 o'clock when my refrigerated self descended the steep bluff which borders the Smoky Hill River. The point I was aiming for was a couple of miles to eastward down the stream. Turning off the road I passed through one of those inventions of Satan, a wire gate, drove swiftly over the crisp buffalo grass along the level river bottom and in fifteen minutes more was just at the desired point. I sketched the bend in the river as carefully as my benumbed condition would allow, holding the pencil in my closed fist. One break that entered the river on the other side I could not see to my satisfaction. I was too conscientious to guess at it, so began looking for a suitable place to cross.

Now, the Smoky at that point is a very formidable river on the other side. In summer it dries up entirely, and in winter its depth averages not over two or three feet. The bed is a stretch of sand a quarter of a mile wide, while of actual water there is not a third of that width. It is possible, with care, to cross in safety at frequent points, especially in a pasture, where the cattle keep the sand well packed down.

As I skirted the stream, looking for a place where it was possible to descend the bank of the river bend itself, I heard a sound as of the rolling of distant thunder. What could it be? I stopped and listened. Louder and louder it grew, a roar and a rumble seemed to shake the earth. A little swell in the ground cut off any extended view in the direction from which I had come. Waiting, I listened.

Suddenly on the crest of the swell outlined against the sky, looking like a giant of its kind, appeared one of those wild, long horned Texas steers.

Seeing me, he gave a surprised snort, turned his majestic head and uttered a bellow of instruction to his followers, and then, as if decided that I was not a sufficient obstacle to cause embarrassment, started on a run down the slope straight toward me. Then the whole herd came into view—one solid tossing mass of lowered heads and waving tails plunging in the leader's wake. There must have been a thousand of them, but to my excited imagination they seemed to darken the whole horizon, and they were coming with an impetus that apparently nothing could withstand.

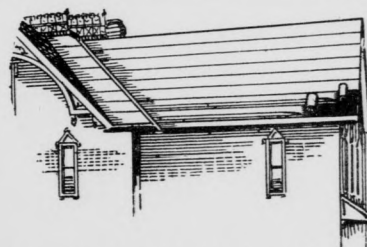
Certain death stared me in the face. The river was before me, and at the point where I stood a precipitous bank, four or five feet high, said as plainly as a sign-board, "No thoroughfare." Right in the bend of the stream as I was escape seemed impossible. The cattle were closing in as in a funnel. Their sharp horns I could already see red with my blood and could picture to myself the mangled mass of horse and man their mad stampede would leave behind.

Chesapeake was by no means unaware of the danger. With the open bridle which I always used he could see as much as I, and he began to rear and plunge, uncertain as I in what direction safety lay.

Could I divide the living stream, causing it to pass me as an island? I had heard of such things in buffalo days. Still in my confined position on the seat of the buckboard, fettered by my many garments and swaddled in the blanket, and holding my frightened horse with one hand, I took off my gloves with my teeth and drew my revolver from the little pocket in the dash-board where I always carried it, for I sometimes amused myself popping at jack rabbits. My fingers were so stiff with the cold, even this excitement not having warmed me up, that I despaired of being able to pull the trigger.

The leader was almost upon me, his horns lowered, his wicked blazing eyes taking in this intruding and unfamiliar combination with a most terrifying effect. With a supreme effort of will my numb finger pressed the sensitive trigger.

Bang! the report rang in my ears.



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Did I hit him? I never knew. Chesapeake, nervous and excited already, leaped at the sound of the pistol like an arrow from a bow. Entirely beyond my control, he flew over the bank with me and into the icy water. The pistol was thrown from my hand and I from the vehicle.

I struck face first and went completely under. My, but the water was cold! It went into my very marrow. But with grim determination I held on to the lines. Not a moment did Chesapeake pause, but plunged through the freezing river, dragging in his wake the front wheels and myself, the remnant of his disintegrated load, until we reached the sandy shore opposite. Then, for a wonder, he stopped. Not such a wonder either, for to drag by the bit through that soft sand such a dead weight as I was enough to stop even Chesapeake. I, more dead than alive, lay stretched out, a be-draggled, nerveless object.

The cattle didn't go into the river at all. Whether my pistol shot halted them or whether the watery channel had turned their course, I could not say. But the fact is that when I stood again on my feet there they were, bellowing and tossing their horns on the bank and as I watched them by some unknown signal they turned and started with one impulse back as they had come, heads down and tails up, not nearly so terrifying a sight, now that their backs were turned on me.

I was naturally uncomfortable, but didn't know just how to improve my situation at once.

Why didn't I make a fire and dry myself? I have heard of burning sand. They have it in Africa, but this wasn't that kind. My teeth chattered a little accompaniment to the tenor of my thoughts, and the water dripped off my garments and made a puddle around my feet, so that I had to move at intervals to keep from getting any wetter, while Chesapeake stood idly by, waiting for something to turn up, the buckboard probably, and wondering if it wasn't almost time for lunch and pie.

"This is Thanksgiving," said I to my equine companion, as I spat some sand out of my mouth. "Turkey? Cranberry sauce? Not for you, Uncle Smiler, this year. Chesapeake, we'll go on, and the first house we come to, even be it a one-room dugout, there we will spend the rest of our Thanksgiving and go back to camp to-morrow. My dinner will consist of sour bread and fat pork with the bristles on; yours will be wet straw."

After this melancholy homily, driving Chesapeake and the front wheels before me, and postponing any rescuing of my belongings until some more favorable time, I started across the sand and up the low bank. As I reached the summit I eagerly cast my eyes about for the expected dugout.

What was that I saw a mile or so away? One, two, three windmills rising out of what looked like a city in the early stages of its

growth. There seemed to be barns and houses, and sheds and corrals enough for all the people and the cattle in the county. I cogitated a moment, then an idea—a pleasant idea—struck me, and I directed my course toward the newly discovered goal. "This," I said, by way of explanation to Chesapeake, "is Birch's ranch that we hear so much about. We're right in one of his pastures now, and I didn't have sense enough to know it." This was evidently satisfactory to Chesapeake, for he pricked up his ears and moved on at a good gait. Perhaps he smelled pie.

Birch was, indeed, a well known name in that part of the country. His ranch, the largest anywhere around, embraced thousands of acres of fertile prairie, over which wandered myriads of cattle. His beautiful residence in Hays I had frequently seen, and heard the wildest accounts of the elegance of his rural home.

"We shall see," thought I, "whether or not I shall get the entree to his select circle. I don't suppose I do look very inviting."

I tied my long-suffering quadruped to a fence post, and with joy in my heart and ice water in my boots passed up the walk to the largest of the houses—a big, square, buff colored structure with broad piazzas, which at another season might have been described as inviting.

"Please tell Mr. Birch I would like to see him," I said to the housemaid who answered my vigorous ring at the bell.

"Walk in, sir," was the response, and I was conducted into a little office or reception room where blazed a cheerful fire. It certainly did feel good to get close to that fire. I took off the rest of my gloves, and untying my scarf removed my hat. I unbuttoned my coats and allowed the grateful warmth to penetrate the rest of my garments, and a vapor rising from the damp clothes made me look like an emaciated cherub riding in a cloud.

A door opened and Mr. Birch entered. A short, thickset man he was, with a sun-tanned face, a little gray mustache and small, twinkling eyes. He shook my hand with a heartiness that made me feel at home immediately, and as soon as he discovered how wet and cold I was a room, gallons of hot water and a whole layout of dry clothes were at my disposal in a jiffy.

It is true, the clothes were from the wardrobe of Mr. Birch himself, who measured eleven inches more around the waist than I did, besides being a foot or so shorter. But what did I care for that? I put them on and went down to the parlor, where the family were assembled, and the hearty reception they gave me made me feel quite happy, even if my collar was a seventeen and my makeup altogether ludicrous.

Faithful old Chesapeake had a heaping measure of oats for his Thanksgiving dinner, served in a clean, warm stall. No putting on airs now about eating them, either,

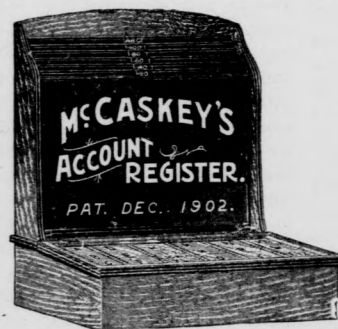
for the day's hard experience had temporarily sobered his wayward spirit. If his dessert was missing he took it philosophically. I thought of him when I was at dinner, but could not muster the courage to ask Mrs. Birch for a piece of pie for Chesapeake when I had already eaten two myself. Frank Howard Seely.

Passing of the Cigarette.

It appears from recently compiled statistics that the number of cigarettes annually sold in this country at present is less by about a billion than it was ten years ago. Whether this decrease may be attributed to the operation of the anti-cigarette laws, to the power of public sentiment, to the placing on the market of a great number of cheap cigars

that are usually classed as stogies or cheroots, or to all three causes, would be hard to determine. Whether the health of the nation will ultimately suffer from much tobacco smoke is a question over which doctors will always disagree; but we think we are right in saying that there is no disagreement as to the injuriousness of the use of tobacco to persons who have not attained their full growth. As it is probably true that the increase in the consumption of cigarettes is due mainly to prevention of indulgence in them by boys, the fact that there is a decrease, and a considerable one, is gratifying.

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SUN SPOTS.

The Mystery of Their Causes and Effects.

The director of the Santa Clara College Observatory announces the discovery of a series of spots on the face of the sun. They are invisible, however, without the aid of a telescope. The telegraphic announcement of the discovery of these small sun spots was accompanied with the suggestion that they are responsible for the recent phenomenal weather in this State. The suggestion is, of course, untenable, for, if sun spots were responsible for terrestrial meteorological changes or disturbances the latter would be uniform the world over and not localized as they are invariably. There are doubtless more rational causes than sun spots to assign for this year's September and October rainstorms, which are unusual only in the fact that they are more prolonged and the precipitation has been greater than at any corresponding period on record. Moreover, intervals of exceptionally warm weather have preceded and occurred between these storms and during the prevalence of most of them unusual electrical activity has been displayed. But the storms themselves have merely followed in the wake of the disappearance of the trade winds, just as variable winds and hurricanes follow the changes of the monsoons in the Indian Ocean and the China seas. That part of the recent meteorological phenomena is not exceptional and can not be attributed to the presence of spots on the face of the solar orb.

Sun spots are not rare phenomena. In fact, it is rare that the sun is absolutely free from them. Sometimes it is more seriously afflicted in this respect than it is at others. These sporadic outbursts of sun spots have given rise to a theory of periodicity of 11.11 years, which, while not positively proved, has been so far sustained that many astronomers of repute accept it in a general sense. But the insecurity of this theory is disturbed and its value weakened by the fact that a variability of a little over two years has occurred between the maxima as shown in the records of those astronomers who have made sun spots a special study.

Doubtless a more perfect knowledge of the value or influence of sun spots in the solar system would be acquired if we only knew definitely what they are. That is an undetermined quantity and may ever remain so to the ken of man, for nearly everything that is assumed to be known about the composition and condition of the central orb of the solar system is speculative and debatable. To acquire a positive knowledge of what sun spots are we must first possess a positive knowledge of what the sun is. On that subject the most learned astronomers are divided. One school holds to the theory that it is a molten mass surrounded by an atmosphere of its own gases in a state of combustion. Another set of astronomers as firmly believes that the sun proper is in a gaseous state and that the outer en-

velop only is aflame. Still another class, as distinguished in knowledge of astronomical science, cherishes the theory that the solar sphere is like our own earth—cool on the surface and capable of maintaining life as we know it—and that the bright exterior which distributes light to all members of the system is merely an electrical incandescent atmosphere whose rays communicate heat to the sun's attendant planets through the friction created by their passage through the planetary atmosphere. All of these theories are more or less sustained by plausible evidence, and each one is in like degree disturbed by unaccountable phenomena.

The believer in the combustion of the sun places the greatest faith on the testimony of the spectroscope, and, on the strength of that testimony, he catalogues the elements of which the sun is, in his opinion, assumed to be composed. But the infallibility of the spectroscope is based on comparative evidence only. On the other hand, the theory of the electric and incandescent source of solar light and energy is backed by the artificial reproduction with mechanical electrical agents of all solar phenomena.

In the theory of solar combustion, sun spots are assumed to be either great solar storms or ruptures in the solar atmosphere caused by violent volcanic eruptions on the surface of the sun's body or by an indraft from the exterior of the photosphere or outer envelop. In the electrical theory sun spots are regarded as nothing more or less than electrical storms or violent disturbances in the solar atmosphere. Color is given to this theory by the fact that great magnetic disturbances on the earth usually accompany the appearance of spots on the sun.

The latter coincidence led the elder Herschel to assume that sun spots influenced the vegetation of the earth, from which he attempted to prove a direct relationship between the price of cereals and the appearance of these phenomena. Professor Jevons by a similar process of reasoning as that which was employed by Sir William Herschel endeavored to establish a relationship between the appearance of sun spots and commercial crises, which Professor C. A. Young characterized as "an idea by no means absurd." Young presumed that if sun spots have a sensible effect on terrestrial meteorology, they indirectly affect crops and prices, and thereby disturb the world's commercial equilibrium. But the weak point in the theory that sun spots through magnetic influence affect the earth's temperature, storms and rainfall is the absence of uniformity in the effect. The latter ought to be visible the world over simultaneously if produced by such a cause and it should continue throughout the life of the solar phenomenon without change. Neither has ever occurred so far as any record shows, although the average life of sun spots is two or three months and one observed in 1840-41 was prolonged eighteen months. Nevertheless, Director Mel-

drum, of the Mauritius Observatory, pointed out, as the result of carefully compiled data extending from 1847 to 1872, that the number of cyclones in the Indian Ocean was greatest at the time of a sun spot maximum.

The generally accepted rule is that sun spots appear only between the latitudes of 6 and 35 degrees north and south of the polar equator. If the telescopic sun spots which are reported by the Santa Clara College astronomical director are located, as announced, one a slight distance below the solar equator and the others 2 degrees above it, their position is certainly an exception to the generally acknowledged rule. But the fact, which still remains undisturbed, that sun spots are produced only

within a well defined and limited equatorial belt merely increases the perplexity of those who are searching for a rational solution of the problem of their cause and effect.

"Keep up with the procession" is not the modern axiom in spirit, for the truly up-to-date man wants to keep ahead of the procession.

Advertising can be made to pay but it can not overcome the deficiencies of a blockhead who has been put in charge of it.

The trouble with most people is that they can't be sweet without being sticky.

Misrepresentation may sell goods once—but only once.

Increase Your Candy Business

Put in a line that the people want—a line that is guaranteed absolutely pure—put up in attractive style.

Hanselman's Candies

Are the best on the market, are ready sellers and ensure a good profit. Let us quote you prices.

HANSELMAN CANDY CO.

Kalamazoo, Mich.

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.

Did You Ever
Make a Mistake

You won't if you buy a few dozen of our fancy package goods for the holiday trade. You should see our One Pound Aluminum Box. It's a repeater wherever sold.

Straub Bros. & Amiotte

Traverse City, Mich

BUTTER AND EGGS

Observations of a Gotham Egg Man.

The general situation of the storage egg market has been further improved since the first of November by the very material reduction in the supply of fresh gathered eggs. The large increase in egg collections and shipments which characterized the movement from the beginning of the season up to October was followed during the latter month by a material decrease; and this decrease has continued, as compared with last year, so far during November. The receipts of eggs at the leading markets during the first twelve days of November are shown in the following table, together with those for the same time last year:

	1904.	1903.
New York	52,497	64,890
Chicago	35,754	37,936
Boston	19,934	23,499
Philadelphia	22,070	33,140

Total 130,255 159,465

In comparing these figures, however, we again have to remember the inaccurate calculations of receipts made in Philadelphia last year by which the receipts there were then reported considerably too large; it is also to be considered that the first twelve days of November last year contained two Sundays while this year they contained only one Sunday. Nevertheless it is seen that even with these corrections the receipts this year are running a good deal smaller than at the same time last year.

The result of the small supply of fresh goods has been a very large and satisfactory reduction in refrigerator accumulations. Having received no reliable statement of remaining Chicago stocks for some days past I am unable to make a fair comparison of the output there; but for New York, Boston and Philadelphia the first fourteen days of November find a very satisfactory movement in held goods so far in November—much larger than was formerly considered probable before the extent of shortage in fresh arrivals was made manifest. While the situation has been much improved by the developments of the past month, it is evident that a large supply of held eggs is still to be marketed and that the consumptive demand is now being affected somewhat by the high prices of fresh eggs ruling.

For the first fourteen days of November our trade output figures 65,000 cases reduction in refrigerator holdings, plus 55,696 cases receipts, or 120,696 cases all told; this is equal to 8,621 cases per day or 60,347 cases per week. But it must be considered that the buying has lately been somewhat in excess of immediate wants and it is quite certain that dealers are now carrying a larger stock on their floors than was the

case two weeks ago. If anything should happen to lessen the present confidence of buyers—such as an increase in receipts—I am inclined to believe that our local jobbing trade is in better position to quit buying than for some time past. On the other hand, if we could be sure of a continuance of the light receipts that have been experienced so far this month, it is evident that our storage stock would be reduced to a reasonably safe figure by the end of the year.

Did you ever see an egg gourd? They grow on a vine and are so nearly like an egg in appearance as to deceive the casual observer. John Milligan brought one on 'Change the other day, taken from a case of Western eggs. The size and shape were as near egg-like as anything could be, and even the texture of the outside were so near the egg shell as to be deceptive. Inside were seeds and a thick flesh like a squash. But there is no use in putting these vegetables in with eggs; they lead to interesting comments, but only find a resting place in the ash barrel.

I happened into the store of an egg man who has a trade for fancy eggs and who often receives shipments of nearby new laid selected white eggs for which there is a special outlet at extreme prices. He showed me a letter from a New York State shipper, returning a check and account of sale for two cases of eggs sold at 20c, and saying that no such price would be accepted; also requesting the return of the eggs. The shipper evidently thought he was being defrauded, and I suppose he will think so for all time—but he was not.

At this time of year new laid eggs are always hard to get and such command high prices when free from mixture with stale goods. An extra price is also paid for new laid white eggs. But where one lot of these nearby white eggs is really new laid a dozen lots are no more than held eggs—weak, more or less shrunken and watery. Of course these latter are worth no more than good refrigerator eggs.

Now it seems quite a common thing for country dealers who buy eggs from farmers or others to take it for granted that they are new laid eggs without making any proper examination of them—and they are often deceived. They may pay fresh egg prices for them, send them to a big city, and think themselves robbed if the goods prove old and have to be sold at their true value.

Every man who buys eggs in the country ought to know how to distinguish qualities by candling and examine the goods carefully before paying for them. When they get here they have to be sold on their merits as shown before the electric light and stale eggs will not pass for fresh.

I saw an egg the other day that had never been laid!

An acquaintance in the egg trade sent to a friend in the market for a

Butter, Eggs, Apples, Pears, Potatoes, Beans and Onions

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

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.

Fresh Roll Butter Wanted

Consignments solicited.

Highest Market Prices and Prompt Returns.

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.

Shippers of Fresh Eggs

Should correspond with us. We want from 5 to 50 cases each week from as many shippers as we can get. We pay the highest market price and will send check on arrival of shipment.

L. O. SNEDECOR & SON, Egg Receivers
36 Harrison St., 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.

fowl and asked that it be dressed (drawn). The fowl was sent up to him ready for the oven and with it an egg which had been taken from the internals of the bird. It was evidently ready to be laid for the shell was perfect.

Just for a joke the egg was submitted to some egg sharps and their opinion asked as to its character. Most of them said it was a limed egg! Probably this was because the shell had rather an unnatural look and the egg was absolutely full.

Such errors of judgment do not imply that egg candlers can not tell good eggs from off grades, for they certainly can. But anything in the way of a freak is sometimes hard to place.—N. Y. Produce Review.

Evolution Accomplished by the American Poultry Association.

To get an idea of the great improvement made in poultry in this country within several decades, principally through the efforts of members of the American Poultry Association, it is only necessary to recall to mind the status of fancy poultry therein. About forty years ago, when the craze for the "big breeds," the Asiatics, was on, the assertion, "There is nothing for either eggs or the pot that can compare with them," didn't appear to be copy-righted.

I remember a neighbor farmer who, in addition to that, added, with great pride, "Why, my Shanghai rooster can stand on the ground and eat corn off the top of a flour barrel," which was surely a high recommendation.

Of the Asiatics at the time were the Shanghais, Brahmas, Cochins and Chittagongs. There was for several years contention as to which of the breeds or varieties was the best as an all-purpose fowl, the Shanghais at first leading in popular favor, but soon after supplanted by the Brahmas, and later on by the Cochins. There was also quite a split of the then comparatively few fanciers as to "whether the Cochins, Brahmas and Shanghais were varieties or distinct breeds," and it looks as if the split is still there.

About the only undebatable real breeds of the period were the Black Spanish, Dorking, Game, Hamburg and Leghorn; the second, third and fourth also in varieties, and, while the Black Spanish will likely ever remain what he was then and still is, the Leghorn of the time, origin of which was then unknown, did not seem to last very long in the suit that he wore. He was thus described at the time: "It resembles in size and form the Creole fowl, the neck and feathers of the cock a pure white, while those of the hen were marked with small black spots running into a grizzle; the tail feathers darker, with transverse black bars." What a novelty that fowl, which was the only representative of itself, would be to at least the younger portion of our to-day fanciers!

The well-known and truly valuable fowl of the then "common" varieties, the Dominique, stood so far

out ahead of its associates that it might in justice have been classed as a breed. It is generally conceded that from it our present popular Plymouth Rock was evolved.

Such, then, was about the condition of poultry prior to the time of the American Poultry Association's advent, when the great work of evolving both new breeds and varieties was begun. That it has proven a success in that line and in many other ways the living and crowing evidence may be seen and heard in all sections of our vast country, thus contributing to the good of all. So great, indeed, has been the growth in number of new breeds and varieties of breeds, especially the latter, that to count them would be quite a task.

Geo. M. Dittor.

Recent Trade Changes in the Buckeye State.

Cambridge—G. J. Jones & Co. are succeeded by Paul D. Bonnell in the harness business.

Doanville—D. J. Richard, who formerly conducted a grocery store, is succeeded by Porter Bros.

Flag—G. B. Van Fossen & Bro., grocers, succeed G. B. Van Fossen.

Fort Recovery—Mrs. J. R. Kruse, milliner, is to be succeeded by Kruse & Keller.

Malta—The meat market formerly owned by Chas. H. Roberts is to be conducted under the management of J. R. Harper.

Mount Sterling—Steward Bros., implement dealers, are to be succeeded by Crownover & Dick.

Cincinnati—Jacob Abrams, dealer in furnishing goods, has made an assignment.

Cleveland—A receiver has been appointed for the Hy-Co Chemical Co.

Columbus—An assignment has been made by John W. Baird, grocer.

Lima—The South Side Lumber Co. has filed a petition in bankruptcy.

Metal Egg Case Filler.

The newest thing in egg holders are made of sheet metal coated with zinc and are known as zinkets. Each zinket holds just twelve eggs, in three rows, the eggs being set on end and held in place by narrow metal strips which encircle the ends of the egg. The sides of the zinkets are bent over so as to fully protect the eggs and the edges being grooved one zinket will fit into another so that any desired number can be readily combined into a case. It is claimed that by this means more eggs can be stored in the same space than by the present method, that there is less breakage in handling, and that the eggs, being always set upon their little ends, keep fresh longer. The package is also said to be much more convenient for the retailer and may be used over and over again. The zinkets are made entirely by machinery and are said to be inexpensive and, all things considered, economical.

The store that gets talked about favorably is the one where the largest crowd of shoppers will gather.

Butter

I would like all the fresh, sweet dairy butter of medium quality you have to send.

E. F. DUDLEY, Owosso, Mich.

BUTTER

We can furnish you with

FANCY FRESH-CHURNED BUTTER

Put up in an odor-proof one pound package. Write us for sample lot. If you want nice eggs, write us. We can supply you.

WASHINGTON BUTTER
AND EGG CO.
GRAND RAPIDS, MICH.

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.



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Nov. 19—Speculators in coffee are reported as being "fatigued" and sick of carrying big stocks on which their hopes of realizing any profits are becoming smaller and smaller, as it seems evident that a big crop is almost certain. The market for the "real thing" has been quiet this week and, upon the whole, the situation is one containing more encouragement for the buyer than for the seller. Where the grocery trade have made purchases they have usually taken small lots and while in the aggregate the total has been fair, there is certainly no excitement. Crop reports are favorable for lower rates, as big yields are seemingly assured and there is every reason to look for a low range of values for a good while. In store and afloat there are 3,937,606 bags, against 2,857,316 bags at the same time last year. Mild grades, in sympathy with Brazil stocks, are quiet, although quotations are practically unchanged. Good Cutcuta is worth 9½¢ and good average Bogotas 11¢@11½¢. East Indias are steady.

The refined sugar market continues firm and little, if any, change has taken place for a week. There is very little new business, as most of the orders have been for withdrawals under old contracts.

The week has been a dull one for teas. In fact, business has been about as light as at any time during the whole year. Stocks in the hands of the trade seem to be sufficiently large to meet present wants and sales made are of very small lots. The one redeeming feature is that quotations are firm and practically without change.

There is a small volume of trade being done in the rice market. Supplies of fancy head are reported very moderate here. Some little improvement in domestic Japan is, perhaps, observable, but the situation in general is not especially encouraging.

There is quite an active demand for grocery grades of New Orleans molasses. Offerings are quickly taken at full rates and there is no accumulation here. Syrups are firm and the demand keeps the market closely sold up.

Quietude prevails in the canned goods trade. Tomatoes of the average standard sort are dull and easy. Goods of a kind that will stand the test made by experts move with freedom and fetch full figures. It appears that there is a larger supply of really fine goods than we have had for several seasons. Maryland, Pennsylvania and New Jersey goods have in many cases shown to most excellent advantage and command from 85¢@\$.10, while the other kinds are listed at about 62½¢@65¢. There are all sorts of corn here, from "chicken

feed" to grades that meet the most fastidious taste, and with variations in quotations ranging from 60¢ through every possible fraction up to \$.10 for choice Maine sorts. Salmon is quiet and yet dealers are pretty well pleased with the situation. Quotations are firm.

Dried fruits are doing fairly well and the holiday trade shows steady improvement. Imported Malaga raisins are meeting with good call and are firmly held.

Butter is steady, although the demand is not especially active. Supplies of fancy fresh creamery are moderate and prices are firmly maintained in consequence. Extras, 25¢@25½¢; seconds to firsts, 18¢@24½¢; imitation creamery, firm at 16½¢@19¢; factory, well held at 15¢@16½¢; renovated, 16¢@19¢ and moving quite freely.

There is a fairly active call for best grades of cheese and the market is in pretty favorable shape for the seller. Fancy full cream New York State is worth 11½¢ for small sizes and 11¼¢ for large.

Eggs are becoming luxuries if we have to depend on fancy nearby stock, as the range is from 35¢@38¢. Finest candled and graded Western will fetch 29¢@30¢; average best Western, 28¢; seconds, 25¢@27¢.

Poultry is very high and turkeys will retail at 28¢@30¢ at Thanksgiving, although a very sudden drop is looked for the day after. Western dry-picked turkeys, 22¢@23¢ for fancy stock.

Food of the Rich and Poor.

The everyday man on an everyday diet digests and uses about 96 per cent. of the material and about 91 per cent. of the energy of his food. So Prof. Atwater says to the British association. He also says the idea of the need of large amounts of meat all the way through is often exaggerated, and that muscular laborers need more food than sedentary workers. Mental labor differs from muscular labor in requiring much less material and energy for its support. In general, people with sedentary occupations have the larger and those whose labor is manual the smaller incomes. Thus it comes about that the well to do are often overfed and the poor underfed. In many cases the food of the poor is inadequate for normal nourishment and must remain so until they have larger incomes or cheaper food. Half the poor man's money is spent on food and it is worst spent in the market. Little attention is given to the relation between the real nutritive value of food and its cost. His is the worst cooked food and the worst served food and illustrates the old writing that "To him that hath shall be given, and from him that hath not shall be taken away even that which he hath."

Twelve Commandments to the Business Girl.

The following little list was compiled some years ago by a young girl just starting on a business career. It has proved an invaluable help to

her, she says, so she gladly "passes it on" to any who are interested:

1. Be honest.
2. Don't worry.
3. Be courteous to all.
4. Keep your own counsel.
5. Don't complain about trifles.
6. Be loyal to your employer.
7. Don't ask for vacations.
8. Be businesslike, not womanish.

9. Be prompt—a little ahead of time, if possible.

10. Be neat and attractive, but unobtrusive in your person.

11. Take kindly criticism in the spirit in which it was intended.

12. Do the very best you can each day and every day, so that when there is a chance for promotion you will not only be "called, but chosen."

There Are Reasons

Why every dealer does himself a grave injustice if he does not take the trouble to make an examination of the merits of

New Silver Leaf Flour

There are reasons why this flour is essential to the development of a first-class flour trade. Write to us and we will give you the reasons.

Muskegon Milling Co., Muskegon, Mich.

FOOTE & JENKS

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

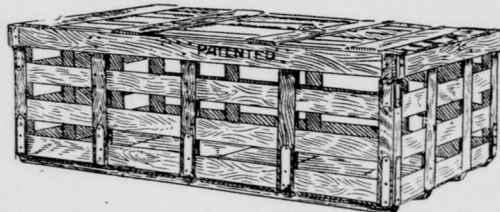
Sold only in bottles bearing our address

FOOTE & JENKS'
JAXON
Highest Grade Extracts.

Foote & Jenks
JACKSON, MICH.



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.

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

W. C. Rea

A. J. Witzig

REA & WITZIG

PRODUCE COMMISSION

104-106 West Market St., Buffalo, N. Y.

We solicit consignments of Butter, Eggs, Cheese, Live and Dressed Poultry, Beans and Potatoes. Correct and prompt returns.

REFERENCES

Marine National Bank, Commercial Agents, Express Companies, Trade Papers and Hundreds of Shippers

Established 1873

High Prices Likely To Rule on Holiday Turkeys.

As Thanksgiving approaches more interest is shown in the crop and probable market for turkeys. The holiday occurs this year Thursday, November 24, which is unusually early. The high prices ruling last year induced farmers to market all the stock they could possibly spare and fewer birds were carried over for breeding purposes than usual. The spring weather was late in setting in and the quantity hatched was much lighter than usual. Wet weather after birds were hatched was disastrous, killing off large quantities of the little turkeys, and while a fair quantity was raised in a few sections the general crop of the country is estimated to be fully 50 per cent. below an average, and the birds backward in most all sections, while in many sections it is not thought the turkeys will be in fit condition to market before the Christmas holidays. A short Thanksgiving holiday supply is therefore generally predicted and an actual scarcity of fancy holiday stock. The stock of last year's frozen turkeys is practically exhausted and the trade will have to depend on the fresh supply for all outlets. All indications therefore point to high prices at the coming holiday.

There is great danger, however, in forcing prices too high. There are a few certain classes who will have their turkey at Thanksgiving and the best to be had, no matter what the cost, but the masses must be depended upon to consume the bulk of the supply, and if prices are forced beyond their means it would turn their trade to other poultry or meats and small supplies would be adequate for all requirements. While the country is generally in a prosperous condition it must be borne in mind there have been large numbers of working people out of employment for considerable times, owing to strikes and labor troubles, and when it comes to paying \$3@4 for a good-sized turkey for Thanksgiving they will be more than apt to look for something else to take its place. There is little doubt but what prices will rule high for fancy stock, but comparatively little of that quality can be expected for Thanksgiving and shippers are strongly urged to go slow and operate conservatively on the great bulk of turkeys they will be compelled to take. The birds will not be in condition to freeze and will have to be marketed if forwarded. All sorts of predictions are being made regarding prices expected, but we would advise shippers not to base their operations on expectation of realizing more than 20c here. Should weather conditions prove favorable exceptional stock will no doubt bring a little more from particular buyers who must have quality without regard to price, but it will no doubt prove a full figure for the average run of quality expected.

The Monday and Tuesday preceding the holiday are always the best selling days, although with favorable

weather conditions some dealers are anxious to commence stocking up the previous week. Out of town dealers are compelled to secure their supplies on Monday or early Tuesday morning and such buyers nearly all want fancy scalded stock. Local trade prefer dry picked and as most of them will be busy on Wednesday with their own retail trade, do most of their buying on Tuesday. Shippers, therefore, are strongly urged to time their shipments to arrive here not later than Monday or early Tuesday, making allowance for delays, and only ship by freight or express.

While turkeys are the most wanted at Thanksgiving there is always a good demand for fancy large and fat young ducks and fat young geese are also wanted. The scarcity and expected high prices of turkeys, ducks and geese will probably turn more attention than usual to chickens and fowls, and fancy chickens will no doubt be in very good demand.—N. Y. Produce Review.

A Noisy Egg.

Timothy Varney, a Minnesota hen raiser has been greatly troubled, as have most people who keep hens, by the persistent desire manifested by the fowls to set, in season and out, on eggs, stones, or door knobs, or anything else that comes handy, says a Western exchange. But he has a plan now which he has quietly tried this season with perfect success and which he warrants will cure the worst cluck that ever vexed the heart of man of all desire to set.

The cure consists of a cheap watch, with a loud, clear tick to it, enclosed in a case that is white and shaped like an egg. When the hen manifests a desire to set out of season he gently places this bogus egg under her sheltering breast and the egg does the rest. It ticks cheerfully away and soon the hen begins to show signs of uneasiness and stirs the noisy egg around with her bill, thinking perhaps that it is already time for it to hatch and there is a chick in it wanting to get out. She grows more and more nervous as the noise keeps up and soon jumps off the nest and runs around awhile to cool off, but returns again to her self-imposed duty. It gets worse and worse with her and she wriggles about and cackles, ruffles her feathers and looks wild, until at last with a frenzied squak she abandons the nest for good and all.

Mr. Varney finds use for half a dozen of these noisy eggs and claims that they pay for their cost over and over during the year by keeping the hens at the business of laying and not permitting them to waste the golden hours in useless incubating.

What, then, shall we say of the man who is too good, perhaps, to break any of the ten commandments, but who does dozens of despicable little things every day?

Some people will buy sixty dollars' worth of advertising space and put sixty cents in value in it—and then wonder why.

Buyers and Shippers of POTATOES

in carlots. Write or telephone us.

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

PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

—We Carry—

FULL LINE CLOVER, TIMOTHY AND ALL KINDS FIELD SEEDS

Orders filled promptly

MOSELEY BROS. GRAND RAPIDS, MICH.

Office and Warehouse 2nd Avenue and Hilton Street.

Telephones, Citizens or Bell, 1217

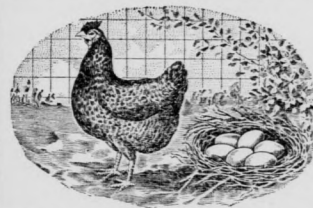
We Are Headquarters

for Sweet Potatoes, Cranberries, Figs, Nuts, Dates and Malaga Grapes.
Send your Thanksgiving order in early and avoid the rush.

The Vinkemulder Company

Grand Rapids, Mich.

Jobbers of Fruits and Produce



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.

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.

WHOLESALE

Oysters

CAN OR BULK

See our quotations in Grocery Price Current on page 45

DETTENTHALER MARKET, Grand Rapids, Mich.

FLOUR

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

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



Grocery Clerks Stand the Best Chance in Matrimony.

If you are a man and anxious to get married bestir yourself and get a job as a grocery clerk. Failing in this use your influence to secure a position as a milkman. If neither of these lines of endeavor is open to you, and you still wish to tread the hymeneal paths, make it your business to get work as a delivery driver of some kind, or as an ice-man, for these lines, in the order named, are the kinds of work among which Cupid most frequently manages to effectively land his arrows.

Why? The grocery clerks are modest when the subject is broached to them. They affirm, with a diffidence that is quite becoming, that it is not because they happen to be the best looking workers in the world. They also deny that it is because they, through experience handed down among their craft from the beginning, are more adept in the gentle and pleasing art of lovemaking than any of their fellows. They are a modest and highly reticent lot of young men, are the grocery clerks, but the fact remains that they are the champions when it comes to finding wives.

How often is it that one sees a grocery clerk of marriageable age who is single? Ask the clerk who cuts off 7 cents' worth of cheese for you the next time you go to the store whether he is married or not. Better still, if it is evident that he is at an age where it is proper for a man to be wed, do not trouble to ask him. Simply enquire why it is that he and his kind have so little trouble in finding the girl of their heart's choice and in winning her. If he is like the average grocery clerk he will modestly affirm that there is no secret about the success of his kind in matters of the heart. He will say that it just happens that way, and, possibly, that it is all a mistake. But the facts remain.

Most of the clerks in the city have been at the work for only a few years. The great majority of them are married. Nearly all of them were single when they entered the business. What more is necessary to prove that Cupid has his own strong favorites even among the workers of this busy, everyday city? The reasons for his penchant for devoting much of his time and energies to the clerks are many. In the first place, the grocery clerk comes into closer touch with a greater variety of women than most workers.

By far the majority of the customers that come to a grocery store are women. There come women of all kinds, rich and poor, young and old, beautiful—and otherwise; and the grocery clerk is right there behind the counter with his constant smile to wait upon them. "Does the lady wish 2 cents' worth of matches this morning?" The obliging clerk mer-

rily goes to the back of the store, drags forth a ladder, mounts to the top of an interminable row of shelves, knocks down a shower of clothespins and breakfast food, and returns, with a smile on his face and dust in his hair, and jubilantly presents the 2 cents' worth of matches to the fair customer. "Is that all this morning?" The clerk's smile never comes off. The woman leaves the store repeating to herself: "My, what an obliging young man; how patient, how attentive!" If she is of the delicate, susceptible ages she may add to her thoughts, "And how noble."

Now patience, attentiveness, cheerfulness and general good nature are not qualities that a woman despises altogether when it comes to entertaining thoughts regarding the eligibility of any young man. Many homes there are which would be the better if the male portion of the same possessed some of the qualities observed in the conduct of the grocery clerk; and the average young woman is wise unto these facts. She sees in her mind's eye the obliging clerk performing in a like manner in a home of his own. She sees him getting up with a smile on his face to walk the baby at night; she sees him gleefully going down into the basement to stir the furnace on a cold morning; and she sees him turning over his envelope at the end of the week with a smile of real pleasure on his face.

After all these things is it any wonder that when the grocery clerk asks for permission to call the unmarried young woman seldom refuses the request? After the first call the sequence is inevitable. The young woman is invariably thereafter a steady customer at the store where the young man is employed, and the familiarity which does not breed contempt is soon inspired.

As one grocery clerk said: "The whole reason why so many grocery clerks get married while in the business is summed up in the statement that they have a better chance to get acquainted with a greater number of women and girls than most workers. They meet more women in one day than the average worker meets in his work in a month. Because at a grocery store the patrons come more than once, it is not long before the grocery clerk and the women customers are on a speaking acquaintance. Frequently the clerk goes to the customers' houses to take orders and then a still greater degree of familiarity obtains. Leaving aside all questions of personal advantages, this must result in a certain number of cases in love, and then there are sure to be some marriages."

The officials of the grocery clerks' union are mute upon this momentous matter. They admit that most grocery clerks who stay in the business for any considerable length of time get married, but they will not venture any opinion upon the matter nor agree that the grocery clerks are the leaders among workers in matrimonial ventures. It is a deli-

cate subject and one they will not discuss.

But not far behind the clerks in the number of marriages within their ranks are the milkmen of the city. Probably the same reason that leads so many grocery clerks to marriage, that of a wide acquaintanceship among young women, sends many of the men who deliver milk along the roads that lead to weddings. There is no doubt the milkmen are second in the ranks of marrying workers. Although it is asserted the milkmen are the only men who see the young women of the city before they are dressed for the day, this fact seems not to deter them in choosing wives among their fair customers. Perhaps the secret lies in the fact that, having seen woman at a disadvantage, they figure out how much more beautiful she will appear when hair and attire are neatly arranged.

Value of Originality in Advertising.

If you can't be original, be as original as you can. But be sensible. Commendable originality is—well, it is commendable; but the rage for originality which leads one to do things of questionable taste or value, simply because no one else has done those particular things, is quite the reverse of commendable.

In the matter of advertisement writing, and in particular the writing of headlines for display advertisements, the desire to say something original frequently leads to the discarding of striking and appropriate phrases simply because they have

been used before, and to the adoption of a weaker, less effective headline which has the sole merit of being a new combination of words.

The news columns of daily papers bear evidence every day that it is not necessary to write an original headline in order to command attention. Telegraph stories of news run in certain channels. War, murder, fires, accidents, storms, riots—to dwell for a little in the realm of violence—besides the less sensational topics, furnish the subjects that must be provided with heads. And it will not be denied that a news story with a big display head will get the attention of the reader even although the headline may be quite similar to others which have preceded it by a week or a month.

The best newspaper advertising is that which tells the most good things about the commodity advertised, and the best heading for a newspaper advertisement is that which gives the casual eye a quickly grasped idea of the gist of the matter which follows. If an original heading which will do this can be devised, well and good; if it seems impossible to achieve the desired expression without resorting to something which has been used before, still well and good—much better, indeed, than to achieve originality at the cost of clarity and strength.

He was so great himself that he couldn't perceive the littleness in his fellow-men.

Facts in a Nutshell

BOUR'S

COFFEES

MAKE BUSINESS

WHY?
They Are Scientifically
PERFECT

129 Jefferson Avenue
Detroit, Mich.

113-115-117 Ontario Street
Toledo, Ohio

SUCCESSFUL SALESMAN.

Educational Qualifications Considered Absolutely Necessary.

Among the many educational features considered absolutely necessary to a successful salesman in these days of college education and progress, the art of diplomacy in its various branches bids fair to become one, if not the most important one.

When Caecilius exclaimed: "We are but like a fish upon dry land," he must have foreseen the tribulations that beset the troubled lives of the exponents of the fourth profession every day; trials that will test the ingenuity and endurance of salespeople the world over. For to maintain pleasant relations with a customer all the year around requires more than a mere aptitude for selling.

The best conducted houses in any line of business, whether large or small in the volume of business done, are adjusting continually the irregularities and mistakes made in their dealings with their customers. The adjustment of complaints has become a factor and a big item of expense with business men and a great many firms have gone so far as to establish regular departments for the adjusting of all claims and complaints from their clients.

We should carefully heed the admonition given by one of the best known and foremost merchants of this country to his salesmen, while extemporizing upon the necessity of quick, honest and diplomatic action in the settlement of a complaint:

"Salespeople must consider themselves responsible to a customer from the time of the sale until the bill is paid." It is evident that customers will look to the salesman, who waits upon them and has sold the merchandise, as the man to relieve them of their real or imaginary trouble, considering him better equipped to adjust the grievance as he is entirely familiar with the circumstances of that particular transaction.

Therefore it becomes important that salespeople form something of a theory on how to conduct themselves when suddenly placed in the position of mediator between the complaints of a client and the best interests of their employers. Observation, diplomacy and enquiry, properly directed, become then the great ornament and excellence of the salesman who has mastered the art of handling complaints in a manner satisfactory to both sides. A great deal depends upon the attitude of mind we preserve while listening to or taking part in the controversy and in order to retain this correct attitude it becomes needful that we should learn how true and yet how untrue sometimes are human beliefs. An aggrieved party is usually an excited party, oblivious of everything but this particular complaint, and must, therefore, be dealt with in a diplomatic manner.

Delay in shipments, breakage and loss during transit, shortage, etc., are some of the most natural complaints for adjustment and a salesman's ready offer to look into these

complaints personally will not only increase his popularity with the trade, but go a long way toward cementing the commercial relations between the firm and its customers. We find, on the other hand, a great many instances where a customer may try to exact extra concessions on a certain transaction, not stipulated in the agreement at the time of sale; and right here a diplomatic salesman, by exercising politeness, energy and tact, will save his firm a great deal of annoyance, time and money. The fact, disclosed by a survey of the past, that majorities usually have been wrong, must not blind us to the complementary fact that majorities usually have not been entirely wrong. Such is the case with the individual, and we must therefore in most cases assume that his grievance, while possibly exaggerated, contains enough truth to merit an investigation or what becomes more necessary, an explanation. As this last mentioned medium of adjustment can not be forthcoming truthfully in a great many instances at the time it is demanded it also becomes imperative for the members of the fourth profession to practice the art of letter writing as well as to perfect themselves in using the telephone in a clear and businesslike manner.

Neglect or inability on the part of salespeople to properly look into any complaints brought to their notice by customers of the house will cause their employers the loss of many an old time client, as in many instances

customers rather bear expense or loss than communicate with the complaint department of that particular firm. These so-called silent complaints are the most serious, affecting the business of a firm most strongly, as it comes from people who consider themselves rebuked when, after stating the nature of their complaint to their salesman, he takes no further interest in their case, but refers them to the bureau created for that purpose. Rather than to expend any further time in seeking redress that class of customers remain silent and take their trade to a house that employs more intelligent and progressive help.

What are the benefits derived from this lesson in diplomacy to all concerned?

To the customer it brings the assurance of honesty and speedy adjustment of any claim.

To the employer it saves time, labor, business and money and to the salesman it becomes the greatest asset of his calling: A steady private trade, which will follow him wherever he may choose to locate, for in him they not only recognize a capable and progressive salesman, but what is better, a disinterested friend.

H. C. Scheuer.

People who believe in an absentee deity seem to believe also in an omnipresent devil.

The things that are carried highest on gusts of popularity often weigh the least.

EDWARD A. BOWMAN.

THE BUSY STORE.
Howell Michigan

Dry Goods,
Groceries,
Hardware,
China, Etc.

*We have the busiest store
in Howell and do the trade in
our lines*

190

Michigan Tradesman Co.

Grand Rapids Mich.

*Gentlemen:- I enclose Five Dollars
for five years subscription The best investment
I know of at the present time. Your paper is
cheap at \$2.00 per year - This \$5.00 is like buying
sugar @ 2 1/2¢ lb.*

*I read every page of your paper
and find it profitable to do so.*

Yours Truly
E. A. Bowman



Conditions in the Underwear and Hosiery Trade.

The magnificent weather and the unusual number of warm days have had an apathetic influence upon underwear retailing, and set back business just that much in the season. Speaking of the effect the warm weather has had upon business a large retailer said to the writer that during the cold weather of last October their underwear department did a business of about \$1,500 a day, exceeding in volume all previous records. For the corresponding period this year the department might as well have been closed for all the trade that was done. He said that the business would no doubt come later, but that the fixed charges of the department were just the same, and, on account of the weather, this expense was a clear loss. That underwear departments throughout the country were similarly affected is shown by the dearth of duplicates in the wholesale division. There should have been at least a fair duplicate business during the latter part of the month, but as retail stocks had not yet been much depleted there was no need of supplementary stock.

October is usually a very good month for selling mediumweights, but with the Indian summer running through the month summerweights were most comfortable, even in the extreme latitudes. However, wholesale stocks were reduced to small proportions early in the season as a result of the liberal buying on the part of retailers and, in expectation of a duplicate season later, wholesalers have been seeking more goods to replenish their stocks. All have not been successful in obtaining desirable lines, as the mills making them are taxed to their fullest capacity. The reason for this is due to the large amount of business that has been thrown to them by small mills. The latter were unable to carry out their contracts, owing to the high prices prevailing for raw materials and the failure of the mills to cover their orders at a time when raw cotton and wool could be had at prices that admitted of a profit on the manufactured product. These irresponsible mills sought to fill orders by taking the cost out of the quality of their product, with the result that the goods were rejected by jobbers and thrown back upon the makers' hands as defective. In our last report we stated that these defective goods would find an outlet somewhere, and that they have been taken up by certain department stores throughout the country is evidenced by the low prices advertised, prices that clearly intimate there is something wrong with the stock. The department stores handling these defective lines are making a profit out of the stock and believe they are justified in selling the goods so long

as they do not have to take a loss. They view such speculations as good advertising, as well as money-making. The mills taking the loss have learned a lesson and are to-day asking higher prices on new business for immediate delivery.

In our last report mention was made of the growth of trade in sweaters and the importance occupied by this line as a specialty. It is a line that has grown in strength in the department store with greater rapidity than with the furnisher, because the former has pushed it, while the furnisher seems to think the stock rather cumbersome for the returns it yields. Properly handled, however, there should be good business in sweaters and knit garments for sporting and recreation wear for the furnisher, in country as well as in metropolitan towns. More knit novelties have been introduced this season than ever before, and the demand for them has been helped by the weather, which has been exhilarating for outdoor sports and has brought knit garments into greater demand.

A novelty in a knit Norfolk jacket for golf, skating and other outdoor sports has pleats running across the back and front and across the pockets at the hips. The belt is detachable, and the collar may be worn down or turned up, a flap buttoning across the collar when it is turned up to retain it in position and keep it closed.

Duplicate orders for half-hose for immediate delivery show that fancies are gradually growing in favor. This fact is more in evidence on spring business, with fancies of all kinds going on order in solid and mixed colors and in a wide assortment of novelty patterns in colors and embroidered effects. Tans are meeting with a cordial reception and are big with promise for next season. Dark blues are also favored. The fine trade is taking light blues and colors for summer wear.—Apparel Gazette.

Tulip and Poppy Dangerous Flowers.

The florist held a tulip in his hand. "Some people claim that a tulip has no smell," he said. "As a matter of fact, it has a dangerous smell. Take a tulip of a deep crimson color and inhale it with profound inspirations and it will be apt to make you light-headed. You will say and do queer things—dance, sing, fight, swear and so on. For two hours you will cut up in this way. Afterward you will be depressed."

"The poppy is another dangerous flower. A young woman of a nervous temperament, if she lingers among a bed of poppies, will grow drowsy, the same as if she had smoked a pipe or two of opium. In Asia Minor, where the opium manufacturers cultivate vast fields of poppies, tourists inspecting the beautiful flowers often become altogether incapacitated. They get so sleepy they can hardly talk. They reel in their gait. In some cases they have to be put to bed."

William Connor, Pres. Joseph S. Hoffman, 1st Vice-Pres.
William Alden Smith, 2nd Vice-Pres. M. C. Huggett, Sec'y, Treas. and Gen. Man.
Colonel Bishop, Edw. B. Bell, Directors

The William Connor Co.

Wholesale Ready Made Clothing Manufacturers

28-30 S. Ionia St., Grand Rapids, Mich.

The Founder Established 25 Years.

Our Spring and Summer line for 1905 includes samples of nearly everything that's made for children, boys, youths and men, including stouts and slims. Biggest line by long odds in Michigan. Union made goods if required; low prices; equitable terms; one price to all. References given to large number of merchants who prefer to come and see our full line; but if preferred we send representative. Mail and phone orders promptly shipped. We carry for immediate delivery nice line of Overcoats, suits, etc., for Winter trade.

Bell Phone, Main, 1282

Citizens' 1957

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

THEY FIT

Gladiator Pantaloons



Clapp Clothing Company

Manufacturers of Gladiator Clothing
Grand Rapids, Mich.

THE PAN-AMERICAN GUARANTEED CLOTHING



IS
Union Made

Spring
1905

**and the strongest and best line
of medium priced Men's
and Youths' clothing
on the market
today**

WILE BROS & WEILL

BUFFALO, N.Y.

A New Suit for Every Unsatisfactory One

Rules for the Sale of Men's Shirts.

First of all, put them near the door—preferably a side door.

If you are going to sell goods to the man you must cater here and there to his little likes and dislikes. And he does not like to push through a crowd of women shoppers to get at his clothing necessities. Nor will he care to run the gauntlet of the half dozen curious eyes which he feels are fixed upon him from behind every counter.

Put them near the door.

Men clerks for men make quicker sales and draw more trade.

The idea that a man will step up to a clothing counter and buy goods to wear because there's a pretty girl behind it is in ninety-nine cases out of 100 erroneous. And you are looking for the ninety-nine.

A man can tell his wants, accomplish his business, and get his goods with expedition and dispatch when trading with a man—he feels privileged to growl a little if he likes, and to express himself freely.

Why do you never see women clerks in strictly men's clothing stores?

Hire men—intelligent men—to wait on men.

And then about bargains.

Suspicion is aroused by a value that looks too cheap. And he hasn't time to shop and see if the suspicion is warranted.

If you can give an honest reason for a slight cut, put it where the man will see it. In the newspaper give him a story with a picture to it in sections entirely separate from other lines.

A window, even a small one, exclusively devoted to men's goods is an excellent means of engaging their attention. As a rule, a smart, strong line, featured at a good, round price, will draw the best. But to pyramid sales, feature special prices for lots of three or half a dozen. With a small reduction you can often sell six to a man as easily as one. He is not fond of shopping and is ready to buy in bulk.

Give him good price value well displayed.

Stick to solid windows for men's wear.

Don't compel him to pick out an article here and an article there.

Show generally two articles, seldom more, changing the trim daily or every other day.

Stockings and ties feature well with almost everything—collars, cuffs, hats, belts, handkerchiefs, trousers and full suits.

You want the man.

Study his whims.

Instance Where Courtesy and Persistence Win.

Many a sale which seems lost beyond recovery only needs the right sort of treatment to become an accomplished fact, a visible entry upon the order book, and a cause of gratification to the salesman who has carried the transaction through to success. The ways of the customer are devious, he is elusive, and, like the Irishman's flea, when you think you sure have him, he is not there.

This uncertainty, elusiveness and hard-to-get-ativeness are what stimulate the salesman to the exercise of his selling powers. Here is an instance:

Not long ago a man was in the market for furniture for about half of his house. A salesman from a house in that line called on Mr. Ashby, the prospective customer, by appointment, one Saturday afternoon.

Mr. Ashby pleaded another engagement and told the salesman he could not see him until Tuesday following. This meant two dead days, for there was nothing else in sight in that vicinity; nevertheless the salesman concealed his disappointment and was on time on Tuesday, when Mr. Ashby greeted him with: "Well, I have thought it all over, and have decided to buy nothing now. I will get along until next season. Come in then and we'll see what we can do about it."

This was nothing but an indefinite postponement and the disappointment to the salesman was greater than he would allow himself to show. He had come on a hundred miles for this possible sale, after making a positive appointment for Saturday, had been put off from Saturday until Tuesday, and now, on Tuesday, the entire prospect was up in the air. He might have "called down" Mr. Ashby, and with good cause, but what would he have gained beyond the doubtful satisfaction of speaking his mind, a privilege which is generally paid for too dearly? So he swallowed his mortification and said he would try to be around then. At the same time he remarked:

"Mr. Ashby, now that I am here, would you not like to see some of my newest photographs? I can not get away until to-morrow, and I would be glad to show them to you this evening."

Mr. Ashby acquiesced and at half-past seven the salesman was on hand with a large lot of photographs. They were good photographs and Mr. Ashby was soon interested, showing especial attention to one of them. This one the salesman stood up by itself on the desk, where Mr. Ashby could not help but see it every time he looked up from the others. With well directed talk and explanations he brought Mr. Ashby's attention to the degree of interest, and this developed a desire for the goods, and conviction that here was what he was looking for followed, and the order for the furniture for the entire house was closed.

This incident is a true story, except that for reasons the name is fictitious and the line is not really furniture. But the story serves to show that tact and perseverance may be used to change defeat into victory and failure into a nice fat order.

A business man ought to work and live so that when he retires from commercial activity he is a better man in every ethical sense of the word than when, glowing with youthful ardor, he first stepped into the arena of life.

How we Assist Merchants**"CLOTHES OF QUALITY"**

Our interest in you does not cease when your order is filled
It is our earnest desire to promote your sales in every way possible.

Our Advertising Department

is in the hands of experts who are constantly preparing good live printed publicity in the way of newspaper ads., posters, fashion plates, calendars, booklets, etc., which we supply in quantities desired.

This, coupled with

"Clothes of Quality"

should make you one of our customers.

M. Wile & Company

High-grade, Moderate-priced Clothes for Men and Young Men

MADE IN BUFFALO

OUR NEW 103

TRADE **IDEAL** MARK

OVERALL

MADE ENTIRELY ON A
NEW PRINCIPLE
THOROUGHLY PRACTICAL
IN EVERY WAY.

**LARGE AND ROOMY AND
A PERFECT FITTER**

ORDER FROM US, GET A SAMPLE AND COMPARE WITH
THE BEST in the MARKET. ANY OTHER MANUFACTURER.

IDEAL CLOTHING CO.
MFR'S. OF CLOTHING.



The Effect of Absence on Love.

Written for the Tradesman.

In these parlous matrimonial times, when it is equally difficult to catch a husband and to keep him after you get him, no question is of more real heart interest to woman than the effect that absence has upon love. Is a woman most sure of being in a man's thoughts when she is so directly under his eyes that it is a physically impossible feat to forget her, or does he think most tenderly of her when she is far away and her very remoteness makes a transfiguring haze that conceals all her faults, and magnifies her charms? In other words, should the woman who desires to retain the affections of a man give him her society in allopathic or homeopathic doses?

This is a problem concerning which there is a great diversity of opinion in feminine circles both as regards before and after marriage, some contending that man is but a creature of habit, imperfectly domesticated at best, and that it is never safe to let him quit eating out of your hand, while others hold that more love is bored to death than is killed in any other way. And both of these opposite theories have right on their side to a certain degree.

There is no doubt that proximity is a great matchmaker. The real answer to why ninety-nine people out of a hundred married the particular individual that they did is because chance threw them together and nearness did the rest. They had no real attraction for each other. There was no special congeniality between them, but just because he happened to be the man in evidence and she the woman, and nobody stepped in to prevent them, they fancied themselves in love and so they were married.

There are certain psychological moments in all of our lives when we can honestly think ourselves in love with anybody. The genial glow engendered by a good dinner has led many a man to propose matrimony to a woman he never thought of an

hour before. A sudden wave of pity, of sympathy, of tenderness, or of loneliness has made a woman say "yes" at last to the suitor she has refused a dozen times. It is a plain case of the time arriving when you must love someone, and to the person nearest is handed out the prize package of sentiment.

All of this makes an enormously strong argument in favor of a woman staying at home and looking after her fences, and this is especially important before marriage. Indeed, a woman who removes herself to a distance during the days of courtship may almost be said to have thrown down her best weapon. She is firing at long range, instead of short range, and the successful feminine conquerors all know that a man will present arms to the woman who follows the revolutionary warriors' advice and waits until she is close enough to see the whites of his eyes and then—shoots.

Nothing appeals to a man like the sight of a woman in love with him, and to remove this spectacle from his range of vision is to clip Cupid's wings. It is the spectacle of her flattering preference for him that first attracts many a man's notice to some particular woman. It is the knowledge of how pleased she will be that tempts many a man into making love to a woman when he really does not mean it, and it is because he simply has not the nerve to break an engagement and hurt the woman who adores him that sends many a secretly-unwilling bridegroom to the altar. Of course, the value of devotion is just as great, intrinsically, far as near, but its effect upon a man is not so great. It is the difference between kissing a photograph and the original—the difference between saying things in a letter and by word of mouth—and so absence is no friend to the woman who is trying to win a man's love. She needs to be Sally-on-the-spot.

In a way, a love affair is like a business deal—you have to keep the interest worked up in it if you pull it off successfully. This is why the best method yet devised by diplomacy for breaking off unsuitable matches is to separate the couple and fill their lives with new interests. It is true that this plan does not always work, for there are a few faith-

ful souls the ardor of whose affections neither time nor distance can cool, but in the majority of cases absence gently and painlessly, but effectually, drugs love to death. Unless we happen to live in the same community few of us marry our first love. The young man who bids his weeping sweetheart good-bye, as he starts out into the world to seek his fortune, swears to her that when he becomes rich and famous he will return to claim her for his own. He does, indeed, return in after years, but not to lead his faithful love to the altar, for she has been happily married to the grocer this many a year, and he has an interesting family of his own, so effective has absence been.

If propinquity is so valuable in

courtship it would seem that it ought to be equally valuable in matrimony. If a man falls in love with a woman because she is the one in sight it looks as if the only logical and safe thing for her to do is to keep herself always on view, and many wives subscribe to this faith. There are women who never leave their husbands for a single day, and who insist upon sharing all of their spouse's work and pleasure. They drag around the country with their John when John goes off on a business trip; they learn to play golf because John likes it, although they hate it; they pretend an enthusiasm for fishing, although they loathe it, in order that their husbands may never be out of their sight. Theirs is the matrimonial trust spirit—to establish

YEAST FOAM

received
The First Grand Prize
at the
St. Louis Exposition
for raising

PERFECT BREAD

"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.

such a monopoly on a man that it will head off all competition.

It can not be denied that there is much to be said in support of this view of the situation. There is nothing for keeping a man at home of evenings like knowing he has to render an account of himself if he is absent, and the fear of his wife is the beginning of virtue with more husbands than we wot of. It is an old proverb that when the wife's away the husband will play, and without doubt the man who is insistently and consistently chaperoned by his wife is a model of discretion. Besides this, unsentimental as it is, after the first romantic affection has burned out domestic love is mainly a good habit, and so long as nothing occurs to break up the custom of thinking his Maria the most beautiful and attractive and fascinating woman in the world a man is liable to jog along without finding out any better. There is no disputing that there is much wisdom in a woman keeping so close to her husband that he never gets a perspective on her and sees her as she really is.

But the great tragedy of absence, especially between married people, when it stretches over any considerable period of time, is the inevitable changes that are continually taking place in every human character. One either goes forward or backward in development, and it rarely happens that two people who are apart and in different environments keep the same step. If they had remained together they would not have noticed the little changes in each other because they would have come so gradually, but when they meet again after a separation of a year or so they can not fail but notice the difference in each other. The man may have little vulgarities of speech and manner that the woman never observed before, or he may wonder that he never saw how narrow and provincial she was. Life has no bitterer moment than that which reunites many a couple after a long absence, and in which they realize that they never can be one again.

Not all of the arguments, however, are on the side of those who contend that love must always be a personally conducted campaign, for if love can die of loneliness in the absence of its beloved, it is equally susceptible to the blighting influence of ennui, and probably the deadliest dead love in the world is that which has yawned itself into the grave. The proof of a good general in love, as well as war, is the knowing when to beat a masterly retreat, and many a girl has owed a good husband to discreetly withdrawing herself at the proper moment from the scene of action. Great an aid as proximity is to marriage there is always the danger of its being overdone and leading to common-place satiety. Many a man has failed to marry the woman he ought to have married because he knew her too well, and has married the woman he should not have married because he did not know her well enough. In courtship absence

can become an allurements of itself.

In married life there can be no gainsaying the fact that the majority of people quarrel because they see too much of each other. If most couples were married only three days a week, instead of seven, there would be fewer divorces. Any two people who stay together continually, see the same people, read the same books and hear the same stories are bound to bore each other in time, and the chances are that the average family row begins in a frantic and unconscious effort to infuse a little excitement and interest into domestic life. Not without reason is the annual summer hegira of wives from their husbands and the nightly stampede of husbands to the club from their wives. Except for these safety valves the whole institution of domesticity would be blown up.

The truth is that in absence, like everything else, safety lies in the golden mean. A little absence makes the heart grow fonder, but too much of it is fatal to love. Absence should be taken intermittently and in small and broken doses. Dorothy Dix.

New Styles in Buttons.

The big manufacturers have a great deal to answer for in the line of making the styles. Their styles come to be the accepted ones, that is, if they have any merit, and, as a rule, the designs of the fine waists which are made up are extremely handsome. During the past four years the button trade has been in a flourishing condition, owing in a large degree to the use of buttons on the ready made garments. For the past year, however, this big business has been experiencing the natural result from a flooding of the market with various qualities of goods, and it has taken some time for the surplus to be dis-

posed of, and drop out of the trading.

Indications are bright, however, for a phenomenal year, and the manufacturers are getting ready to fill immense orders. The advance samples of styles from Paris and other leading fashion centers show the use of a great number of small buttons, the most of them rich both in design and finish. This means another season of prosperity for the button business, and as the mills are in good condition there is no reason why fair prices should not obtain, and the orders should be large.

In other years there have always been anywhere from a few to a great number of manufacturers who enter the trade for the season of prosperity and then drop out. The trade begins to realize their position, and great efforts are made to weed out the undesirable class of manufacturers. They are merely leeches, and harm every business with which they come in contact. There is every indication of a good spring season in buttons, and the jobber who does not show lines which are up-to-date in both style and finish is not going to do the amount of business which is rightfully his. In the department stores, perhaps, more than anywhere else is the demand felt for good clean lines, which are so priced that they move easily, a condition which it has always been the aim of every buyer to achieve, but which has been none the less difficult. The showing of samples for the spring trade has been productive of great results, and buyers in general feel convinced that the next year will be a good one in this line. While these goods are always more or less staple, a good novelty line should sell well.

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

IT PAYS TO SELL
GOOD GOODS!

Walter Baker & Co.'s

COCOAS

—AND—
CHOCOLATES

Are Absolutely Pure

therefore in conformity to the Pure Food Laws of all the States. Grocers will find them in the long run the most profitable to handle.



TRADE-MARK

41 Highest Awards in
Europe and America.

Walter Baker & Co. Ltd.

ESTABLISHED 1780,

DORCHESTER, MASS.

IT WILL BE YOUR BEST CUSTOMERS,

or some slow dealer's
best ones, that call for

HAND SAPOLIO

Always supply it and you
will keep their good will.

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

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

How The Girl Wrought a Remarkable Change at the Store.

Written for the Tradesman.

When The Girl sailed up the aisle to the private office those who knew that she went to ask for a position were sorry for her. They knew—or thought they knew—that she would be humbled and, furthermore, that she would get no position. Nothing would "go" with the manager but a humble spirit, as they well knew from experience.

The girl approached "the boss" in anything but an humble spirit. When she came out of the office it was with the same proud air with which she had entered, and the clerks wondered how this thing had come to pass.

That was Saturday. When the next Monday morning The Girl came to work they wondered more than ever how this unforeseen thing had happened.

Although The Girl still carried herself in the old imperious way every one about the store liked her immensely.

It was patent to all, when The Girl came to work, that the business was very much run down at the heel, and every one around the place was conjecturing as to what the Old Man meant by hiring another clerk when there was hardly enough business to keep busy those already employed. The Old Man did not know, any more than the clerks did. When The Girl knocked at the office door that morning there was something in the knock that made the usually deliberate person rise more hastily than usual to see what was wanted. When The Girl came into the office the Old Man knew, with his practiced eye, that she had come to ask for a position. Still, he did not keep her standing, as was his wont upon such occasions; instead he at once instinctively asked her to be seated. She did so, and then she asked him for a place in the store—asked him in much the same language as he had been asked before—but the manner, ah! that was different, so much different, in fact, that The Girl obtained her position although she was not needed.

After she had gone the Old Man cursed himself for a doddering old fool and turned with a sigh to a pile of mail. There were quite a few bills in the collection and the Old Man knew that a great many of them would have to go unpaid for some time. He admitted to himself that the business was going to the bad and that he was powerless to stop it. He wondered why this was true. Was it because he was growing old? Then he smiled to himself in spite of his weariness. Growing old at forty-five? It was preposterous. But, for some reason unknown to him at present, his business was falling off. Again he turned to his mail wondering why things looked so blue.

The first day that The Girl was at work the Old Man—or, to give his name, Danton—began to think that perhaps he had not made such a mistake after all. A dozen new faces

were seen in the store that day. They were all friends of The Girl who came to see her in her new position. Many of them bought goods of her, and Danton was thinking that his business acumen had not all left yet.

All her friends The Girl treated in the same—disagreeable people called it "highhanded"—way. They were all her staunch friends and did not resent her imperious ways, however. The Girl seemed to have hosts of acquaintances who began to trade at Danton's just because she was there. Then the store began to take on a different aspect—nothing that could be gotten hold of, to be sure, but a general brightening of the whole place that was not to be denied. Still, the business was not exactly what it should be and Danton wondered what the trouble was.

One day he found out. He was sitting in his office with the door slightly ajar when he heard a murmur of feminine voices and his own name mentioned. He did not want to be eavesdropping and rose softly to close the door. Then he paused at what he heard. It was The Girl's voice running on smoothly:

"I know what is the matter with this store," she affirmed, "Mr. Danton can't manage it."

Danton gasped and a flush of anger rose in his pale face. Then the smooth, clear voice ran on again:

"He is worn out with all these years of constant work and he needs a vacation. He is not up to his work and his business is running downhill every day. He needs a vacation bad and if he does not get it soon he will collapse entirely."

Danton made another move to close the door and again stopped. As he stood with his hand outstretched toward the door he noticed how it trembled, but, instead of admitting to himself that he was hearing a grave truth, he shut his eyes to it. Then he heard the voice of The Girl again. She was saying:

"And, by the way, why do you call Mr. Danton the 'old man?' I don't

think he is old—on the contrary, I think he is young to have the responsibility of this business on his shoulders."

Danton softly closed the door and went back to his desk. Leaning his elbows on it he became lost in a train of thought more or less complimentary to himself. He was aroused from his gloomy reflections by a knock on his door and a representative from a firm from whom he had been buying heavily came in.

Danton nerved himself with an ef-

fort for the struggle he knew was coming. He owed the firm a large sum of money for goods which, for the most part, were lying idle on his shelves and he knew what the coming interview portended.

The battle was long and arduous and Danton came out of it considerably worsted. The firm had decided to push him and demanded the payment of the entire bill he owed them.

Danton found himself up against the hardest proposition he had ever

Aggregate Oatmeal Profit===

Same as aggregate profit on anything else—is what the grocer must look out for. New brands of oats are springing up every day. You can not handle them all—many of those on the market now are falling flat. Result—dead stock on your hands. Cut down your stock. Handle **one** brand that is **sure** to move off your shelves rapidly. That's what brings you aggregate profit. That's

Quaker Oats

The American Cereal Company

Railway Exchange, Chicago.

YOU CAN'T FOOL A BEE



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

Karo

CORN SYRUP

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

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

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

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

CORN PRODUCTS CO., New York and Chicago.

met in his entire business career. He had pled with the firm's representative for time in which to make good his indebtedness, but the very earnestness with which he talked made them suspicious and they decided to give him no quarter. Danton was beaten. The last desperate fight had been for nothing.

Danton sat in his office, with his head buried in his arms, trying to think with his almost bursting head what was best to do, when the door opened and The Girl came in. Danton looked up in surprise.

"Pardon me," said The Girl. "I knocked, but you evidently did not hear me," she added at her ease.

Then her face changed. Danton saw the change—saw that she, with her woman's quick intuition, had comprehended the whole situation. The visit of the firm's representative, his abrupt leave-taking, Danton with his haggard face in his arms, had told her the story well.

"Girl," said Danton suddenly, "girl, do you know that it is all up with me, that?"—Danton stopped suddenly and mentally called himself a fool for confiding in this girl clerk. Then the look of sympathetic understanding in her eyes impelled him to go on: "Do you know that I am on the verge of bankruptcy? Do you know that any day—any hour even—I may be compelled to close my doors and go out into the world a bankrupt, the living personification of failure?"

Danton turned his wan face upon The Girl suddenly and caught her by surprise with a look upon her face which he did not, in his misery, know the meaning of. It fled as soon as his eyes met hers and The Girl said in her old imperious way:

"It may seem strange to you, Mr. Danton, that I should attempt what I am about to do, but," she added proudly, "I have great confidence in my ability to carry out my plan successfully. I am going to see the firm which that man represents," and she went out of the office.

When she had gone Danton called himself innumerable kinds of fool as long as his meager vitality lasted. Then he gave himself up to despair and sat at his desk with his chin upon his chest until every one had left the store, the senior locking the door after him. Five minutes after he had gone Danton rose and went out into the store, with its long tables and contents covered with the white covers which were thrown over them at night. The covers looked ghostly in the darkness and as some sound of the building rang out in the stillness Danton started, his tired nerves sensitive to every sound.

Then the sense of what he was about to lose came over him again. How he loved the store, representing as it did his life as far as it had gone. And to lose it all just when he should begin to feel that he could in a measure stop struggling! Being rather more sensitive than most men in business, Danton felt the sting of failure more keenly than most men.

In the midst of his mental agony he thanked God that he had no wife to carry the news to.

Suddenly the vigorous rattle of the front door interrupted him. He went to open it. It was The Girl!

She promptly stepped inside and closed the door after her.

Silently the two stood looking at each other.

In a flash it all came over Danton and, taking a stride toward her, he took her in his arms. Despite her imperious manner she submitted and Danton knew in that one unforgettable moment what he had failed to learn in months. Then The Girl slipped from him and stood leaning against a table, with her hands resting on it behind her, and watched him.

The policeman passing on his beat saw the two there as he made his early evening rounds, trying the doors as he went. He lingered for a moment watching them curiously.

The rattle of the latch as he tried the door startled them and with common accord they went back to the office, where The Girl told her story simply. No one, not even Danton, ever knew exactly what had transpired at the office of the firm, but The Girl brought word that time would be given on the account, and Danton held up his head again.

Danton accompanied The Girl to her home, kissing her goodbye at the door. Then he went to his boarding place, and to such a night's sleep as he had not known for months.

The next morning The Girl, with an assurance that was charming, took the reins, to the wonderment of all the clerks. Danton strolled around the streets in his strange new freedom, calling himself a selfish brute, but every time he went back to the store he was peremptorily ordered out by The Girl. Finally, he gave in, and loitered at his club all day.

Meanwhile things were going splendidly under The Girl's management. A natural business ability, coupled with her woman's instinctive love of detail, made everything she touched go. Business picked up with remarkable rapidity and at the end of a few months The Girl began to talk "vacation."

At first Danton would have none of it, but in time The Girl scored a triumph—after she had promised Danton that the "vacation" should be their honeymoon.

Accordingly the two were quietly married and, with the store in the hands of the head clerk, they went away for a time, returning, when the "vacation" was over, with Danton full of strength and with a dozen good schemes running through his head.

Danton prospered. But he says he owes all his success to The Girl; and when he wants to be especially nice to Mrs. Danton he calls her, "Girl." Glenn A. Sovacool.

Men who have no religion outside of their creed may find they have no heaven outside of their imagination.

LION BRAND SPICES

Write for sample

Lion Corintje Cinnamon

It is the kind used
during King Solomon's time

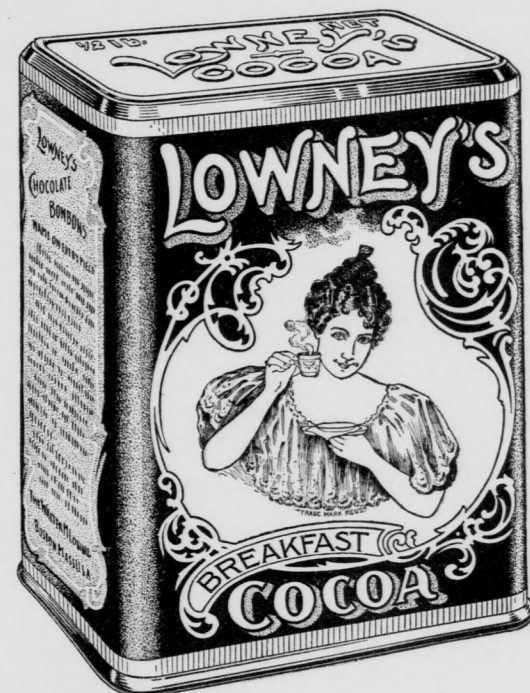
We want you to inspect it

A trial order for Lion Spices will
convince you of their
superior quality

Are Reputation Builders

WOOLSON SPICE CO.

TOLEDO, OHIO



Received
Highest Award

GOLD MEDAL

Pan-American
Exposition

The full flavor, the delicious quality, the absolute PURITY of LOWNEY'S COCOA distinguish it from all others. It is a NATURAL product; no "treatment" with alkalis or other chemicals; no adulteration with flour, starch, ground cocoa shells, or coloring matter; nothing but the nutritive and digestible product of the CHOICEST Cocoa Beans. A quick seller and a PROFIT maker for dealers.

WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.

LOOKING BACKWARD.

Boy's First Journey Into the Great Wide World.

Chapter IV.

Kidded along by that sublime faith in humanity common to extreme youth and the purchasers of gold bricks, I cut loose at the age of 17 with the unknown world as contained in Omaha, Neb. What I knew of the iron molders' trade absorbed at Mudville didn't pain me any, and the prospect of not finding jobs most anywhere never touched me. Had I desired to procure employment things might have been different.

Moreover, I carried a package of hot air in an unsealed envelope, presenting Master C. Dryden, Esq. My strictly original "to whom it may concern" was compiled by the village postmaster, an elderly, one-legged gentleman, who did not train with my gang; hence he could safely say I was a loo loo both in and out of the foundry. He did it in elegant Youth's Companion language:

Besides this valuable asset I rated a \$2 trunk made of some kind of bark which had worm holes in it. The outside was armored with the best wall paper of a subdued yellow pattern. On the inner side of the lid appeared the portrait of a bloated cherub wading around in a bum bouquet that barely came up to his waist. The trunk had a lock which yielded readily sometimes to expert manipulation of a tin key, but I relied more on a safety device of my own passed twice around the middle and tied in a hard knot. This idea has since been infringed by persons lacking original thoughts.

The pedigree of the trunk is thus recorded here because it soon eluded me, and many years elapsed before I owned another. Eternal vigilance is the price of trunks, and likewise valises, among the poor and foolish. The mere fact of going to bed in order to place anything of value under lock and key did not, in my opinion, class the trunk as an also ran. My position in society seemed more firmly established when I raised the lid and, looked at the cherub. In time a fellow can do without baggage, when he gets trained down to it.

So it came about that one winter day, with the trunk masquerading as baggage and me bumping the red plush in a varnished car, we bore down on Omaha. En route through Iowa I studied the whisker exhibits installed on depot platforms, there being nothing else worth looking at. The leading export of the state at that time was prohibition literature, while the inhabitants raised whiskers for home consumption. Also, I observed experienced travelers in the coach drinking from bottles. These alcoholic festivities made me feel like a four flusher. Having failed to provide a bottle of my own, I looked for the conductor to flag me at every mile post on the ground that I had made a false start. That he tolerated one so remiss in his duty to society amazed me.

Even now, after a lapse of twenty-five years, this problem racks and

puzzles. Why will the man who spends a decade at home never thinking of liquor load up with a quart canteen and souse himself silly on a forty mile ride? Search me. Does the motion of the train arouse latent thirst, or does the gentleman think the neck of the bottle protruding from his raiment brands him a traveler of world wide repute? Funny, isn't it, what mutts you meet while flitting from state to state, either on foot or among the late Mr. Pullman's plush.

Early on the morning of the second day the train reached Omaha and allowed me to mingle in the fierce metropolitan whirl. I left the trunk at the depot for a look around before doing anything rash. It was great—the air of being a gay young man about town, strutting proudly along paved streets. Most of the people looked like employees, and I was glad fate had carried me to the right place. There was no reason why I should not become an employe and write to my friends at home letters bearing the postmark of a large city. The growth of this idea made me chesty. I chucked caution to the winds and decided to risk eating something even before making my debut as an employe.

On the rounds of the town I had located in a side street a swagger cafe bearing this sign: "The Delbeano. Mrs. J. Bunk, Prop." At the curb stood an inverted wooden wedge in blue, adorned with this legend: "Meals 15 cents and upward," which direction, I have since learned, is, or should be, the natural course of meals taken at that price. In the show window a small pink china pig was mired to its knees in a plate of uncooked beans—a subtle lure set by Mrs. Bunk to entrap the Boston tourist.

On pushing open the blue door a bell tinkled above the portal, and I glanced back to see who was ringing it. The interior Delbeano was a gaunt room, harboring a few tables and a portholed partition at the back, through which the ambushed cook fired victuals at unwary patrons. There were two vivid works of art on opposite walls. One was the likeness of a fat man, inscribed "I Eat Here. His partner on the other side, a haggard gentleman, who looked like Mr. Dante, did not eat there, according to his epitaph. Where he did replenish his inner being will forever remain a mystery to me. Below the thin man hung a business motto: "No Trust, No Bust," worked in red worsted on perforated cardboard.

While noting these appetizing specialties I became conscious of a human presence in the room. At a table in the rear sat a razor-faced female of middle age gazing fixedly at me out of snaky eyes. Her face was without expression, save the black sparks that glowed at either side of her beak. As she looked at me I tried to look in another direction, and failed. Once I made a bold point at the no trust, no bust, poem, but fearing this effort to appear natural might lay me open to unjust suspicion, I switched to the epicure who ate

there. The undoubted success of that person induced me to sit down and open a bill of fare, which resembled a ball program minus the lead pencil.

Pretty soon the lady of the house came over, placed one hand on my table and the other on her hip, meanwhile piercing me with her gimlets. Once I glanced up, and she merely pointed one untidy finger at the bill of fare. To save my neck I couldn't think of anything but stewed oysters, the only hot food ever served at the Bon Ton restaurant in my own town. The wits were scared out of me, and still I didn't know why. Finally I said "oysters" in a voice inaudible to myself. Had I been a man of brains and wide experience in dining out, it would have been ham and eggs right off the reel.

Aiming her face towards the rear Mrs. Bunk yelled "One stew!" and then leisurely placed some tools and a dish of cold slaw on the table. Meanwhile, no sound had come from the kitchen. The order was not belated back in true metropolitan fashion. In a little while Mrs. Bunk strolled into the culinary works and instantly there issued the stealthy rattle of pots and a sound of some one raking the fire. Soon the dark eyed lady emerged wearing an air of extreme abstraction. She went to the front window, shifted the pink pig to an easier position among the beans, and gazed into the street. Having me in her toils, that siren of the west worked her little game to the limit. Once she did face about to shriek, "Hurry up that stew; the gent's a waiting!" No response.

Once more Mrs. Bunk ducked into the kitchen: again I heard the sneaky rattle of pots and beheld her skinny hand when she slid the bowl upon a shelf in the open partition. Moreover, I recognized the voice when she stepped back and shouted, "Stew-r-ready—take it away!" Again she came forth in a walking trance and moved about brushing phantom flies off the tables. All of a sudden she saw the bowl and made a dash for it, and as she sped by me the swish of her starched skirts sounded like splashes of rain against a window.

With the stew in front of me and that pallid flim-flammer seated in her original chair, the picture of unconscious virtue and innocence, my first feeling of fear gave way to indignation bordering on wrath. Did she take me for a lobster? Well, I should hope not; but all the same she had me going for a while. Whether or no the lady kept a cook didn't matter three hoots in the hot place so far as I was concerned. I never had monkeyed with oysters save at church sociables at Mudville, where everything was square and above board. To find that passive bivalve used as a medium of deceit annoyed and disgusted me. And the bold trick of that brazen Mrs. Bunk bred in my tender bosom a distrust for her sex which endures to this day.

The oysters were good. After throwing in the warm poulitice, I produced a roll fit to choke a canary

bird, gave Mrs. Bunk a scornful look, and the price, and went out of the blue front door, never again to darken it.

It was a long time before I got over the jolt produced by the unparliamentary conduct of Mrs. Bunk. Why should she act that way? Food ever has been and always will be the same to me, whether prepared by chef, proprietor, general manager, cashier, or floorwalker, so long as the viands are properly cooked. The world was new to me then, and everybody and everything in it strictly on the level until I bumped into Mrs. J. Bunk, of Omaha, Neb. By that one false stroke she forever queered my faith in females and the sincerity of their motives on any proposition. Whenever the gentle passion flickered in my heart, which it sometimes did, there came a warning vision of Mrs. B. and her bunco oyster stew, and I at once grew cold and frosty for the sex. Can you blame me?

No one ever saw a male caterer pull off any such fool performance; it isn't in him. Man is prone to pride in duality without duplicity on the side. Witness scores of little eating joints in every city—mere slits in the wall, mostly. Row of stools at one side of a counter; range, grub, and gear on the other. A fat slob of bilious aspect, in cap and apron that used to be white, cooks and washes dishes in full view of his victims, and glories in his versatility. Sometimes the dew of strenuous endeavor mingles with the cuisine, but what of that? There is no attempt to deceive, to create an impression of absent quantity, and the entire process is conducive to calm serenity of mind and unimpaired digestion, for a few years at least.

I have made much of this boiled oyster incident because, coming, as it did, at the threshold of my youthful career, it put me up in the clock for the time being. There was I a lonesome boy, far from home, willing to be a friend to any one who would befriend me, and dependent upon the labor of my hands and feet provided I hit it right. The first human with whom I came in contact was a woman, who should have been a mother to me. Instead she handed me a gold brick with a spoon in it, leaving me a melancholy prey to suspicion and moody distrust.

The proper study of mankind is man. It is the woman who keeps us guessing. In the next chapter I cheer up wonderfully, and debut in the protean character of employe and boarder in an honest Omaha family.

Only Profitable Way.

Customer—How do you sell brooms to-day?

Salesman—Same as any other day—by judicious advertising.

The man who has no interest in heaven is not likely to have much principle on earth.

It's a poor kind of affection for a creed that prevents its correction.

A National Pays for Itself

Every up-to-date merchant uses costly show cases, handsome counters, and other fixtures which are considered absolutely necessary expenses. The value of each depreciates from year to year.

A NATIONAL CASH REGISTER IS NOT IN THE SAME CLASS WITH STORE FIXTURES

It is not an expense. It pays for itself the first year it is in use. It continues to save every year from two to three hundred dollars for its owner. It lasts a business lifetime.



AN UP-TO-DATE GROCERY STORE

Multiple-Drawer Cash Registers

Save thousands of dollars by preventing mistakes, carelessness and dishonesty. They have a money-drawer for each clerk, thus locating the person at fault.

National Cash Register Company

DAYTON, OHIO, U. S. A.

OFFICES IN ALL PRINCIPAL CITIES OF THE WORLD

CUT OFF HERE AND MAIL TO US TODAY.

NATIONAL CASH REGISTER CO.
DAYTON, OHIO

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

This does not put me under obligation to buy.

Name _____

Address _____

No. Clerks _____

Michigan Tradesman

THE AVERAGE AMERICAN.**What He Is and Does—How Long He Lives.**

For the purposes of this article the "average American" is a man. He becomes an entity through the blending of a farmer of great stature, a laborer nearly half as large, a groceryman or a big general superintendent of a railroad, a still larger mechanic or machinist in blue jumpers, and finally a physician of small stature or lawyer of slight physique and thin legs.

Out of this blending of substance, to make five men of even weight and stature and with the same diameter of hat rim and like quality of gray matter under their hair, the power working the transformations would have the average American large as life. He might be a little off in color. His dialect would be slightly off the normal. His ways of life, however, would be the accepted ways of the country and he would be recognized in a foreign port as a Yankee.

This average American would indicate his nearness to the soil. In spite of the fact that other industries have been taking the men of the farms to the city out of all proportion in these last ten years, the average American is rural still. The makeup of this average American might be reduced to percentages of constituent parts from the following table, showing how the 23,956,115 men of the country in gainful occupations are distributed:

Agricultural pursuits9,458,194

Professional service 833,584
Domestic and personal service3,592,581
Trade and transportation...4,274,659
Manufacturing and mechanical pursuits5,797,097

According to the tabulated figures above the average American of the male sex, old enough and able to go to work at gainful occupation in the United States, is made up of the above component parts in the following ratio:

Per cent.

Farmer48.3
Physician 2.9
Laborer15.2
Merchant12.2
Machinist21.4

From these composites the average American citizen promises a sturdy constitution and a clear head. Up to the present time he has been depending more upon his muscle than upon his brain, and for some time to come the proportion promises to hold, save in farming. In ten years in the United States there has been a loss of 2 per cent. of agricultural workers, and of more than 1 per cent. in manufacturing and mechanical workers, accounted for in the increase of those in the professional services, in personal services, and in trade and transportation.

This average American will be educated to a considerable degree. One-tenth of his constituent part will have been illiterate in the English tongue at the least, but an equal distribution of the knowledge possessed by the five classifications con-

sidered will leave him with light enough to choose his occupation and with intelligence enough to pursue it if it be already found.

He will be close to 33 years old, considering the occupations out of which he is to come. In all the United States there are fewer than 10,000 persons who are 95 years old and over, and who are thus likely to increase the average of his years through phenomenal longevity. In any case nearly three-fifths of these persons are women beyond the years that permit of gainful occupations, and, more than this, one-half of the total number in both sexes may be found among the colored population.

His family, in addition to his wife, would average a little more than one child of school age, with enough more persons under his roof to approach the 5.3 persons apportioned to each rooftop in the United States as the average for the whole country. Only 35 per cent. of the total male population of the country is married; 3 per cent. is widowed, and 2 per cent. is divorced, with more than 60 per cent. of the total population of all ages still single.

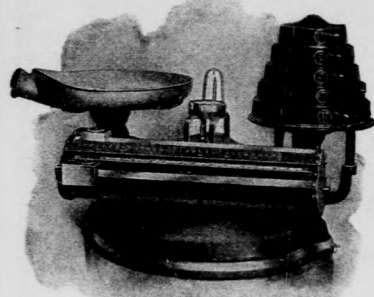
This average American of 33 years old scarcely would own his own home, no matter whether in the country or in the city. According to the probabilities that are accepted he should be in possession of it within ten years, however, especially if it be a farm home; in some of the larger cities he would have small chance of ever owning it. In round figures there are 17,000,000 homes in the

United States, of which 7,500,000 are owned by occupants with more or less freedom from incumbrances, while 9,500,000 homes are rented by the tenants in them. More than 6,000,000 of these homes belong to the farmer class.

More and more this average American is tempted to the apartment house flat and tenement of the cities. Thirty-one per cent. of the residents of New York are living in homes whose roofs shelter three families and more, and, taking Manhattan and the Bronx boroughs, the percentage of apartment dwellers is 44.5. In Chicago it is only 19.7 per cent., but the percentage is growing steadily.

With reference to this average American's place of residence, he is far less likely to own the house in which he lives if he casts his lot with the political life of Washington. In all the District of Columbia more than three-fourths of all the homes are hired, with Rhode Island ranking next, where more than 71 per cent. of the private residences are rented.

There are some odd conditions in these buildings and portions of buildings that are classed as residences. One person is the sole tenant in 611,435 of these dwellings, while at the other extreme there are 660,091 homes with more than eleven members in the household. In sections of the Great West more than 11 per cent. of the dwellings have only one person as tenant, while in the North Atlantic division of the States nearly 8 per cent. of the total dwellings



No. 76 Weightless. Even-Balance

40 per cent. Gain Over Last Year

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

MONEYWEIGHT SCALES

have from the first been the standard of computing scales and when a merchant wants the best his friends will recommend no other.

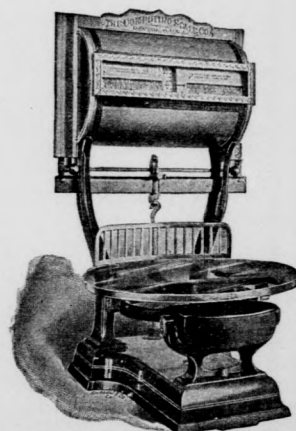
We build scales on all the known principles: Even Balance, Automatic Spring, Beam and Pendulum, all of which will

Save Your Legitimate Profits

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."

Manufactured by
Computing Scale Co.
Dayton, Ohio

Moneyweight Scale Co.
47 State St., Chicago
Distributors



No. 63 Boston. Automatic Spring

contain families numbering more than eleven persons each.

Within a few weeks the census bureau has issued a bulletin dealing with the chances of life of both men and women in some of the large cities. For the average American who takes up life in New York, Boston, Philadelphia, Baltimore, Washington, or in the States of Massachusetts and New Jersey at large, his age at 33 years promises him about twenty-nine years more of life in the cities, with thirty-two years likely if he shall take to rural existence in Massachusetts or in New Jersey.

In the ranks of the average American who has reached a gainful occupation the death rate for the year is close to 15 in the 1,000. In the general divisions of men into the classes engaged in gainful occupation, the laboring man, considered in the variety of positions which he fills under the general heading, suffers a death loss heavier than does the man in any other group. In every 1,000 of this class the annual death rate is 20.2 persons, while in the ranks of agriculture and transportation 15.8 deaths in the 1,000 nearest approaches the laborer and servant group. Next is the group of bartenders and restaurant keepers, with a death rate of 15.4, followed in order by the professional men, men in manufacturing and machine work, the clerical and official ranks, the personal service, police and military people, and last the mercantile and trading world, which suffers a death rate of only 12.1 in the 1,000.

One of the odd observations of the medical profession is that of these deaths in all parts of the country, the number is larger in March and April of each year and smaller in October and November. Hollis W. Field.

Safeguards Against the Spread of Tuberculosis.

How To Prevent Consumption.

The spit and the small particles coughed up and sneezed out by consumptives, and by many who do not know that they have consumption, are full of living germs too small to be seen. These germs are the cause of consumption.

Don't spit on sidewalks—it spreads disease, and is against the law.

Don't spit on the floors of your rooms or hallways.

When you spit, spit in the gutters or into a spittoon. Have your own spittoons half full of water, and clean them out at least once a day with hot water.

Don't cough without holding a handkerchief or your hand over your mouth.

Don't live in rooms where there is no fresh air.

Don't work in rooms where there is no fresh air.

Don't sleep in rooms where there is no fresh air.

Keep at least one window open in your bedroom day and night.

Fresh air helps to kill the consumption germ.

Fresh air helps to keep you strong and healthy.

Don't eat with soiled hands—wash them first.

Don't neglect a cold or a cough.

How To Cure Consumption.

Don't waste your money on patent medicines or advertised cures for consumption, but go to a doctor or a dispensary. If you go in time you can be cured; if you wait until you are so sick that you can not work any longer, or until you are very weak, it may be too late. At any rate it will in the end mean more time out of work and more wages lost than if you had taken care of yourself at the start.

Don't drink whisky, beer or other intoxicating drinks. They will do you no good, but will make it harder for you to get well.

Don't sleep in the same bed with any one else, and, if possible, not in the same room.

Good food, fresh air and rest are the best cures. Keep in the sunshine as much as possible, and keep your windows open, winter and summer, night and day. Fresh air, night and day, is good for you.

Go to a hospital while you can, and before it is too late. There you can get the best treatment, all the rest, all the fresh air, and all the food which you need.

The careful and clean consumptive is not dangerous to those with whom he lives and works.

Always Something to Learn.

A man who, although still young, will never again have to worry over where his next meal is coming from was talking reminiscently with some young friends of his one evening of late, and told them a few things about his own career that surprised them, particularly as they had thought themselves fairly familiar with their host's personal history.

"When I was a boy," said he, "I worked for a time in a machine shop, standing over a lathe ten hours a day for \$4 a week. It was hard work, and plenty of it for the money; but there were any number of other fellows ready to take my place if I didn't like it; so I kept at work. I used to think out schemes for getting a better place and making money, but none of them seemed to promise very well except one. I thought that, if I could only learn something about draughting I might be trusted with the plans that came into the shop and so get ahead of the \$4 men around me. I paid a man seventy-five cents an hour for one hour's instruction in draughting every week—nearly one day's pay for an hour's instruction, but I could not see any other way out of it.

"Well, what I learned about draughting doesn't do me any good now, probably, and yet I firmly believe that I am much better off to this day for having made the effort. It gave me at the very beginning of my business career some strong convictions about the way to get ahead, and consciously or unconsciously I undoubtedly applied the general principle that I had learned to opportunities that I might otherwise not have known enough to utilize."

Great Scheme.

A glad smile broke into a long, low chuckle of delight that made the club man in the next chair rouse for a moment from the labors of digestion and exclaim:

"Struck a good thing, eh? Let's have it!"

"Good thing?" said the happy member. "It's simply a Klondike and Golconda rolled into one, with an inexhaustible mother lode in sight."

"Oh, I thought it was a joke."

"Joke nothing! This is as serious to me as the source of my income."

"You interest me."

"The Japanese have just made another advance in Manchuria."

"Well, I don't see anything in that to chuckle about."

"You don't, eh? Listen to this:" And he read off an account of skirmishes and battles full of names that sounded as if the makeup man had pied a paragraph and sent it to press without correction.

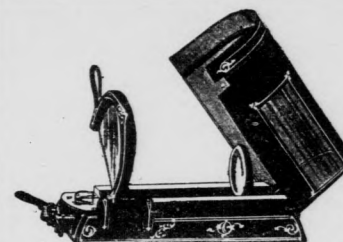
"I don't see any richness in that," said the one who had butted in.

"You don't, eh? Well, perhaps you will get wise when I tell you that my business interests lie almost equally in building sleeping cars and modern flat houses."

"I am still dark."

"Pish, tush, man! Can't you see that this new list of outlandish names will enable me to christen all the sleeping cars and apartment houses that I can build the next two years?"

—Judge.



Long Horn Cheese Cutter

Takes place of cheese case, cutter and computer. By use of this machine, you are able to neatly and correctly cut any amount of cheese, at any price desired, off of any weight long horn or 10 inch brick cheese. Write for prices and terms.

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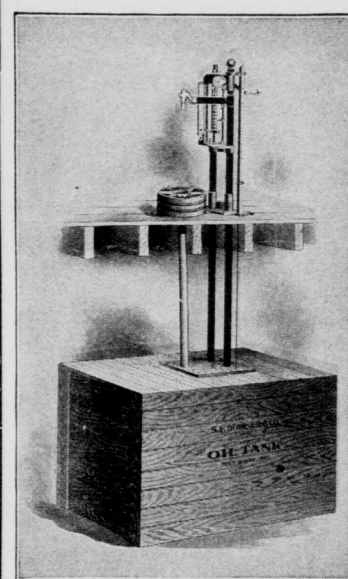
Cutters and Sleighs

Write for our prices.

Sherwood Hall Co.

Limited

Grand Rapids, Michigan



CELLAR OUTFIT

IT PUMPS AND MEASURES AN ACCURATE GALLON, HALF-GALLON OR QUART AS DESIRED DIRECTLY INTO THE CUSTOMER'S CAN WITHOUT THE USE OF MEASURES OR FUNNELS

Save Time and Valuable Space

This can be done by installing a

BOWSER SELF MEASURING
THREE OIL TANK
MEASURE

with tank in cellar and pump on store floor, and so do away with running down cellar or to a back room each time oil is drawn. It saves in other ways as well. Let us tell you more. Write for Catalog "M" today.

IT'S FREE

S. F. BOWSER & CO. Fort Wayne, Ind.

OUT OF WORK.

Experience of a Man Looking for a Job.

In the first place I never knew until six months ago what it was to be out of work and out of money. I had held one position for several years. It was a fair position, paid me for these years an average of \$12 a week, and as I was single and without any incumbrance I got along on this quite nicely. I never was particularly ambitious, which fact I have since found many times occasion to rue, as this lack of something to spur me on had kept me content with my position and had prevented me from ever attempting to find anything better or anything that offered hope of eventually yielding a big success.

I never saved, because what I earned was quite sufficient for my immediate wants, and I never gave a thought to the future, never laid by a cent for the proverbial rainy day. I think I had among my acquaintances the reputation of being a "pretty good fellow." I went out with the boys occasionally, although never dissipating to excess; I played the races occasionally when the barber hinted that he could put me on to some sure thing, and occasionally sat in at a little game of draw poker. My losses and winnings were never of an astounding nature, but the losses were such as to keep such portion of my salary as did not go for room rent, car fare and board from getting into the savings bank.

I worked for five years in one place and never got to know what my name looked like at the top of a deposit slip. I lived the life that hundreds of young men are living to-day, letting each day be sufficient unto itself and never giving thought or precaution against the day when everything is not going to come so easy. That day came to me during the slack season of the year, when the firm in whose employ I had been dissolved partnership.

The man who remained in the business decided to conduct it on a much smaller scale. He promptly proceeded to cut down the force of the shipping room to two people, and I was not one of the two. However, when he let me go he impressed the fact upon me that he soon intended to increase the force and would give me the first possible chance to get back. It was this fact that helped to keep me out of permanent work for six months and reduced me to circumstances which seem nearly incredible in this city.

When I left the door of the shipping room for the last time I had just \$14 in my pocket. My pay was then \$15 per week, and I owed one of the men \$1, which I paid. I went home, paid 65 cents for my laundry, \$2 for my room, and \$4 for a weekly meal ticket. This left me a total capital of \$7.35 upon which to live until I could secure work and earn more. Yet I was not alarmed, for the last few years had been so easy to me and free from worry that I

expected no trouble in finding another job. In fact, I expected each day that my former employer would send for me. This kept me from instantly beginning an active search for work, and undoubtedly had much to do with my subsequent inconvenience and misery.

When it dawned upon me at the end of a week that a wait for employment at my old place would be one of great protraction I had left \$3 of my original capital and no room rent or meal ticket ahead. This was the first time that the sense of my condition came home to me with force. As I dolefully counted my funds I suddenly became aware that I must secure work immediately or else be what is unpleasantly termed a vagrant. I explained my predicament to the woman from whom I rented the room. She agreed to let me have the room on credit for two weeks. Then I set out to conserve my limited finances by eating at the cheap restaurants and began to eagerly search for work.

It will surprise the average man to find out how many employers do not need a young, strong, able bodied man in their establishments. I had no trade nor any special training in any kind of work, except that of the shipping room. It was the dull season of the year, and in these times the shipping department is one of the first to suffer curtailment of help, so I asked and asked for work in vain. Realizing that I must secure work within a few days, I doubled my energies, but without result. On the fourth day of the second week I found myself with \$1.30 in my pockets and no prospects of a job in sight.

As a last resort I entered an employment bureau. I stated my want and told what I could do. The manager of the bureau was glad to see me. He had just received a call for such a young man. He had been worrying as to where he could lay his hands upon a man skilled in the work of the shipping room and here I was, right at hand. The position was one that paid \$12 and I could go to work immediately. I do not remember the rest of the employment man's talk, but I know I presently found myself going out of his door, politely promising to come back and secure the address of my future employer in the morning and elated beyond measure. Incidentally, my lonely dollar was reposing in the pocket of the "bureau."

Of course, I never got a job through them. The only benefit I received from the dollar expended was a warm place wherein to loaf while waiting for "something to turn up." In the meantime, as there were no friends to look to for aid, a benevolent old gentleman condescended to allow me a loan of \$5 on a \$20 overcoat. This helped me to placate the landlady, who had by this time grown exceedingly cold in her treatment of me, and to eat regularly for at least a few days. When my money was nearly gone I changed my place of abode in the dark of night to a

cheap downtown lodging house, the inevitable home of the man whose finances begin to seriously decline.

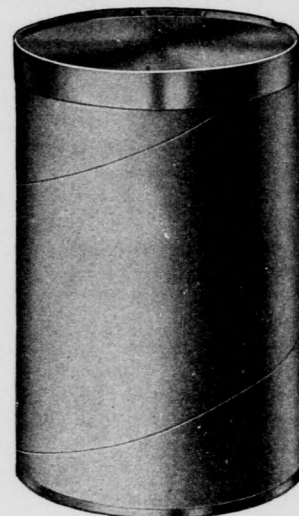
I again paid a visit to the man who held my overcoat in lien. This time I sold him the good suit I wore for \$5, and with \$1 of the money he paid me I bought from him an old suit, worn and ragged and dirty—the kind so popular with the average hobo and lodging house inmate. Our method of transaction was original. I entered a rear room and handed him my coat and he handed me his old coat and \$3. Vest and trousers were exchanged in the same way, neither of us having sufficient faith to trust each other with a full suit in hand at one time.

I had now reached what may be called the lodging house stage of my career. The man who descends into these depths, even if only for a short length of time, has drunk of the worst that is in life, and drunk deeply. I was no longer a respectable citizen. I was a bum. I could no longer try to get work in a respectable position; I was now only fit for making a living in some manner which is not reputable. Two months before I had been a decent citizen with friends and acquaintances. Now I could look no decent man in the face and call myself his equal. I sat with my feet in the window and gloomed out upon the street one morning, with less than a dollar in my pocket and absolutely nothing to look forward to.

A shrewd little man came up to where I sat and slipped into the chair

We Save You \$4 to \$6 per 1000

If you use this 1 lb. coffee box



Gem Fibre Package Co.

Detroit, Michigan

Makers of

Aseptic, Mold-proof, Moist-proof and Air tight Special Cans for
Butter, Lard, Sausage, Jelly, Jam, Fruit Butters, Dried and Desiccated Fruits, Confectionery, Honey, Tea, Coffee, Spices, Baking Powder and Soda, Druggists' Sundries, Salt, Chemicals and Paint, Tobacco Preserves, Yeast, Pure Foods, Etc.

Sell Ceresota

And Your Flour Troubles Will be Over

We have been selling CERESOTA FLOUR since April 1896 with increased sales every year. The brand at that time was new in this state, but we satisfied ourselves that it was the best flour money could buy and we so guaranteed it to our customers

Our opinion has never changed

Our confidence in it is greater now than ever

It has stood the test and proved the best

We don't ask you to take our word for it, but you may safely rely on the testimony of those who use CERESOTA. Buy a few barrels and if it suits your trade, buy more.

Judson Grocer Company

The Northwestern Consolidated Milling Company

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

beside me. Within fifteen minutes this man had wormed the story of my hard luck and my present condition out of me, and was making me a business offer. He was, in short, an outfitter of street fakirs. His business was to supply the men who stand on the corners and inveigle the passerby into buying something he doesn't want with the goods to sell. Sometimes the visible supply of fakirs grew low, and the little man had to go hunting for agents to sell his wares. He knew well where to hunt, and he never made the mistake of picking out a man who was hopelessly a "bum."

He offered to supply me with a small stock of goods, enough to last for one day, merely upon my word. He also secured me a corner upon which to stand. The article which I was to sell was a paste for sharpening razors. It was a wonderful article, but somehow it didn't sell. I spied my loudest and best in an endeavor to force the people to see the superexcellence of the goods, but in vain. When I went back in the evening and reported my failure to the little man he smiled sardonically. "I was mistaken; dot vas all," he said, in dismissal.

I next secured work of a fairly decent nature with a photographer on the west side. His method of doing business was to go to the various public schools and take pictures of the children at play. Then he secured the names and addresses of the children's parents, and it was my duty to go to these parents and try to take their order for photographs. My instructions were to try to secure a deposit on each order if possible. I was paid 25 per cent. commission and pay day was each night.

Had it not been for the activity of the fake photograph agent whose actions have sown the seed of distrust for all photo solicitors in the hearts of all housewives, I have no doubt I would have fought back to the respectability of good clothes and a steady income with this photographer. He was thoroughly honest and delivered 100 cents' worth of pictures for every dollar received. But he had no capital to work with and the refusal of the parents to pay a deposit with their orders put the picture man out of business and me with him. He paid me my commission of \$1.65 for my last day's work out of the wreck of his finances. In all the rest of my experiences in a "bum" role I never found any man in the city who would do similar.

I had discovered by this time that the only position open to the man who is down is that of solicitor. It is a precarious means of livelihood, but to the man who wishes to earn his living decently it is better than nothing. With the money paid me by the photographer I paid 5 cents for a shave, 12 cents for a collar, and 15 cents to have a new braid put around the edge of my derby hat, for a frayed hat band is the first and surest sign of the "bo." I then secured work as a solicitor for a tea and coffee house, where I worked on commission.

I received as my pay the price of the first two pounds of coffee or tea sold. This averaged 50 cents. We gave away a foot high jardiniere as a premium, but despite this fact the best I could do was to sell four pounds of coffee at the end of two days' work. Even at this rate I would have been satisfied to work; for 50 cents a day was better than nothing—it enabled me to exist at least. But the employer had different views on this matter. He reasoned that there must be something wrong with the solicitor who could not do more toward bringing in business than this, and as solicitors were plentiful and easy to get, I again found myself down in the lodging house with no position to look forward to.

I thought of the man who supplied fakirs. To him I went with a dollar in my pocket and the resolve in my mind to find something there that I could take and sell. I was growing desperate now and felt sure that my desperation would help me make my way. But it was the same story over again. The man who wants to sell goods must have the knack of it. I tried everything the man would trust me for but in vain.

Let it be known that the street fakir or peddler, it matters not how glib he may be, does not make the wages that an honest man would own to as his own. The only men who pursue this calling are men of the great army of "hardlucks," of which I was then a member, and the cheap, lazy, nerveless crooks of the city slums. I found this out after I had tried all lines of faking and small peddling without success. When I finally came to that stage where my shoes were mostly uppers and my beard actually growing long for want of the price of a shave the little German made a suggestion.

"Vy don't you dry deh sympathy dotch?" he asked. "Wrap up your hand in a rag. I will help you." But I was not yet reduced to the final obloquy of begging. I went back to the lodging house without "wrapping up my hand." That night I went without supper. I had 5 cents in my pocket then, and I hoarded that 5 cents as if it were my last hope of life. All the next day I tramped, as had been my constant custom, around to every place where I imagined they might need a man without regard to appearance.

As usual, my quest was in vain. I could not bring myself to sweeping out a saloon, so I went hungry for the day.

Next morning my mind was made up. There was only one thing to do, and that was to borrow a quarter from the little German, get a square meal and a drink of whisky, and then "wrap up my hand."

For some reason or other, that morning I first went to the postoffice. I had been in the custom of eagerly enquiring for letters at the general delivery window for over six months, and had been disappointed with a regularity that had grown monotonous. But this morning the clerk promptly threw out a letter when I

called my name. It bore the imprint of my old employer and was three days old.

"Come to work at your old salary whenever you are ready," it read.

I was on hand bright and early the next morning and felt no compunction in borrowing \$2 of one of my former associates, in order that I might buy something to eat. I had not tasted food for two days.

I did not save anything for a month—it took that long to restore my wardrobe—but every week since that time I have deposited from \$2 to \$5 in the savings bank. If I ever lose my job again, I want to be in a position to keep out of the hobo class.

Guy Ramsey.

Largest Newspaper Circulation.

Merchants in all large cities may look forward with satisfaction to the promised investigation by the Government Postoffice in its effort to learn which one newspaper in each city has the largest circulation. The postoffice law has recently been interpreted to require publication of advertised letters in but one paper in a city, and that the one having largest circulation. Co-existent with the satisfaction referred to will be friction, trouble and woes numerous, for such publications as are not declared to be "it." There can be but one "largest," and it is an odd twirl of the wheel of advertising fortune that brings Uncle Sam into the seat of judgment concerning this vexed question of circulation.

RUGS FROM OLD CARPETS THE SANITARY KIND

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

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

We Are Distributing
Agents for Northwest-
ern Michigan for

**John W. Masury
& Son's**

**Paints, Varnishes
and Colors**

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We solicit your orders. Prompt
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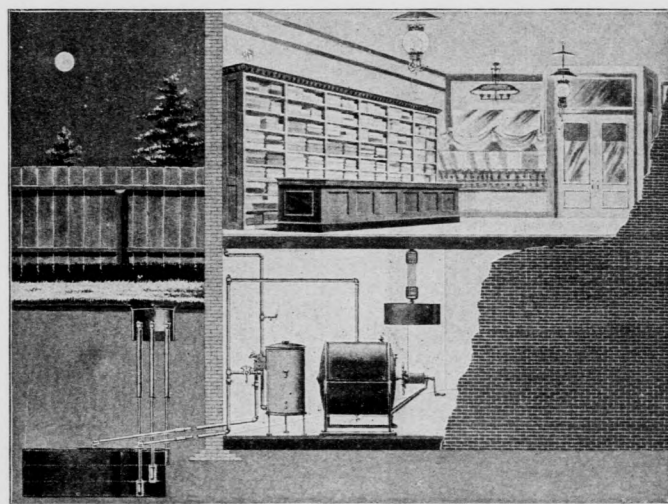
**Harvey &
Seymour Co.**

GRAND RAPIDS, MICHIGAN

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

It's a Source of Satisfaction

To us to be able to offer so complete a lighting machine as the



Michigan Gas Machine

It's a source of satisfaction to the up-to-date merchant to possess one. He realizes that with this machine he gets better light at a lower cost than with any other machine on the market. We would like to tell you all about this machine. Write us.

Michigan Gas Machine Co.

Morenci, Michigan

Lane-Pyke Co., Lafayette, Ind., and Macauley Bros., Grand Rapids, Mich.
Manufacturers' Agents

GENUINE THANKSGIVING.

Apples Given a Leading Place
Among the Viands.

Written for the Tradesman.

"Ah-ples—Ah-ples—Ah-ples."

Paul Abington, weary and provoked, turned his face determinedly towards the flat, uninteresting landscape of the North Platte as it drags its wearisome length through Western Nebraska. For days he had turned his back upon the delights of the Golden Gate hoping and yet doubting whether, wanderer as he was, this eastward trip for the winter was for the best; and from the first hour of his journey the train boy had heralded his coming with his stock on hand, had poked his basket under his nose, had temptingly held up to his admiring gaze the choicest specimens of Pacific orchards and vineyards with very dirty hands and with an impudent rejoinder to a decided no had passed on to besiege the next victim of his plunder or abuse. He had endured with equanimity the imposition, hoping at Salt Lake to submit to it no more. He fondly believed at Denver that the last grape and the last big pear would pass forever from his sight—and they had gone indeed; but at the North Platte station this new fruit-product in brimming basket had come in, and with a drawl that could only come from a Dago training came the more than offensive proclamation: "Ah-ples, Ah-ples, Ah-ples."

The passengers in the Pullman were not numerous and nearer and nearer came the hateful basket—one feature only to relieve the now unbearable exchange of incivilities—a voice that had a pleading in its tone. So the traveler listened, but he did not heed.

"Ah-ples, Ah-ples, Ah-ples."

He still continued to be interested in the landscape although he knew that the apple vender was now at his seat, and he would have continued his gazing had not a hand been gently placed upon his arm.

He shrank from the touch as if it had been pollution, and with an indignant look upon his face turned to resent the unpardonable familiarity of the train boy. Instead of the usual overgrown, round-face piece of condensed insolence, whose hands and face and general dirtiness more than out-balanced the tempting fruit, the traveler's eyes rested upon an evident ten-year-old of under size, whose strength was hardly equal to the weight of his basket and whose wan face with its pleading eyes surprised and attracted and touched the heart of Paul Abington as it had not been affected for years.

Instead of the decisive "No!" pronounced with unction, he looked and waited and wondered.

"Won't you please buy something, sir?" and the pleading eyes were lifted almost despairingly to his own, while the sweet voice with not a tone of the aggressive huckster in it appealed strangely to the apple-hater.

"Why, I don't know," the man,

talking, taking the boy all in. The child was well put together. His head was well-set. His oval face and his broad forehead and his hair fine, flossy as silk, had nothing of the Dago about it, while the sunken eyes and the pinched face told the story which hunger has no need to tell. The child's clothing corresponded with his famished face and the want looking from his eyes was doing more for him than even his tongue could do, although that was at its best.

"You will find them very nice, sir. They came from the Gunnison orchards. They are all ready for eating. That smaller one is much the best you will find if you care for one. Many people don't care to have their fruit handled so I don't touch mine unless I must; I rather you would help yourself."

That last did the business for Paul Abington. He wanted no fruit, but he did want to know more about this little piece of unusual humanity so snugly put together with eyes like those and a voice that humanity is seldom blessed with.

"I don't want the apple unless you will eat it for me; will you?"

"I thank you, Sir"—his "Sirs" always began with capitals—"but I don't like apples; and then I couldn't afford to eat it."

"But I will pay for it."

"That's what I couldn't afford, Sir. I thank you just the same, though," and with that he seized the heavy basket to pass on.

Paul Abington's hand was placed upon the basket. A sudden resolution came to him, its suddenness surpassed only by its violence.

"I've an idea, my boy, that you need something more than the price of the apples. Put your basket across the aisle and get up into the seat. I want to talk with you."

There was an earnest look into Abington's face from the pleading eyes; then the basket was lifted into the vacant seat across the way and the lad shared the seat of the stranger.

"I haven't had any breakfast yet; have you?"

"No, Sir, I—"

"Oh, yes, you do, and even if you don't I want you to come in and help me eat mine. I'm pretty hungry and I shall eat too fast if I don't have somebody to talk to."

So they were soon in the dining car and opposite each other at a table and shortly after a pretty fair share of the delicious steak swiftly disappeared from the plate of the boy who couldn't afford, under the circumstances, to eat one of his own apples.

At last man and boy were both satisfied and back in their seats in the Pullman, the boy, this time, next to the window.

"You boarded the train at Denver. Do you live there?"

A bit of red leaped into the boy's face. He waited a moment and then, as if his good breakfast called for this concession at least, he said, "I don't live anywhere. It's apt to be

Denver or Omaha; but I'm never anywhere very long. I haven't had any home for more than five years now—longer than that, only I can't remember much before that. I used to be with a hand-organ man; but he kept beating me and one day in Denver he was worse than usual and I got a good chance to get away from him when he was drunk and got aboard a U. P. train, and I've been on here ever since."

"Can you remember anything of yourself before the time you came to the organ grinder?"

"Nothing, really, but my name. You haven't asked me that. It's Binton—Abe Binton. I tried and tried to have the organ man tell me something about myself, but he never would, and finally when I did he beat me so that it wasn't worth asking for. That made me sure he wasn't my father and so I left him."

"And so you are all alone in the world?"

"Yes; but I'm better off than I was with him. Don't you think so?"

"Most certainly I do.—Binton—Binton. You don't mean Brinton or Benton, do you?—your name, I'm thinking about it."

"Most everybody asks me that; but it's Binton. I've seen Brintons and Bentions in Omaha and Denver; but never any Bintons. A man in Omaha asked me once if I didn't mean Abe Lincoln. That is way off; and I had to say it quite a number of times before he caught on to it—Abe Binton—just plain Abe

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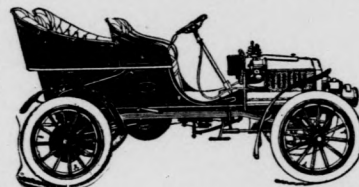
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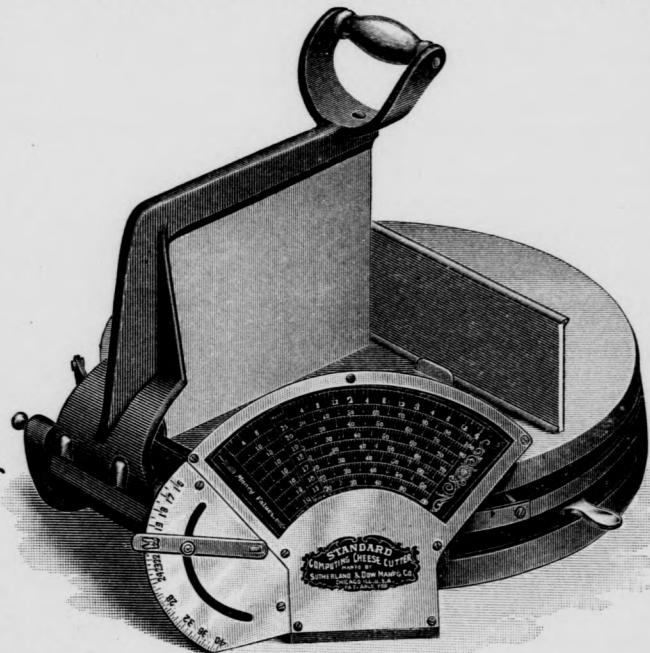


Touring Car \$950.

Noiseless, odorless, speedy and safe. The Oldsmobile is built for use every day in the year, on all kinds of roads and in all kinds of weather. Built to run and does it. The above car without tonneau, \$850. A smaller runabout, same general style, seats two people, \$750. The curved dash runabout with larger engine and more power than ever, \$650. Oldsmobile delivery wagon, \$850.

Adams & Hart

12 and 14 W. Bridge St., Grand Rapids, Mich.

Yes—This is the One
The Standard Computing Cheese Cutter

The "Merchants' Review," New York, September 30th, says:

"A recent 'demonstration' of the working of the STANDARD COMPUTING CHEESE CUTTER in this city was very convincing. The bystanders were tremendously impressed by the precision and simplicity of the cutter. The machine in operation is almost uncanny in its seeming intelligence. It weighs and figures the cost of the cheese. All it needs to do is to make change and say, 'Thank you,' and then it will be able to keep store."

Write for catalogue, testimonials, etc. Salesmen wanted.

SUTHERLAND & DOW MANUFACTURING CO.

84 Lake St., Chicago, Illinois

Binton. Seems sometimes as if it ought to go together."

"Did this hand-organ man always live out West?"

"I don't think so, always. Once a little before I left him he asked an Italian on the street, 'How's Baltimore?' and the man said, 'Quit your joshing,' and then began to talk about New York. There may not have been anything in it, but I've wondered a good many times if there was."

Once started the boy kept on; but the man at his side did not hear him. He was busy with the unusual name: Abe Binton—Abe Binton—repeating it until he was pronouncing his own. All at once the truth flashed upon him and his heart stood still. Was his wearisome search at last over and was the lost boy whose spitting away had cost his father his reason restored to that father's brother on the road from Denver to Omaha? It seemed so, it seemed so; and the longer he looked and thought the more plausible the idea seemed. So the man studied the boy by his side—his appearance, his language—through years of brutal suffering he had kept his home speech radically pure; and the longer he looked the surer he was that at last his long search was over.

"I used to know a boy by the name of Abington, Frank Abington, and he had an Aunt Fannie, and it seems to me he had an uncle he used to call—let me see; what was it he used to call him—er—"

"Uncle Paul! Was it Uncle Paul, and did he live in Baltimore?"

"The Uncle Paul I mean did; but that was some time ago. Did you ever live in Baltimore?"

Long before the question was answered the awakened memory brought back more than enough to convince Paul Abington that his one beloved nephew was on the seat beside him and he looked across the acres of corn ripening in the September sun wondering what had better be done next. He never could take this boy home as he was and lead him into his mother's arms—so thin, so pale, so weak from want and suffering. The mother could never bear the shock and poor Tom—well, there was hope now that with his hands on the boy his mind might come back to him. Time was needed for these things, however, and much as he desired it he must not go home. So he decided that early letters should awaken hope in the despairing mother's heart that the lad was alive and would soon be found. The rest would take care of itself and now for the willing possession of the boy himself.

"What will you do, Abe, when we reach Omaha?"

"Oh, wait for my train to Denver."

"I'm to remain in Omaha for some time. Do you know anything of the hotels there?"

"The Paxton is the best. I think there's where you will want to go."

"Do you know the city well enough to show me about a little?"

"Yes, but I should have to stay to do it."

"Would you like to do that?"

There was no doubt about that yes, but there was a great deal about the next remark: "I'm not dressed well enough to go around with you."

"I'll tell you what I'll do. If you will stay over with me in Omaha I'll make the dress all right and have you with me at the Paxton as long as I stay."

"Do you mean it?"

"I mean just that."

There was a very happy boy with a far happier man who left the train in Omaha that early fall afternoon. The young guide hailed the right street car and the two soon found themselves deeply interested in the question of clothing, and it is needless to say that the outcoming boy bore little resemblance to the one who went in, and when the two turned away from registering at the Paxton it was no wonder that the clerk thought that the father ought to be proud of the handsome boy at his side and said so.

There was a look and a smile from boy to man and when they reached their room it was the boy who said, "What shall I call you? I do not even know your name."

"Why not let me be 'Uncle Paul' to you? And because I don't believe your name is Abe let me call you Frank. Of course you are not my boy; but until you can find a better surname I will lend you mine," and it was so agreed.

So a week went by and another, and for reasons all his own Uncle Paul stayed in Omaha; and the boy under this new guardianship had the best time in his life so far as he could remember. The thin, wan face grew round and rosy. The eyes lost their anxious look and sparkled with the joy of boyhood. Fun lurked in every dimple—he had three after the first month—and at the end of the seventh week Uncle Paul began to talk of leaving.

"Shall I go with you, Uncle Paul?"

"Do you want to go with me?"

"Yes, I do. I never want to go again on the train. I don't want to go back to selling apples. Uncle Paul, let me be your boy!" and a pleading hand was placed on Abington's shoulder as only pleading boyhood can place it there. "May I?"

"I your father? Yes, until you find a better one. Will that do?"

"Just." The left hand found its fellow back of Uncle Paul's neck and the boy pulled himself so, big as he was, upon his uncle's lap.

"Where shall we go, papa?"

"Oh, not papa yet. We are going to see Aunt Fannie and your mamma and Uncle Paul—your real Uncle Paul—and, Frank, I hope, I do hope, you will see your own dear father, and sit on his knees as you now sit on mine;" and so, with the boy's head against his breast, he told him of his home in Baltimore, of the nurse whose carelessness made his abduction possible, of his mother's heart-broken illness, of his father's insanity and of his own wanderings

everywhere to find him. "But that is all over now. I have told them of my finding you and joy has brought back health and peace to your mother; only yesterday I learned that your father is so far recovered as to be at home once more and we are going to be there in time for Thanksgiving dinner. It will be the genuine thing."

It was. For wearisome years sorrow and grief and despair had sat with the Abingtons at the Thanksgiving dinner; but that year, with the lost found, the father and mother well and happy, with Uncle Paul and Aunt Fannie, Peace and Joy and Gratitude sat down as most welcome guests at the Thanksgiving dinner table, and for the first time in the family history the apple was given a leading place among the choicest viands of that luxuriously spread table.

Richard Malcolm Strong.

The Brave Old Way.

I say risk all for one warm kiss;
I say 'twere better risk the fall,
Like Romeo, to venture all,
And boldly climb to deadly bliss.
I like that savage Sabine way;
What mighty minstrels came of it!
Their songs are ringing to this day,
The bravest ever sung or writ.
Their loves the love of Juliet,
Of Portia, Desdemona, yea,
The old true loves are living yet;
And we, we love, we weep, we sigh,
In love with loves that will not die.

Then take her, lover, sword in hand,
Hot-blooded and red-handed; clasp
Her sudden, stormy, tall and grand,
And lift her in your iron grasp.
And kiss her—kiss her till she cries
From keen, sweet, happy, killing pain.
Aye, kiss her till she seeming dies;
Aye, kiss her till she dies, and then—
Why, kiss her back to life again.
Joseph Miller.

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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.

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Buy only in 5 lb. pkgs. properly labeled.

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PITTSBURG
VISIBLE
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Does as
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Price \$60

We want
AGENTS
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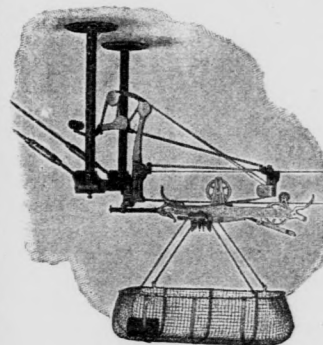
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Cash and Package Carriers

Insure Perfect Store Service



They combine greatest speed,
safety, economy of maintenance,
and beauty of appearance.

Save time and steps.

Check all errors.

Prevent "shop-lifting."

No overmeasure

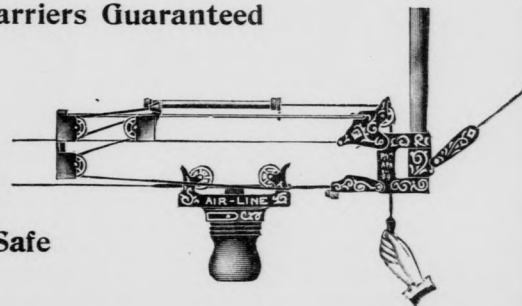
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All Carriers Guaranteed

Rapid

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Air Line Carrier Co., 200 Monroe St., Chicago, Ill.



Ideas and Opinions of Interest to Footwear Purveyors.

War in the Far East has boomed everything Japanese in this country, and one of the most striking evidences of this fact is the popularity of the burnt orange—the color of the Japanese pheasant—that is being used on hats, belts, dress materials and dress trimmings. In line with the demand for the new color comes the announcement that we will have a burnt orange leather next year. It will be called Coq-de-Roc, after the pheasant of the Island Empire, whose wonderful plumage ranges from a rich brown to a magnificent shade of orange, and an effort will be made to make it popular for women's slippers and oxfords. It is quite probable that the experiment will meet with success.

The proprietor of a certain New York shoe house studies styles closely, but despite his knowledge of footwear he never attempts to force a style upon his patrons. On the contrary, he conducts his establishment on the principle of "selling what the public want and not what I think they want," and he experiments along this line in a rather unique manner. Whenever he sees a shoe that attracts him he orders a few pairs and places them in the front of his window for several days. A number of inquiries convinces him that the shoe will be a good seller, whereas silence on the part of his trade warns him to let it alone. He is one of those men whose successful buying has frequently roused the envy of less fortunate competitors. The secret of his "luck" is here revealed.

Friday is usually a dull day in the shoe store, but an Iowa dealer recently stimulated trade in the following clever manner: To begin with he purchased a line of men's Goodyear welts and a line of women's shoes at \$2 a pair, ordering direct from a manufacturer. The condition accompanying his order was that each shoe should have a top facing reading "Friday Only," and this stipulation was carried out.

Then he ordered an attractive window sign, announcing that on the following Friday, and every Friday thereafter, \$3 shoes would be sold for \$2.50, these sales being strictly limited, however, to the sixth day of the week. One thousand postal announcements were also sent out to residents of the town.

At first the response was so feeble that he feared his scheme was going to be a failure, but by the third Friday this fear was set at rest. By that time the people became aware of the fact that they really could secure a \$3 shoe for \$2.50, and, moreover, that the purchase could only be made on a Friday. From that time on the Friday sales steadily increased, and within two months they

had doubled their original proportions.

One of the largest clearing sales of white shoes during September was that held by the Sorosis Shoe Company in their Philadelphia stores. Two thousand pairs, representing the surplus summer stock of their Atlantic City establishments, were disposed of at \$2 a pair. According to A. C. McGowan, the well-known shoe buyer for John Wanamaker, of that city, the immense demand for white goods, during the summer, was directly due to American college girls. Early in the season they adopted the all-white costume, ignoring the claims of the tan shoe, and when returning to their city homes about July 1 they established the style, for city women were quick to admire the effect of white costumes, white hosiery and white footwear. The demand for white footwear, notably oxfords, grew in volume during July, and by August the call for tans fell far behind it. Mr. McGowan believes that only a normal demand for white goods will be felt next year, as in his opinion, women are not likely to be of the same mind about a style two seasons in succession. He may, however, be mistaken.

The most abused boots in the country are a pair once belonging to President Roosevelt, and now on exhibition at St. Louis. A placard announces that they were used by the President during his strenuous cowboy days in North Dakota, the period during which the young Eastern college graduate known as "Four Eyes" astonished the natives by thrashing the bully of the community, and by "bustin' bronchos" innumerable. The placard invites all visitors to register in a book placed near the shoes, but since the time when some enterprising tourist decided to scribble his signature on the boots the latter have become covered with autographs, without number. This, however, is the least important part of the damage. Souvenir cranks early attacked the boots, tearing out scraps of the linings. Then a bolder fellow ripped a portion of the upper from the sole, in order to obtain a nail. Others followed his example, with the result that the footwear has been reduced to a shadow of its former self, and is in an exceedingly battered and wretched condition.

"I am turning down all those people who come to me to secure advertising for church programs, sports of city high schools, commencement catalogues and the like, which I call charitable advertising," said a New York shoe store proprietor, last week. "The expense for each ad is trifling, but in the aggregate it amounts to a very considerable leak in the course of a year. A careful business man must avoid all unnecessary expenses, for modern shoe retailing draws all too heavily upon a man's capital, as it is. Advertising is an expensive commodity, and I only buy it where my judgment tells me it will do the most good. And my experience has demonstrated that no results come from cards in programs of the kind

mentioned. Of course there are cases where it is impolitic to refuse, even when you know you are about to throw your money away. For instance, when a committee of five or six young women from a leading high school wait upon you and ask for an

advertisement in their program, you have to give it, particularly if you happen to recognize one or two as regular customers. Even if they are not customers it is well to grant their request, since your refusal may awaken an antagonism that may ex-



SAVMTV

NOT EXTREME BUT CORRECT

THIS IS THE STYLE STORY OF OUR MEN'S GOODYEAR WELTS.

THIS MAKES THEM JUST THE LINE TO TIE TO FOR YOUR FINE MEN'S \$3.00 AND \$3.50 TRADE.

BEING CUT FROM THE BEST GRADE OF VELOUR, BOX CALF AND VICI KID,

BEING MADE IN A CAREFUL, PAINS-TAKING MANNER,

THEIR WEAR QUALITY WILL SATISFY THAT CUSTOMER OF YOURS WHO IS SO EXTRA HARD ON SHOES.

WHEN MAY WE CALL WITH THE SAMPLES?

RINDGE, KALMBACH, LOGIE & CO., LTD.

GRAND RAPIDS, MICH.

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

BANIGANS

Are the only rubbers meeting the requirements of those demanding a shoe for hard usage.

Our DUCK goods are made to wear—the most vital point considered in manufacturing. This should be a conspicuous feature and one worth remembering when satisfaction to your trade is the main object in view.

Order of

GEO. S. MILLER

SELLING AGENT

133 MARKET ST., CHICAGO, ILLS.

tend to their classmates. The shoe man has to take all these matters into consideration when dealing with this annoying problem."

The "pointed toes" that were in style several years ago were considered eccentric footwear by many, but these toes bore no comparison with the ridiculous "points" in vogue in Great Britain, and throughout Europe, several hundred years ago. Shoes of that era were usually made with felt uppers, extending to a point four or five inches beyond the large toe, and sometimes being much longer. Dandies of the reign of Richard II. of England wore footgear with toes twelve inches long. The toe was padded, to preserve a shapely round appearance, but those of the length mentioned were so unwieldy that the shoemakers turned them back in a graceful curve, attaching the point to the shoe where the large toe joins the foot.

It is difficult to imagine a more outrageous style of footgear. Nevertheless long toes were popular with the fashionable classes of England, France and Germany for more than three centuries. About 1390 the fashion was carried to the extreme of having the toe extend well up the leg when turned back, the "toe" being attached to the wearer's garter by means of a gold or silver chain. Of course, it was only a few of the ultra-fashionables who carried the style to this length; ordinary individuals being content to slop along with thin, padded toes, extending from three to six inches in front of the foot. The priesthood finally began to thunder against the extravagance and this anti-sensible style of footgear was more absurd styles. One of these quaint documents announced that the toes, or "pikes," should not be "so long as to prevent kneeling in God's house." It will be seen from this description that modern taste in footwear is exceedingly temperate when compared with some of the follies of preceding centuries.—A. B. Northfield in Boot and Shoe Recorder.

How To Fit Up a Shoe Store Successfully.

If all of us in the shoe business realized how often little things influence a customer, we would spend more time and thought than we usually do in fitting up our shops.

One all-important factor in selling shoes is to concentrate the customer's attention, and our own efforts in the persuasion line, on shoes—just—nothing—but—shoes. And when we fit up our shops with gingerbread mouldings—cover the walls with a multitude of glaring posters—put fancy ribbons and decorations of colored papers all over the place—and fill our windows with all the shoes we can possibly crowd into them—we distract the customer's attention until he—or she—doesn't know what he wants, is hard to suit, and may go away to a rival dealer.

Men are less susceptible to harmonious coloring than women, but, nevertheless, they feel the difference in general tone the moment they enter a shop which has been fitted up

with a proper consideration for color values in the decorations and furniture. Too many colors in a shop are as bad as too many objects to distract the eye from the shoes themselves. They get on to one's nerves unconsciously, and the brain gets tired out in following the eye from one thing to another. Too many different kinds of shoes, displayed on shelves or in cases, about the shop, confuse the customer. He may have come in with a pretty well fixed idea of what he wants, but seeing so many different styles and shapes to choose from makes him more and more uncertain. And either he finally purchases something that is not what he really came in to buy and does not satisfy him afterwards, or, if he gets what he wants, it is with the sense of having put in an hour's hard work at it.

It is, first, last and always, the salesman's business to find out what the customer wants and produce just the proper thing for his or her inspection. It is most emphatically not good business for the salesman to wave his hand toward an assortment of shoes in the window, or on a shelf, and say: "There are about all the styles we carry. * * * * See anything there you like?"

Every customer, man or woman, likes personal attention, and a lot of it. And when the general scheme of the shop has been carefully thought out in all its details, the personal efforts of the salesman are made many times more effective in pleasing the customer.

While there are a number of colors that give a more or less attractive effect to the interior of any shop, there are but a few which seem particularly adapted to use as a background, and by the word "background" I mean a color used to give a general tone to the whole interior, and to bring out in the sharpest contrast the coloring and texture of the shoes, or any other articles sold in the same way. One of the best of these is a rich cardinal red, with ivory trimmings. Another, is a cold, light green—(by "cold" I mean a green which has a greater proportion of blue than yellow in its composition, say a light emerald)—and pure white or ivory trimmings. Of course the individual taste of the dealer may run to something else, but whatever color is chosen it should be something against which a shoe stands out, like a knot on a log, and should be used as the general color tone in the entire shop.

Tan color, olive or neutral gray are also excellent for this purpose.

For one excellent reason, the objection most men and women have to trying on shoes in public, there should be a backing in each window to about the height of a person's chin, and behind this, yet at the front of the shop where the light is good, should be the fitting seats, women on one side of the shop and men on the other, with a partition between them.

Where it is possible mirrors should be placed against the backing of each window, in order to give rear views of the samples and a generally pleasing effect. Twenty samples in one window are far more effective than two hundred. Each shoe should have sufficient space around it to give the observer an unobstructed view of the front, top and sides, and

the general color scheme of the shop, or one that will harmonize with it, should appear in the window, flooring, and a drapery of some kind around the sides and top. In decorating the interior of the shop, supposing the color chosen to be green, the furniture chosen should be either a green finish of oak (where the expense account will permit), or a

HARDWEAR SHOE FOR MEN

We Guarantee Every Pair



This Shoe is meant for just what its name implies, viz.:

HARDWEAR

Made from a heavy first-class upper stock with two full Soles and Tap.

Price \$2.00

HIRTH. KRAUSE & CO., GRAND RAPIDS, MICH.
Merchants' Half Fare Excursion Rates every day to Grand Rapids. Send for circular.

5 and 5 Per Cent.

Below prevailing trust prices have made our stock of Lycomings, Woonsockets and Keystones go some the past week. A good assortment left. Speak quick if you are looking for genuine bargains. Terms 30 days.

As we are now State Agents for the Celebrated

Hood Rubbers

We will close out all our stock of
Lycomings, Woonsockets and Keystones
At Once

Hustle in your orders and get them filled while our stock is large.

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.

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

less expensive material painted to harmonize with the other trim.

The utilization of all available space, in these days of high rents, makes it necessary that the walls of a shoe shop should be lined with shelving for the cartons, but the decorative effect may be carried out by having each carton covered with green paper of the same shade as the walls and furniture. The edges of the shelving should also be green, but the cornice moulding at the top, like the frieze moulding just below the ceiling, should be white or ivory, and the ceiling also white or ivory. Where the floors are of hard wood rugs should be used in front of the fitting seats, and each rug should be of the same, solid green, unfigured, although there is no objection to a figured border at either end. But figured Turkish and Persian rugs should not be used because the numerous colors and patterns distract the customer's eye from the shoe which is being tried on her feet. And this is really the keynote of the whole decoration, the concentration of the customer's attention upon the shoe, and nothing but the shoe, while it is being tried on, or shown. Where carpets are used they should be of the material known as green "lining," which is solid color, without patterns.

At the lower inside of the partition, which forms the window backing, there should be a mirror about three feet high, or two and a half, and the full width of the window. This gives the best possible view of the shoes on the customer's feet as she stands, facing the window, in the full light. And a row of incandescent lamps along the top of the window packing partition will give the same effect at night.

Individual chairs, preferably of rattan or oak, stained green, or the prevailing color, whatever it is, are more desirable than bench seats where the space in the shop will permit of their use.

Those who have been accustomed to highly colored decoration may think, upon first consideration of this idea, that the keeping the general tone down to one or two harmonious colors does not offer much opportunity to make what they consider an attractive shop. But a little thought will convince them that the chance for variety in the way of decoration without necessarily spoiling the "background" effect is almost unlimited. There are portieres and hangings, for instance—of green burlap, denim or grass-cloth—hung upon either ivory colored or gilt rods—which may be used in the windows—in the openings between the partitions—or at the rear of the shop. There is plenty of space, usually, between the top of the wall-shelving and the ceiling, upon which to put an ivory colored frieze of some attractive pattern, or, if the shelving reached to the ceiling, a tastefully designed green border, two or three feet wide, may be frescoed all around the edges of the ivory-colored ceiling itself. Against the cool green back-

ground, almost any attractive plaster cast may be used as an ornament, and if three or four are carefully selected, they add materially to the pleasing impression produced upon the customer—but there should not be too many. If business is sufficiently good to warrant it, a great deal may be done in the way of oak and leather "Mission" furniture of the prevailing color. But if the dealer is forced to be economical, he can get some very pretty effects with inexpensive furniture which he can himself paint. If the shop is sufficiently large, palms and rubber trees, in tubs, may be used to advantage. A dressing table with an oval mirror—in an ebony or ivory colored frame—is a very pleasing addition to the women's side of the shop. And boot-black chairs with brass trimmings—colored to match the rest of the place—help out the men's side.

As for street signs—but one word is necessary, and it is the only one that the public pays any attention to:

"SHOES"

Of course there is no objection to a sign with the proprietor's name, also—but it should be smaller—preferably, in lettering upon one corner of each window. Personal friends may be interested in the proprietor's name—in fact they usually are—but the great, stranger public is interested in the kind of goods sold in the shop—and nothing else. For example—if a man had but fifteen minutes in a town, before his train left, and looking way down the main street—saw a big electric sign, "Shoes" sticking out in front of a store two blocks away, he'd make for it on the jump, if he happened to want shoes—and most likely pass "Brown & Tomkins," right under his nose, at the first corner, if he didn't happen to know what they sold.

And if, when he reached the place, he found such a shop as I have attempted to describe—found a smiling and obliging salesman who looked at the lining number of his shoe and brought just exactly what he wanted, inside of a minute—found nothing to distract his attention from the shoe he was trying on—so that he could judge of its merits, or see what was wrong with it, inside of another minute—well—he'd be pretty likely to go out of his way, next trip, to patronize that shop, wouldn't he? And it's dollars to doughnuts that he'll tell a good many of his friends about it, too.

Little Toes Vanishing.

Dr. George F. Shady, in commenting on the theory of Sir John Murray that the little toe would eventually disappear, said such a thing might happen if the custom of compressing and distorting the foot within the confines of a shoe continues.

"The theory of the disappearance of the little toe within the next 10,000 years," he said, "is legitimately based upon Darwin's teachings. Disuse of certain parts of the body and their elimination go hand in hand with evolution. Disuse of a

part causes its weakening and gradual elimination.

"The principle of disuse is well exemplified in the foot. The toes are so spread out to support the arch of the foot and balance the body. In savages, who do not wear shoes, or at the most soft moccasins, their toes are spread out like a fan, as if to grasp the earth. Certain Filipinos have this construction of the foot to a marked degree. Their little toe is used constantly and is wonderfully active.

"Compressing the foot within an ill-fitting shoe distorts it; makes the toes grow smaller, and is driving the little toe into disuse. It is like putting your arm in a sling. It will grow weak and helpless.

"Disuse is proved in the case of women. Their feet are much smaller than men's, because they have been coddled and have done so little walking. On the other hand policemen have big feet. Unless man revolts against the pressure of tight shoes his little toe will grow smaller and become almost useless."—Chicago Inter-Ocean.

Be careful to avoid the patronizing way of handing out information to your possible customer, especially where he is likely to be as well or better informed than you. Seek to learn from him in a diplomatic way, and you are much more likely to get his good will and his order.

A man can not climb higher than his thoughts.

Mack the Mechanic



Mack the mechanic, who makes machines, is a man who always says what he means. And you may bet with all your might what he says is surely right. And if you bet you can not lose. For Mack says HARD-PAN are the shoes to use.

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.

Opportunity to do Business

With us every day in the year, on a fair and square basis.

Do you know that our

Custom Made Shoes

are the "Shoes to Choose" for hard wear.

Another good thing to remember: As State Agents for the LYCOMING RUBBER CO. we have the largest and most complete stock of Rubber Footwear in the State, all fresh new goods. Old rubbers are dear at any price.

WALDRON, ALDERTON & MELZE

Shoe and Rubber Jobbers

No. 131-133-135 Franklin St.

Saginaw, Mich.

P. S.—You ought to see our New Spring Sample Line, it's out.

What Is the Good

Of good printing? You can probably answer that in a minute when you compare good printing with poor. You know the satisfaction of sending out printed matter that is neat, ship-shape and up-to-date in appearance. You know how it impresses you when you receive it from some one else. It has the same effect on your customers. Let us show you what we can do by a judicious admixture of brains and type. Let us help you with your printing.

Tradesman Company, Grand Rapids

Some Things To Be Thankful For.

The thief is thankful he is out of jail.

The man in office is thankful he has turkey.

Well men are thankful that they are not sick.

Sick men are thankful that they are no worse.

The man with a home is thankful he is married.

The preacher is thankful when he gets his salary.

The business man is thankful when business is good.

A tailor is thankful when he gives a customer a fit.

The good man is thankful when he is able to do good.

The loafer is thankful he has relatives to sponge on.

The deadbeat is thankful he can mace an old friend.

The soured old bachelor is thankful he is not married.

The comedian is thankful when he can make his hearers laugh.

The hypocrite says he is thankful he is not as other men are.

The orphans are thankful charitable people are not all dead!

A wooing man is thankful when a nice girl gives him her hand.

The happy young man is thankful because he has a sweetheart.

A collector is thankful when he can collect the bills he presents.

The gay young girl is thankful when she has a steady beau.

Poor people are thankful when the weather is mild and pleasant.

The man who enjoys good dinners is thankful for a good appetite.

A woman is thankful when other women say she is well dressed.

Doctors are thankful that their good-paying patients do not die.

The honest workingman is thankful when he can get work to do.

A setter dog is thankful if he is not killed by an amateur hunter.

The patriot is thankful when his country is prosperous and respected.

An honest man is thankful when he has the money to pay his debts.

The loafer is thankful when he can live on his relatives, without working.

A scheming politician is thankful that his constituents do not find him out.

Football players are thankful when they are not rushed and kicked to death.

A chronic office-holder is thankful if he can always keep himself in office.

The sinner should be thankful that there is a good God willing to forgive his sins.

A widow is thankful when she has a chance to make a better choice of husbands.

The egotistic, hypocritical Pharisee is thankful that he is not as other men are.

The mean man is particularly thankful when misfortunes overtake his enemies.

The lawyer is thankful when pin-headed legislators make laws which can not stand.

The mean man is thankful when

others are generous to him and help him remain mean.

An emotional actress is happy and thankful when she can make an audience shed tears.

Coal dealers are thankful when the weather is cold enough to oblige people to have fires.

The dyspeptic is thankful when he is not obliged to attend a stomach-destroying banquet.

A motorman should be thankful that he is a non-conductor when electricity is all around him.

What Constitutes a Competent Salesman.

The fact that you have spent several years behind the counter does not by any means make a competent salesman of you. It depends entirely on how that time was spent and how much knowledge you have acquired regarding your calling.

If you have not studied the art of salesmanship from every side, if you have not given thought to every point of vantage that would help in increasing the sales of your department, you are not yet competent. If you have failed to find out everything possible about the goods you handle, how they are manufactured, where they come from, etc., you have not earned the title of a "competent salesman."

And these are not all the requirements that the competent salesman should be able to meet. A study of human nature—of the whims and fancies of the customers to whom he caters each day—plays a most important part. Careful attention toward this phase of the salesman's accomplishments will help him much toward "sizing up" the would-be purchasers who come to his counter. It will do much to help him acquire that tact which enables him to make suggestions at the proper time or to avoid them at other times. Putting yourself in the customer's place will aid in training this most desirable acquirement to an appreciably high point.

It is most unwise not to say un-salesmanlike to make up your mind beforehand that the customer does not intend to make a purchase. This hesitancy as to the customer's intentions—this feeling that she might not buy—has spoiled many a sale. Don't let it spoil any more for you. Make up your mind that the customer intends to buy and that you positively intend to sell. It will make it very much easier and pleasanter on both sides. That hesitant feeling will often make your efforts so listless and unwilling that it is no wonder the customer will walk out and make her purchase elsewhere, even although the goods you have might be just what she was looking for. On the other hand, she may not have fully made up her mind to purchase, but your willing and cheerful service, your kindly interest in endeavoring to satisfy her wants, has influenced her to such an extent that she makes up her mind then and there instead of waiting for some other time.

Mary had a little lamb,
So white she named it Lily;
But later learned, to her dismay,
She should have called it Billy.

Autumn Glass

Our fall business must be a "RECORD BREAKER." We bought well and you are to receive the benefit. Our prices to you will be reduced. We carry a complete stock and ship promptly. Our glass has the quality.

ORDERS ORDERS ORDERS
SEND THEM IN

Grand Rapids Glass & Bending Co.
Grand Rapids, Mich.

Factory and Warehouse Kent and Newberry Streets
Merchants' Half Fare Excursion Rates every day to Grand Rapids. Send for circular.

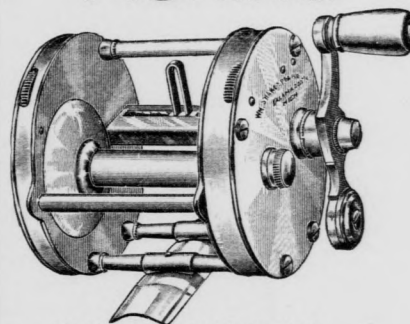


FOSTER STEVENS & CO.

Grand Rapids, Michigan

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

FISHING TACKLE



Shakespeare's Level Winding Reel.

Send us your mail orders. Our stock is complete. If you failed to receive our 1904 catalogue let us know at once. We want you to have one as it illustrates our entire line of tackle.

Miles Hardware Co.

113-115 Monroe Street, Grand Rapids, Mich.

Michigan Agents for
Warren Mixed Paints, "White Seal" Lead, Ohio Varnish Co.'s "Chi-Namel" at wholesale

Use Tradesman Coupons

POWER OF HUMOR

Frequently Proves a Drawback in Public Life.

The most serious of us admit that, for a rational enjoyment of existence humor is almost indispensable. It would be as useless to attempt to undervalue it as to preach of its wonderful efficacy in the practical affairs of life. We know how it broadens the mind, how it oils the rusty machinery of our treadmill affairs; how not infrequently it elevates the character and makes its possessor assume a cheerfully unselfish attitude towards his fellow man when his heart is heaviest and his brain most dull.

One could cite instances where a humorist won by a pun or witticism, while some ponderous orator failed. Innumerable episodes come to the mind which suggest the power of humor when all seemed hopeless. A factor in every day life, it may be in varying measure a help and more often a hindrance to a public career for the statesman as well as for the politician.

The ordinary citizen who quietly pursues his daily vocation is, in most cases, employed by one man, or a small company of men. The politician is employed by the public—a large, exacting, captious public. A man in public office must win constituents by tact and dignity; he can not afford to defy the prejudice of the mass. The statesman must not sin against inflexible traditions and he must be careful how he takes liberties with ironclad conventionalities. A public man can not afford to be known as a humorist alone. A politician is a humorist at the expense of his own promotion. A public charge is reverently sacred. Patriotism is impugned when a man attempts a joke. In the minds of the public a humorist is seldom in earnest. He is often judged by his superficial qualities; and his most praiseworthy efforts in other directions are often overlooked. This seems harsh, but the key to it is simple.

For centuries past the position of a public man has been looked upon with awe. Dignity and office have been inseparable. The love of caste is still in our bosoms. We place an imaginary glamour around the man in public life. He is a little bit different from ordinary mortals; we expect different conduct from him. By virtue of his office he is supposed to possess qualities which raise him far above those who surround him. Our democracy forbids us to invest him with purple and fine linen. We make up for the deficiencies by demanding evidence of transcendent power. The world looks upon his position as serious, and demands seriousness in return. Too much humor is an offense against dignity. Seriousness and gravity in the minds of the people are identified with wisdom. The American spirit is earnest; it might be charged with overseriousness. The practiced wit is not generally supposed to be in earnest. A humorist, although frequently possessing the common qualities of wisdom and

integrity, is suspected of flippancy—a thing that is deadly to rapid advancement. A man who has the reputation of being a humorist may demonstrate, to an extraordinary degree, his capacity for work; but the world at large does not trust him. "A public office is a public trust" is a law of universal application. The humorist in public feels the sting of ingratitude, for the public does not trust him. Trust and confidence are the foundation of preferment in any career.

The public respects a joke, but considers the joker a trifle. The court jester was frequently a wiser man than the king, yet custom condemned him to cap and bells and clothed the man on the throne with magnificent garments. The people who listen to a public man have a retentive memory when it comes to jokes; his more serious utterances are forgotten. The post-prandial speech, over coffee and cigars, which may have been made only as a relaxation after a day of arduous labor, is immortal; is repeated from one end of the country to the other; is telegraphed over continents, and the serious effort which called for indefatigable labor is forgotten or overlooked.

A public speaker may make an address which will be mirth provoking from beginning to end; it may hide some serious intent behind the mask of raillery; it may reconcile party differences; it may do more to carry doubtful states than some learned oration; yet the American public would never trust the maker of that speech with the guardianship of the country. The public is a severe censor; wit and humor are not possible in the highest type of oratory.

To the worker in other fields of labor I would commend the cultivation of humor; the politician I advise to shun it. The doctor will probably find humor of more value than noxious doses—a cheerful physician can frequently further the recovery of a patient. The merchant and the teacher will find humor invaluable additions to their stock in trade. Humor is the greatest specific for human ailments in existence. I look forward to the time when a course in humor will be included in all the college curricula—a course in which degrees will be conferred upon those only who possess the quality unstrained. But the man destined to the presidency of the United States will never take that diploma.

The public sometimes remembers a pun when it forgets a sermon. In speaking to Henry Ward Beecher one day I casually mentioned the large number of people who attended his church. He smiled oddly and said:

"I flatter myself that the reason my church is crowded is that I can nearly always keep the congregation awake; I do my best to insinuate humor into all of my sermons. I can not say that I see anything unorthodox in joking; heresies are more apt to thrive and flourish in a community that is ill tempered habitually than in a community that makes a point of smiling at its woes."

As we look back upon the history of our country we discover many statesmen whose names suggest certain witticisms or time honored bon-mots. Abraham Lincoln and James Garfield are conspicuous. Lincoln has invariably been called a humorist, representing as he did the purest, most incisive type of American humor, yet he had no right to enjoy that title until after he became President. His natural inclination to joke was sternly suppressed when he went electioneering. He recognized early in his career the demand the public makes for dignity in a statesman. If he gratified his natural tendency to joke he did so upon private occasions only—like the two celebrated French statesmen who used to take one afternoon in every week for a little funmaking. The jokes that we hear repeated as his were the jokes he made after he had become President.

Upon one occasion, when I was talking to President Garfield, I ventured a joke at the expense of one of the politicians in the House of Representatives. Only after considerable explaining and repetition was the President able to appreciate the point. He bewailed his denseness.

"As a boy," said Garfield, "I inherited from my mother a keen sense of humor. Until my ambitions directed me to a public career I enjoyed playing tricks and cracking jokes as much as any one. But I saw the danger when I saw my future. I strove hard to suppress my rich inheritance. I succeeded so well that, in the course of time, I was not only unable to make a joke but I also lost the faculty for appreciating one. Depew," he added mournfully, "it demonstrates the fact that humor is a mental gift that can be disposed of with greater facility than it can be cultivated."

When campaigning in a Western town some years ago I had an experience which will serve as commentary upon the attitude of the people concerning humor as an ally in a political campaign. The night before the one upon which I was to speak a gentleman who was distinguished for his magnificent eloquence and convincing arguments held the audience for two hours and a half—local historians whispered that fully two-thirds of the assemblage left before the gentleman had finished—and the papers chronicled the event and claimed a second "Daniel Webster."

The speech was reported in full. It was burdensome reading to me, but the orator had appreciated the fact that the public demands sonorous eloquence and ponderous wisdom. He had given it to them. Contrary to established custom, and waiving time honored tradition, I inserted in my speech as much humor and wit as were consistent with the dignity and the seriousness of the occasion. It was gratifying to me to note that the audience stayed in the hall until my lecture was ended. The laughter and the applause that greeted me afterward were pleasing to my ears. The chairman, coming up to me and shaking hands with me, said: "Mr.

Depew, your speech has won more votes to-night than any other speech in the campaign."

I looked in the papers the next morning, naturally enough, to see a report of my speech, and I suffered a little mortification when I saw only a short notice of the meeting, and, at the end of the paragraph: "Mr. Depew gave a characteristically witty speech."

This was the public estimate of my efforts; the press merely voiced the traditions of the people. In the world of politics, the man who would obtain political preferment must be serious. No man who cultivates humor to the exclusion of his other gifts can hope to attain to the highest places in the political arena. The American citizen reserves the inalienable right to vote for whom he wills, and the serious man who suppresses his sense of humor, rather than the man who cultivates it, is honored with his preference.

Chauncey M. Depew.

Recent Business Changes in the Hoosier State.

Attica—Frank Rothrock is succeeded by Peck & Son in the harness business.

Bedford—Jasper N. George, druggist, is to succeed J. M. Snapp.

Danville—The hardware store formerly managed by Snyder & McCann is to be conducted by Snyder & Newman.

Elkhart—Harley H. Himebaugh will continue the grocery business formerly conducted by Himebaugh & Rowe.

Jasonville—The grocery store formerly occupied by Frank W. Blackwood is to be conducted by Blackwood & Blynum.

Kokomo—Hutchins & Murphy, druggists, succeed G. E. Meck.

Muncie—E. H. Gregg & Co. are succeeded by E. Cecil in the drug business.

Peru—Bretzner Bros. are to continue the hardware business formerly conducted by Bretzner, Miller & Co.

Brookston—Geo. T. Chilton has filed a petition in bankruptcy.

Indianapolis—A receiver has been appointed for the Interior Manufacturing Co., the Teats Polish Co. and the Wagner Plow Co.

Concerning Tears.

We spend our days in weeping and wailing for things that attained turn to ashes.

Tears in a sweetheart are charming; in a wife they bore. This is because a sweetheart has nothing to cry about and a wife has everything.

Man is a tearless animal because, failing in one amusement, he has so many others.

Woman is given to tears because she has only one amusement—the care of her home and husband, and it is so seldom amusing.

Life is too short to grieve; besides tears make wrinkles.

There is quite a difference between convincing a man that he is wrong and convincing him that you are right.

Force and Timidity.

In many vocations, more particularly in the commercial world, an element that goes largely to make for success is force. In certain salesmen on the road it is called "cheek." On the face of it, it is an utter disregard for the other fellow, his opinions or his desires. Many an apparently successful salesman continually "butts in" regardless of his welcome, and seldom gets thrown out.

One well-remembered traveler was accustomed to take a bold inventory of a merchant's stock and then write out an order for the quantity that he deemed satisfactory for its replenishment. Seldom, strange to say, did the buyer refuse to sign.

Boldness as distinguished from fearlessness is like the difference between culture and rudeness. Both strike out strong, but the careful, fearless man is more successful and meets with fewer rebuffs than the entirely cheeky one.

It is excellent for the young man to consider that his time and his mission are of as much importance as another's, and that he himself is as good as any man. When this is combined with a keenness of perception that always avoids intrusion and the giving of offense, he advances rapidly and without friction.

Short Sayings.

Love of dress is some women's whole existence.

A poet is a dead writer of verse.

Day dreams are the dissipation of the ordinarily sober senses.

The face was a little edition of the soul until the beauty doctor expurgated it.

Truth is a spontaneous expression. Veracity is truth under oath.

Opportunity is only Chance broken to harness.

Fortunate for the dead great they do not have to live up to the anecdotes told of them in life.

Many a woman is not as bad as she is painted.

The real test of virtue comes after office hours.

So much needless advice—who ever tried to get blood out of a turnip?

Biography is often only the gentle art of varnishing the truth.

Obstinacy is the foundation of many a fat fee for lawyers.

J. W. Foley.

Thirty Thousand Dry Goods Stores.

In the United States there are about thirty thousand shops that sell dry goods. Twelve thousand of these may be ranked as good stores, and about five thousand are establishments of a size which makes them important factors in the commercial and domestic life of their communities. The owners of almost all of these shops, the largest as well as the smallest, began obscurely. The majority of the most prosperous have attained their present success and magnitude during recent years, in which unsuccessful merchants have been wont to complain that the competition has been ruinous.

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
120	4	1 1/4	10	10
129	4	1 1/4	9	10
128	4	1 1/4	8	10
126	4	1 1/4	6	10
135	4 1/4	1 1/4	5	10
154	4 1/2	1 1/4	4	10
200	3	1	10	12
208	3	1	8	12
236	3 1/4	1 1/4	6	12
265	3 1/2	1 1/4	5	12
264	3 1/2	1 1/4	4	12
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			
Butts, Cast				
Cast Loose Pin, figured	70			
Wrought, narrow.	60			
Chain				
Common.	7 c.	5 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 1/4 c.
Crowbars				
Cast Steel, per lb.	5			
Chisels				
Socket Firmer.	65			
Socket Framing.	65			
Socket Corner.	65			
Socket Slicks.	65			
Elbows				
Com. 4 piece, 6 in., per doz.	75			
Corrugated, per doz.	1 25			
Adjustable	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, 3				
List 12 13 14 15 16 17				
Discount, 70.				
Gauges				
Stanley Rule and Level Co.'s	60 & 10			
Glass				
Single Strength, by box	90			
Double Strength, by box	dis.			
By the light	90			
Hammers				
Maydole & Co.'s new list.	dis.	33 1/4		
Yerkes & Plumb's	dis.	40 & 10		
Mason's Solid Cast Steel	30c list	70		
Hinges				
Gate, Clark's 1, 2, 3.	dis	60 & 10		
Hollow Ware				
Pots	50 & 10			
Kettles	50 & 10			
Spiders	50 & 10			
Horse Nails				
Au Sable	dis.	40 & 10		
House Furnishing Goods				
Stamped Tinware, new list.	70			
Japanned Tinware	20 & 10			

Iron

Bar Iron	2 25 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.
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
Scioto 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	20
6 advance	30
4 advance	45
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 3/4 advance	85
Rivets	
Iron and tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
Ropes	
Sisal, 1/2 inch and larger	9 1/2
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	28 00
Sheet Iron	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	3 00
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
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron	60-10-5
Tin—Melyn Grade	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1.25	
Tin—Allaway Grade	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50	
Boiler Size Tin Plate	
14x56 IX, for Nos. 8 & 9 boilers, per lb	13
Traps	
Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. 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, Nicked	30
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70 & 10

Crocery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	48
1 to 6 gal. per doz.	6
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
LAMP BURNERS	
No. 0 Sun	31
No. 1 Sun	38
No. 2 Sun	50
No. 3 Sun	87
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	Per gross 4 25
Quarts	4 40
1/2 gallon	6 00
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds	
No. 0 Sun	Per box of 6 doz. 1 60
No. 1 Sun	1 72
No. 2 Sun	2 54
Anchor Carton Chimneys	
Each Chimney in corrugated carton	
No. 0 Crimp	1 70
No. 1 Crimp	1 90
No. 2 Crimp	2 90
First Quality	
No. 0 Sun, crimp top, wrapped & lab. 1	91
No. 1 Sun, crimp top, wrapped & lab. 2	00
No. 2 Sun, crimp top, wrapped & lab. 3	00
XXX Flint	
No. 1 Sun, crimp top, wrapped & lab. 3	25
No. 2 Sun, crimp top, wrapped & lab. 4	10
No. 2 Sun, hinge, wrapped & labeled 4	25
Pearl Top	
No. 1 Sun, wrapped and labeled	4 60
No. 2 Sun, wrapped and labeled	5 30
No. 2 hinge, wrapped and labeled	5 10
No. 2 Sun, "small bulb," globe lamps	80
LaBastie	
No. 1 Sun, plain bulb, per doz.	1 00
No. 2 Sun, plain bulb, per doz.	1 25
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60
Rochester	
No. 1 Lime (65c doz.)	3 50
No. 2 Lime (75c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
Electric	
No. 2 Lime (70c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
OIL CANS	
1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 28
2 gal. galv. iron with spout, per doz.	2 10
3 gal. galv. iron with spout, per doz.	3 13
5 gal. galv. iron with spout, per doz.	4 15
3 gal. galv. iron with faucet, per doz.	3 75
5 gal. galv. iron with faucet, per doz.	4 75
5 gal. Tiltling Cans	7 00
5 gal. galv. iron Nacetas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 65
No. 2 B Tubular	6 40
No. 15 Tubular, dash	6 50

DRY GOODS

Weekly Market Review of the Principal Staples.

Dress Goods—In the dress goods sales for the past week or ten days a decided increase in demand for fancy cloths in lightweights has been noticed. The buyers who placed small spring orders on this class of goods have had reason to revise their orders and add considerably to their assortments of fancy weaves. For plain cloths the continued flood of business on broadcloths remain a feature of the buying. Cutters-up are just as anxious to take broadcloths in liberal quantities as were the jobbers a month or so ago. Of course, there is nothing being done in the primary market on spring lines of either dress goods, cloakings or skirtings that reaches sufficient importance to act as a moulder of fashions. The bulk of spring business has been placed, and the remaining weeks of the season will be devoted to making deliveries and rounding up duplicates on open lines. Because of the tardy way in which the cloak and skirt manufacturers entered the market for duplicates the heavyweight lines for the fall and winter have dragged somewhat. Now, however, the retail cloak and suit houses are reaping the full benefits of a brisk fall trade; they are calling upon manufacturers for more garments. The secondary market has come forward with a late rush demand for fancy cloths suitable for tourist coats, for broadcloths and fancy kerseys for cloaks and for fancy worsted suitings in medium weights. Buyers are paying the advanced prices on all goods and so long as they can be assured of immediate delivery they do not complain. With the present heavyweight season drawing to a close and the spring season passing into the stage where duplicates are in order, manufacturers are turning their attention to the preparation of lines for the fall season of 1905-6. Early in January the lines will be put before the trade, and the work of selecting patterns and determining price ranges has now become of primary importance. From the fact that plain fabrics have held undisputed lead this fall and have sold equally well for spring, it is said by agents that these goods—the broadcloths, eoliennes, voiles, mohairs and etamines—will be made conspicuous leaders in many lines. It is thought that venetians will be given a more prominent place for next fall than they occupied this year, and covers are regarded as certain to retain their present popularity. Henrietta's appear to be improving in demand as they conform to the twilled weave effect that has come into favor of late. The colors that are to predominate for next fall have not been determined upon. Many manufacturers believe that the dress goods market is in a transitory state, and that fash-

ion may adopt pronounced colors for dress goods as a change from the staple colors that have led now for eighteen months. The increased demand for plaids is said to be a strong indication that monotones are not to have the field to themselves for next fall.

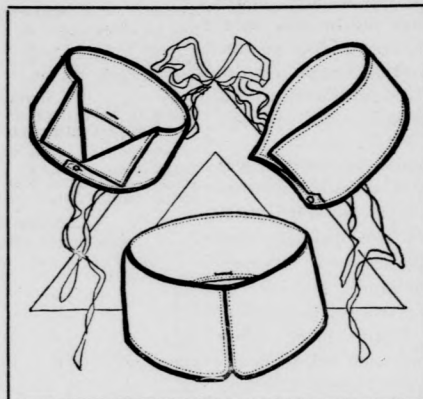
Suits and Cloaks—The season has run strongly to one color effects, and now that the late orders continue to come in on these styles it follows that deliveries will be delayed. There are numerous orders for fancy cloaks and for the now universally popular tourist coats. For street wear fancy worsted skirts to be worn with a silk or worsted waist under a short jacket are in strong demand. The cutters are making rapid progress with their new spring lines and are anxious to get their sample cloths. The showing for spring will include a larger percentage of net mixtures and plaid effects than last season. The vogue for monotone fabrics, while continuing strong, it is said by the trade, will not dominate the market and plans are being made for the new season's lines on this hypothesis.

Knit Goods—The steadiness of the market on cotton staple has given confidence to jobbers and retailers to anticipate their wants more freely than ever, and the already upward tendency of wool can not otherwise than have a favorable effect on those placing orders for goods manufactured from this staple. It is equally true that the price of wool being so firm and being of an upward tendency, will also stimulate early orders for goods manufactured from wool. Altogether it is safe to say that merchants will end up the fall season of 1904 with satisfactory business in the main and will probably carry over less goods than usual.

Sweaters—Sweaters and knit jackets are now in the class of necessities as much almost as any other line of knit goods, and are good sellers at prices from 50c to \$7 a piece. Aside from the demand from those people devoted to golf, football and other athletic affairs, there is a steady demand from laboring men, firemen, motormen and railroad men in general. The Shaker knit is supplanting the ribbed goods, and in styles the neckless is very popular and the coat sweaters, a sort of improved cardigan jacket, is a good seller. Some jobbers think the neckless and coat style will be the whole thing next season. In colors, gray, white and maroon are the best sellers. Market conditions are not really satisfactory to manufacturers, particularly to the smaller concerns who are short on yarn and can only get it at fancy prices. Beyond question next spring will see a still further rise in prices of these goods.

Cloakings—Friezes are in best demand for cloakings for immediate delivery and the brown shades of almost every fabric are selling well. Prices do not seem to stand in the way of business at all when a fabric or a pattern that is wanted is in

Collars and Cuffs



We make it our special aim to carry in stock all the staple and best styles of linen and waterproof collars and cuffs. Do you need any?

Grand Rapids Dry Goods Co.

Exclusively Wholesale

GRAND RAPIDS, MICH.

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

A \$2 Corset Retailing at One Dollar



The sooner you get away from the idea that **Price Represents Value** the more money you will make and the greater satisfaction you will give your trade.

PURITAN CORSET CO.
KALAMAZOO, MICH.

question. The retail demand for brown has been abnormal, according to many, but the mills are endeavoring to meet it. There has been but little new in the development of spring business so far, not by any means enough to indicate in even a general way what will be wanted later. The buyers themselves can not say yet, so certainly can not give any information to the manufacturers, even if they wanted to ever so much.

Blankets — While seasonable weather is at hand, and under normal conditions the market would open on woolen blankets, no move has yet been made to fix an opening price and all the large manufacturers are waiting for some one to make a move. It is expected that the season will open December 1, but it may be later and even the first of the year before any volume of business is transacted. Where wool is going to as regards price is the burning question, and on this account no one is yet willing to make a price for next fall delivery. It is a case of who will get into the market first with prices, which will certainly be much higher than last year, and whoever goes in first will as surely receive a knockout, for his figures will scare the retailer. Probably they will have recovered by the time the second fellow gets around and possibly make conservative purchases, fearing increased instead of lower prices.

Carpets—The manufacturers have been busy preparing their samples for the opening of spring lines, which will be made as soon as the uncertainty as to prices at the auction, about which so much has been written, is out of the way. Lines will then be opened and prices announced with an assurance of maintaining them. Another unsettling factor is removed, that of the political situation. While it is true that to a large extent the election of President Roosevelt had been discounted by the manufacturers, still a political campaign is never wholly free from unsettling tendencies. Not all foresee with such a degree of assurance as to feel absolutely cocksure of the result, especially as to the result of the Congressional elections, however sure they may feel about the success of the head of the ticket. Generally the manufacturers may be said to take an optimistic view of the season which opens this week. Many of them reason that whatever other influences may be at work upon prices, the statistical position of the wool market is such that higher prices for carpets are inevitable, if manufacturers are to run their mills at a profit. The market is so bare of carpet wools and at the same time so strong that holders of the small amount of such wools in sight have not cared to sell at prices which suit the views of manufacturers, while uncertainties as to prices hang over the coming season.

Sheetings and Drills—Are showing up to very fair advantage, although

more or less business is lost because of uncertainty regarding deliveries, the export demand interfering somewhat in this direction. In all cases sellers are maintaining a firm attitude as to prices, and where the need of goods is pressing buyers are much less inclined to dispute over quotations than was the case even one week ago.

Interesting Review of World's Silk Industry.

"The Silk Industry of the World at the Opening of the 20th Century" is the title of a pamphlet by Franklin Allen, Secretary of the Silk Association of America, the purpose of which, according to the introduction, is "to trace the development of the silk industry in the principal countries which manufacture silk products, to describe the processes of manufacture, and to indicate the causes and present conditions of the progress and equipment at the beginning of the 20th century." The author shows a most intimate acquaintance with the development of the silk business, both past and present, and as a history of the great industry the pamphlet is both interesting and instructive.

The chapter on New York's silk district is one of the most interesting features of the pamphlet. The story of New York's silk business is told at length, giving historically the names of the merchant engaged in the silk industry and describing the various changes which have taken place in importing, selling and manufacturing. The author presents some interesting facts concerning the silk trade in the United States. He says:

"Looking back fifty years at the end of the century the notable fact is apparent that the value of the American products in silk in 1900 was nearly sixty times as great as in 1850. The American manufacturer has arrived at a period in which the importation was confined almost wholly to the costliest fabrics in broad silks and fashionable novelties, church vestments and specialties not suitable for mechanical weaving. The industry had spread from New England and the Middle States into many other states, although the comparative rank in importance was as follows: New Jersey, Pennsylvania, New York, Connecticut and Massachusetts. These States have respectively 180, 121, 93, 38 and 20 silk manufactories. The greatest growth was noticeable in Pennsylvania. Twenty years previously the silk industry in that portion of our country was scarcely apparent. Between 1880 and 1890, in Pennsylvania alone "throwing" plants at first and weaving plants later were established in eighteen separate towns or places where previously there had been none. The incentive was cheaper fuel, cheaper wages, lower taxes, less cost for factory space, etc.

"During the last decade the silk industry of the United States reached the point where its future seemed assured as a permanent branch of

the textile industries of the country. American manufacturers had shown their ability to meet the exacting demands of consumers by producing nearly all descriptions of weaves known to the trade. Silk mills were erected at many new points in this decade, fifty-two located in Pennsylvania, fourteen in New York, ten in New Jersey, four in Connecticut, four in New Hampshire, three in Rhode Island, two each in Delaware, Maryland, Virginia and North Carolina, and one each in Michigan, Ohio, Illinois and Wisconsin, aggregating ninety-nine separate places where silk mills were put in operation in the ten years.

"The United States has been a leading factor in the development, and especially so in the past five years. If the present fiscal policy of the republic endures the United States will soon take first rank in its annual output of silk products. It now holds second place, France being first in value of annual production. The supremacy of the United

States as an industrial nation means lower prices to consumers, and consequently a much wider distribution of products than ever before. When this can truthfully be said of articles of adornment and art, as of silk goods, every American can take pride in the industrial and commercial achievement."

Mr. Allen also presents some valuable comparative tables very carefully compiled which should be of considerable future usefulness.

Forty-four pages of the book are devoted to the silk industry of Europe and Asia, giving in descriptive outline and in tabulated form the history and condition of the industry abroad.

In silence there is strength.

Percival B. Palmer & Company

Manufacturers of

Cloaks, Suits and Skirts

For Women, Misses and Children

197-199 Adams Street, Chicago



P. STEKETEE & SONS

Wholesale Dry Goods

GRAND RAPIDS, MICH.

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

Handkerchiefs

Remember that now is the time to fill in your line of handkerchiefs for Xmas trade while our stock is complete. We carry a large assortment of the following grades: Gents', ladies' and children's cotton, linen and silk handkerchiefs, in plain hemstitched, fancy borders and figured centers. Also a nice assortment of Harvard and Way's mufflers. Ask our agents to show you their line.

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 better than kerosene, electricity or gas and can be run for less than half the expense.

15 Cents a Month

Is the average cost. Write for our M. T. Catalogue. It tells all about them and our systems. Over 125,000 Brilliants sold during the last 6 years. Every lamp guaranteed.



100 Candle Power

BRILLIANT GAS LAMP CO. 42 State Street CHICAGO, ILL.

PAPER BOXES

OF THE RIGHT KIND sell and create a greater demand for goods than almost any other agency.

WE MANUFACTURE boxes of this description, both solid and folding, and will be pleased to offer suggestions and figure with you on your requirements.

Prices Reasonable.

Prompt Service.

Grand Rapids Paper Box Co., Grand Rapids, Mich.



Michigan Knights of the Grip.
President, Michael Howam, Detroit;
Secretary, Chas. J. Lewis, Flint; Treas-
urer, H. E. Bradner, Lansing.

United Commercial Travelers of Michigan
Grand Counselor, L. Williams, De-
troit; Grand Secretary, W. F. Tracy,
Flint.

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

Class of Traveling Salesmen Well To Avoid.

A wholesale grocer says he asks salesmen who try to do business with him if there are any stamp or coupon schemes in connection with goods and, if there are, it decides him in the negative. He has been victimized by so many of these that he would not take a good scheme as a gift. The one that caught him the oftenest was the canvassing team sent out by manufacturers of extracts or soap concerns who would call at all the houses in the grocer's bailiwick and then browbeat the dealer into buying liberally by showing him a lot of "orders." The goods would be ordered and come and then the fun would begin. When the grocer would try to make delivery, he found himself up against it and with an extra stock which he did not need and could not sell. Orders of that kind in at least 80 per cent. of the cases fail to develop into sales. They are not sales and should not be so considered. If one sale develops from five such prospects it is a good proportion. Why? Because the canvasser only tries to get an order and does not try to make a real sale. He only wants orders, and talks to the mistress of the house or to the maid until he gets the so-called order. He does not care who signs it or how, and he is willing to misrepresent and lie forthwith to get a signature or leave a coupon. The trouble comes in for the dealer when he tries to make delivery, and he has to stand for what comes or quarrel with his own customers. In either case he loses, for the purchase he made of the goods is all regular; the canvass is the place where the graft of the bogus salesman flourishes. The plan is susceptible of endless variations, and is used in nearly every line of business to make a showing whereby some innocent person is finally victimized.

The windy, half-truth teller is another disreputable member of his profession. The probability is that he really thinks himself a wonderful salesman, most likely refers to himself as a cracker-jack, a world-beater, with years of experience, and he does put up a bold front and he makes a good appearance. To hear and believe his talk one would think he was the most wonderful sales-artist who ever came up the pike; he is full of his past great achievements and performances. But if you analyze him and his deeds you discover under the guise of an expert

a rank four-flusher. He has always, according to his own story, never received less than \$5,000 a year and every concern between both oceans wants him now—he is receiving the most flattering offers by every mail, and it is the most difficult task in the world for him to avoid taking a situation at \$8,000 or \$10,000 with unlimited expense accounts thrown in.

The subscription book selling field offers the best opportunity for this class, and they cast much undeserved discredit upon the gentlemen in that line, who to be permanently successful must have sterling character in their make-ups. Mr. Four-flush has a certain ability, he is able to assume a virtue if he has it not, and if he had a foundation of character would, in spite of his other disqualifications, answer the purpose. He sees people once or twice, rarely as many as three times, and he leaves many of his people with the impression that he has merit, for the simple reason that the acquaintance had not endured long enough to expose the four-flush. This humbug has his counterpart in medicine, law and in the ministry, and ordinary business callings. As a salesman he is full of theories of salesmanship, but they never bear fruit. The house which employs him at a salary of \$900 to \$1,200, instead of the \$5,000 he talks so glibly about, will find that although he makes two or three good plays, his year's work has little profit for the house, and that he would be less and less useful over the same territory, for the better he is known the worse for his employer. His ability is all on the surface and consists principally of what he learns from others, for he will generally be found to have the ability to adapt a portion of the ideas of others to complete his own front; there is nothing back of the front but arrant egotism and insufferable vanity, and these are likely to be mingled with even worse qualities. He soon receives and deserves the contempt of his acquaintances, and his four-flush is surely called in time. Only those who do not know him well labor under the mistaken impression that he is an expert salesman.

His manner of work is by partial truths, detached from their actual associations and made to do duty in misrepresentation by which he hopes to close the sale. If he is called to account there is the fragment of truth for him to hold up, and he has some skill in side-stepping, and trusts to this to avoid being cornered. Like his cheaper counterpart mentioned above, his object is to get a signed order, not to make a legitimate sale on business principles. He is everlastingly butting in to the salesmanager with schemes which he figures out beautifully on paper. He is a great chap to talk about hustling and action, and he is frantic to have a lot of expense incurred for printing and other things, but the schemes never work out and the salesmanager has had his experience.

Strange as it may seem this humbug is rarely discharged. His na-

ture leads him to try something else, and he often contrives to get a good letter from his manager, for the reason that the latter is so pleased with the outcome that he will do almost anything. It is the same way at the next place, and so on until the end of the chapter. While he is drawing money from one employer he is willfully spending his time negotiating with the next.—Salesmanship.

High Time to Die.

A gay and handsome traveling man
Lay on a bed of pain.
All hope was past, his life ebbed fast;
He ne'er would rise again.
"Have you no sweetheart fair and true?"
They whispered o'er his bed.
"Whom you would tell a last farewell?"
The young man softly said:
"There's Daisy back in Burlington,
And Millie up at Blair.
There's Katie down in Watertown,
And Mary at Eau Claire.
At Fond du Lac there's Esther dear,
Whom I must surely see,
And Annie, too, at Waterloo;
Please bring them all to me."
The watchers stared in wild surprise
And then they said once more:
"And tell us, pray, and without delay,
The girl whom you adore;
The girl whom you have sworn to love,
And bring both wealth and fame;
Your promised wife, and hope and life,
Quick, let us know her name!"
"There's Susie at West Bend he said,
And Mayme at Antigo.
There's Violet at Marinette,
And May at old St. Joe.
There's Hattie, too, at Baraboo,
And Mabel at Whitehall."
The young man sighed—"It's time I died;
I've sworn to love them all."

An ambiguous advertisement may bring a larger number of enquiries than an advertisement that tells its story completely and without evasion, but the impressions that are left upon people who have answered it by the printed matter that follows often make the majority of the replies valueless. It should be figured

that advertising is not done to get answers, but to get business, and the complete story in an advertisement brings business so much closer.

Cupid goes into convulsions when he hears green girls calling him cute.

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

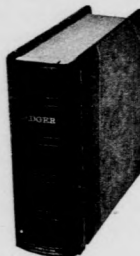


Write for prices.
DETROIT FUR CO.
253 Woodward Ave., Detroit, Mich.

LIVINGSTON HOTEL

The steady improvement of the Livingston with its new and unique writing room unequaled 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.



The Improved E & H Loose Leaf Ledger

The Best on the Market

Drop us a postal and we will send full descriptive catalogue or better still, let us call and show you a sample.

THE Edward Hine Co.

Loose Leaf Devices, Printing and Binding.

5 and 7 Pearl St., (offices 2nd floor) Grand Rapids, Mich.

Ocean to Ocean

From Monroe to Calumet and New Buffalo to Sault Ste. Marie and intervening territory, the

Copper Wires

of this company reach over 68,000 subscribers and more than one thousand towns in Michigan, besides connecting with all the principal cities east of the

ROCKY MOUNTAINS

New stations constantly being added. You cannot afford to be left out. Contract now. Call the local Manager for information, or address

Michigan State Telephone Company,
C. E. WILDE, District Manager, Grand Rapids

Gripsack Brigade.

Neither trusts nor mail order houses can do away with the traveling salesman; no more than hospitals and medical books can affect the physician.

At the last regular meeting of Grand Rapids Council two victims were initiated—G. J. M. VanZoeren, representing Geo. H. Reeder & Co., and Dan M. McCowan, of Allegan.

Vincent & Blake, proprietors of the Hotel Whitcomb which make write the Tradesman that they have just completed extensive improvements, additions and betterments to the Hotel Whitcomb, which make it a thoroughly up-to-date hotel in every respect.

The meeting of Grand Rapids Council, U. C. T., held last Saturday evening, was an informal one and was participated in by the wives, daughters, etc., of about forty of the members. Pedro was played during the early portion of the evening, after which refreshments were served.

Geo. Osterhouse, specialty salesman for Edson, Moore & Co., has been confined to the U. B. A. Hospital for the past two weeks by inflammation of the eyes. The attending physician expects he will be so far recovered that he can resume his visits to the trade in the course of a couple of weeks.

Wm. B. Remington, who has covered Western Michigan for the past seven years for the Racine Trunk Co., of Racine, and the Dyer Saddlery Co., of Milwaukee, has retired and is succeeded by Mr. Stauffer, who was formerly engaged in the implement business at Alto. Mr. Remington will be 80 years of age on his next birthday and, at the time of his retirement, he was probably the oldest traveling man regularly visiting the trade in Michigan. He has taken up the work of introducing Silver Springs water, which is obtained on the Briggs farm, near the Soldiers' Home.

P. W. Crosby, for a number of years State representative for Armour & Co., with offices in Detroit, has resigned his position with the Chicago house and has associated himself with Chas. O. Campbell under the firm name of Crosby & Campbell and will conduct a brokerage business in their home city, Detroit. Mr. Crosby's connection with Armour & Co. has given him an extended acquaintance with the large buyers throughout the State and his wide acquaintance in Detroit with the wholesale grocery and produce people will give him an opportunity to get in on the ground floor with the lines the firm represents. Mr. Campbell is well known to the trade in Detroit through his former connection with Baird & West for a number of years. H. L. Solomon succeeds Mr. Crosby in this territory and is being introduced to the trade by Mr. Crosby.

Finale of the Oxford Pure Food Co.

Pontiac, Nov. 22—According to a bill just filed in the Circuit Court in chancery for the county of Oakland, the affairs of the Oxford Pure Food

Co., Limited, are not as they were predicted they would be at the date of the organization of the company, when Oxford flakes were given a boom in nearly every part of Michigan.

Daniel W. Briggs, of Saginaw, seeks the sale of the mill, machinery and all the property owned by the company in Oxford to satisfy a claim for \$25,000. Attached to the bill of complaint is an agreement entered into between the Oxford concern and J. B. Cook, C. W. Althouse, G. R. Ferguson, F. G. Palmerton and W. Reed whereby they agreed to guarantee the credit of the company to the extent of \$25,000 to the People's Savings Bank of Detroit. The money was borrowed in two notes of \$5,000 each and one note of \$15,000.

The bill of complaint also sets up that an indenture of the mortgage was made on January 22 of this year to C. W. Althouse, as trustee for the men who had guaranteed the credit of the company, covering the company's mill and property, and that it was provided that if after 30 days from date of maturity the indebtedness still existed then the mortgagee should pay the indebtedness and take a further lien upon the property.

It is also claimed that the food company agreed to keep up taxes and insurance and that if the company didn't pay the People's Savings Bank the \$25,000 then the trustees should take charge of and sell the property to pay the loan.

On May 28 Althouse assigned the mortgage to the People's Savings Bank and on Sept. 7, the People's Savings Bank assigned the mortgage to Daniel W. Briggs, of Saginaw. On September 6, Palmerton, Cook and the estate of C. W. Althouse, he having died previously, paid the amount due to the bank, \$25,333.35, each paying one-third, \$8,444.45. Ferguson and Reed did not participate in the payment.

It is claimed that the food company neglected to pay taxes in 1903 and 1904, and did not keep up insurance. The bill asks that all other claims against the company be cut off and that it be decreed that the plant be sold and the proceeds divided among the mortgage creditors.

The experiments in aerial navigation which have been conducted at the St. Louis exposition do not seem to have resulted favorably. It is true that some of the machines tested have made short flights, but the exhibitions always ended in some failure. The men who are devoting themselves to the problem, however, are persistent and full of faith, and it would be hazardous to say that success will never crown their efforts.

W. C. Westley, dealer in general merchandise, Lockhart, Ala.: "Enclosed find \$2 for two years' advance subscription to the Tradesman. We can not get along without the paper away down South."

Marshall—The Marshall Telephone Co. has increased its capital stock from \$15,000 to \$50,000.

Campaign for the Assistance of Mr. Kelsey.

The following appeal is made to the traveling men of Michigan in behalf of C. S. Kelsey:

Grand Rapids, Nov. 22—We take the liberty of calling your attention to a matter which can not fail to interest you. Crawford S. Kelsey, a veteran commercial traveler, whose home for many years was in Battle Creek, was two years ago stricken with paralysis and is almost helpless, suffering at all times, but striving hard to support himself without asking charity. Twenty years ago Crawford S. Kelsey was one of the leaders among the commercial salesmen who were, through organized effort, seeking to improve the conditions that then existed. For two terms he



Crawford S. Kelsey

was President of the Michigan branch of the Travelers' Protective Association, and through his active efforts Michigan traveling men received the benefit of the week-end ticket, which privilege was lost when the inter-state law went into effect. Mr. Kelsey was the father of the National Employment Bureau of the Travelers' Protective Association and was for many years Chairman of the same and in that capacity helped many a man to a good position. Mr. Kelsey has also the honor of being the author of the resolution which was introduced in the Farmers' National Congress and re-

sulted in the creation of the now important Department of Labor and Commerce. Mr. Kelsey is almost alone in the world. Unfortunate in business, helpless through physical inability, he comes to you willing to work as best he can, unwilling to take your or any other man's assistance without an adequate return, and places before you this proposition:

On exhibition in the Morton House is the great work of art, "Custer's Last Charge," an oil painting which has been pronounced by competent critics to be one of the finest battle scenes on canvas. This painting is valued at \$2,500, and has been insured for more, and will be given away.

Mr. Kelsey, who has charge of the painting, is the State representative for the New York Casualty Co. For the sum of one dollar he will furnish you with a fully paid-up, non-assessable accident policy, good for one year, insuring you against death or injury on any line or mode of travel, \$1,000 in case of death and \$5 per week for five weeks in case of injury, and with this policy you will also receive a ticket, properly numbered, entitling you to a chance in the painting. The limit of tickets is 5,000. Any person can insure only up to \$2,000, but you can insure your family and thus get as many chances as you wish in the drawing. The drawing will be conducted under the auspices of the following gentlemen, who are prominent in the ranks of the Michigan Knights of the Grip: President Michael Howarn, of Detroit; Past Presidents A. F. Peake, Jackson; N. B. Jones, Detroit; John A. Hoffman, Kalamazoo; James Hammell, Lansing; A. C. Northrop, Jackson; Geo. F. Owen, Grand Rapids; S. E. Symonds, Saginaw; John A. Weston, Lansing; also Boyd Pantlind, E. A. Stowe, L. M. Mills, Leo A. Caro and Manley Jones.

Send your money to C. S. Kelsey, Morton House, Grand Rapids, with your name in full, your address and the name of your beneficiary and you will receive by return mail your policy and ticket. This is a worthy cause for a worthy man, one whom we delight to honor and who in his prime was our good friend and indefatigable in our behalf. Pass the word along and send in the dollars.

A Good Investment

We have for sale 6,000 acres of land in the Upper Peninsula of Michigan. This land is well timbered with red birch, elm, bass, hemlock, maple, cedar and spruce, that will cut upwards of 6 M to the acre, 50% of timber being red birch and hemlock. The land is rich clay loam, level and slightly rolling and conveniently located to railroads with a 12 cent rate to Chicago and Milwaukee on forest products. Railroads pay 25 cents for hemlock ties on their right-of-way. The copper and iron mines consume vast quantities of timber that cannot be used in the manufacture of lumber. There is also a good market for cord wood. The price we ask for our land is \$10 per acre. Men who are informed on prices of timber lands north of Grand Rapids and Saginaw will note the difference in price per acre, and we are able to obtain a better freight rate to Chicago and Milwaukee than Lower Michigan points north of Grand Rapids and Saginaw to the same points. We have sold several tracts of land to Southern Michigan lumbermen during the last year, and we can furnish references in regard to our estimates being correct.

**CHOCOLAY LAND CO., LTD.,
MARQUETTE, MICH.**



Michigan Board of Pharmacy.

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Some of the Whys and Wherefores of Pharmacy.

Why is ammonia added to the filtrate? By adding the stated amount of ammonia to the given amount of filtrate, enough ammonia is added to liberate all of the alkaloids and to redissolve the quinine which is present, but not the other alkaloids. The test is based on two principles: (1) the comparative solubility of the sulphates of alkaloids other than quinine in water, and (2) the comparative insolubility of the alkaloids in ammonia when in the free state.

Why are the other salts of quinine converted into the sulphate in applying this test? To get uniform results and to fulfill the condition as laid down in the first principle.

Why is quinine tannate nearly tasteless? Because it is so nearly insoluble.

Why is manganese dioxide preferred by some workers to potassium dichromate, in testing for strychnine? Potassium dichromate itself gives a color that may hide the strychnine color if strychnine is present in only small amounts.

Why is the extract of nuxvomica shaken with the mixture of alcohol, water and ammonia in assaying it? To dissolve the extractive matter and liberate the alkaloids from the acid present so that they will be dissolved in the chloroform used subsequently.

Why must care be used to evaporate all of the ammonia before adding the 10 Cc. of decinormal acid? Any ammonia left would neutralize acid and act as that much alkaloid.

Why is Brazil wood used as the indicator? Because it is affected about as readily by alkaloids as any of the indicators. Methyl orange may be used in place of it.

Why is centinormal potassium hydroxide used to titrate back the excess of decinormal acid? Rather more accurate results can be obtained than when decinormal alkali is used.

Why divide the number of cubic centimeters of centinormal potassium hydroxide by ten? So as to reduce the centinormal to its equivalent in decinormal.

Why subtract this quotient from ten? Ten cubic centimeters of decinormal acid were used at first. Subtracting the above quotient from ten, the remainder is the number of cubic centimeters of acid which were taken up or neutralized by the alkaloids.

Why multiply the remainder by 0.0364? Each cubic centimeter of decinormal acid neutralizes 0.0364 Gm. of a mixture of strychnine and brucine when in equal proportions. The product is the weight of alkaloids in the extract taken.

Why is this product multiplied by 50? The assay method gets the alkaloids in two grams of extract, and by multiplying by 50 gives the weight in 100 grams.

Why is it difficult to tell when the acid is exactly neutralized by the alkali? The liquid which is to be titrated is always colored, and a colored precipitate of extractive matter is formed. It is better to add neutral Mayer's reagent, or a solution of iodine, to the acid solution, filter and then titrate the filtrate with the alkali.

Why is the assay of belladonna rather unsatisfactory? The alkaloids are present in only a small percentage and are quite easily decomposed by heat and by alkalis.

Why is the gravimetric method of assaying aconite objectionable? Aconite contains several alkaloids that can be put into two classes, the aconitine alkaloids and the aconine alkaloids, the former being active and the latter nearly inert. The aconitine alkaloids are converted to some extent into the aconine compounds in drying the drug, and by heat and alkalis during the process of assay; and although a large amount of alkaloids are obtained a variable proportion of them are inert.

Why should the use of aconitine be discouraged? The commercial article is extremely variable and absolute aconitine is one of the most active of drugs.

Why is atropine not readily precipitated from aqueous solutions of its salts by the addition of an alkali? Alkalies liberate the alkaloid, but it is more soluble in water than most other alkaloids.

Why is hydrastine called "white alkaloid?" In order to distinguish it from berberine, the "yellow alkaloid." Berberine was separated before hydrastine and it was first called hydrastine.

Why is pilocarpine preferable to pilocarpus? It is more uniform in strength. Pilocarpus contains another alkaloid, jaborine, which is antagonistic to pilocarpine.

Why does physostigma vary so much in activity? It contains two alkaloids, physostigmine and calabarine, which vary in proportion and are antagonistic to one another.

Why should the use of official veratrine be discouraged? It is a mixture of alkaloids and varies in proportion to its different ingredients.

Edsel A. Ruddiman.

No man enjoys the farm when he plows it with his face.

The Drug Market.

Opium—Is firm but steady in price.

Morphine—Is unchanged.

Quinine—On account of higher prices at the London bark sale there is a very firm feeling and indications are that manufacturers will advance the price. The Amsterdam sale is not until Dec. 15, but the amount of bark coming forward is not excessive.

Carbolic Acid—Continues very firm. Higher prices are looked for.

Balm Gilead Buds—Continue in small supply and are very firm.

Chloroform—Has again declined 5c per pound. The patent on the process used by manufacturers expires in a few months and it is believed that after that time prices will be much lower than at present.

Menthol—Continues to decline on account of excessive productions in Japan. Offers for the early months of 1905 are very much lower than present prices.

Nux Vomica—Continues to advance in price.

Strychnine—Will no doubt be advanced on account of higher price for Nux.

Sassafras Bark—Had another advance on account of very small stocks.

Oil Citronella—Has again advanced. It is said that there is none in the primary markets and that higher prices will rule.

Oil Sassafras, True—Is in small supply and has advanced.

Oil Spearmint—Is almost out of market and holders are asking unreasonable prices.

Gum Camphor—Manufacturers have again advanced the price 3c per pound. It is said that it costs over 70c to import the refined Japanese and crude is very scarce. Another advance is possible.

Goldenseal Root—Continues scarce and high.

Coriander Seed—Has again advanced on account of strength in the primary market.

Formula for a Good Laundry Blue.

Dissolve 217 parts of potassium ferrocyanide in 750 parts of distilled water and to the solution add sufficient water to make in all 1,000 parts. In another vessel dissolve 100 parts of ferric chloride in sufficient distilled water and bring the solution up to 1,000 parts as before. Make a cold saturated solution of sodium sulphate in distilled water, and of the solution add 2,000 parts to each of the two iron solutions (making 3,000 parts of each). Now add the chloride solution to the ferrocyanide little by little under constant stirring. After the last of the ferric chloride is added continue the stirring for some time. Filter off the liquid and wash the residue on the filter with distilled water until the wash water comes off a deep blue color. After washing spread the mass out to dry, either at ordinary temperature or by artificial heat. When dry a lump of this substance breaks with a fine bronze colored fracture. It is completely and easily

soluble in hot or cold water, and as a laundry bluing leaves nothing to be desired either in cost or quality.

For a liquid blue take 1 ounce of the Prussian blue to 1 quart of distilled water acidulated by one-fourth ounce oxalic acid. John Morley.

The Great Lakes, like Horace Greeley's young man, are going west and southwest. The whole region of these lakes is undergoing a slow tilting. The waters of each lake are rising on the southern and western shores and falling on the northern and eastern shores. At Toledo and Sandusky the advance of the water amounts to eight or nine inches in depth in a century.

You will make no mistake if you reserve your orders for

Valentines Fishing Tackle Base Ball Supplies

Our lines are complete and prices right. The boys will call in ample time. Late orders and re-orders for

Holiday Goods

promptly filled. We can supply your wants till the last hour.

FRED BRUNDAGE

Wholesale Druggist

Stationery, School Supplies and Fireworks
32-34 Western Ave., Muskegon, Mich.

Two Special PERFUMES

DOROTHY VERNON

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.

The JENNINGS PERFUMERY CO.

GRAND RAPIDS

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

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Acidum		Tinctures	
Aceticum	6@ 8	Aconitum Nap's R	50
Benzoicum, Ger. .	70@ 75	Aconitum Nap's F	50
Boracic	7@ 17	Aloes	50
Carbolicum	26@ 29	Alfalfa	50
Citricum	38@ 40	Aloes & Myrrh ..	50
Hydrochlor	3@ 10	Assafoetida	50
Nitrosum	8@ 15	Atropa Belladonna	50
Oxalicum	10@ 12	Aurant Cortex ..	50
Phosphoricum, dil.	@ 15	Benzoin	50
Salicylicum	42@ 45	Benzoin Co	50
Sulphuricum	13@ 15	Barosma	50
Tannicum	75@ 80	Cantharides	50
Tartaricum	38@ 40	Capsicum	50
Ammonia		Cardamom	50
Aqua, 18 deg	4@ 6	Cardamom Co	50
Aqua, 20 deg	6@ 8	Castor	1 00
Carbonas	13@ 15	Catechu	50
Chloridum	12@ 14	Cinchona	50
Aniline		Cinchona Co	50
Black	2 00@ 2 25	Columba	50
Brown	80@ 1 00	Cubebae	50
Red	45@ 50	Cassia Acutifol Co	50
Yellow	2 50@ 3 00	Cassia Acutifol Co	50
Baccae		Digitalis	50
Cubebae	15@ 18	Ergot	50
Juniperus	5@ 6	Peri Chloridum ..	35
Xanthoxylum	30@ 35	Gentian Co	50
Balsamum		Guaiac	50
Copaiba	45@ 50	Guaiac ammon ..	60
Peru	@ 1 50	Hyoscyamus	50
Terabin, Canada ..	60@ 65	Iodine	75
Tolutan	35@ 40	Iodine, colorless ..	50
Cortex		Kino	50
Abies, Canadian ..	18	Lobelia	50
Cassiae	20	Myrrh	50
Cinchona Flava ..	18	Nux Vomica	50
Buonymus atro ..	30	Opil	75
Myrica Cerifera ..	20	Opil, camphorated ..	50
Prunus Virginiana	12	Opil, deodorized ..	1 50
Quillaia, gr'd ..	12	Rhatany	50
Sassafras	22	Rhei	50
Ulmus	40	Rhei, cut	1 00
Extractum		Rhei, pv	75@ 1 00
Glycyrrhiza Gla ..	24@ 30	Spigella	30@ 35
Glycyrrhiza, po ..	28@ 30	Sanguinari, po 24	@ 22
Haematox	11@ 12	Serpentaria	50@ 55
Haematox, 1s	13@ 14	Senega	85@ 90
Haematox, 1/2s ..	14@ 15	Smilax, off's H ..	@ 40
Haematox, 1/4s ..	16@ 17	Smilax, M	@ 25
Ferru		Scilla po 35	10@ 12
Carbonate Precip ..	15	Symplocarpus	@ 25
Citrate and Quina ..	2 00	Valeriana Eng ..	@ 25
Citrate Soluble ..	55	Valeriana, Ger ..	15@ 20
Ferrocyanidum S ..	40	Zingiber a	12@ 14
Solut. Chloride ..	15	Zingiber j	16@ 20
Sulphate, com'l ..	2	Semen	
Sulphate, com'l, by	7	Anisum po, 20 ..	@ 16
bbl. per cwt	70	Apium (gravel's) ..	13@ 15
Sulphate, pure ..	7	Bird, 1s	4@ 6
Flora		Carui po 15	10@ 11
Arnica	15@ 18	Cardamom	70@ 90
Anthemis	22@ 25	Coriandrum	12@ 14
Matricaria	30@ 35	Cannabis Sativa ..	5@ 7
Folia		Cydonium	75@ 1 00
Barosma	30@ 33	Chenopodium	25@ 30
Cassia Acutifol ..	15@ 20	Dipterix Odorata ..	80@ 1 00
Cassia, Acutifol ..	25@ 30	Foeniculum	@ 18
Salvia officinalis ..	18@ 20	Foenicreek, po ..	7@ 9
1/4s and 1/2s	8@ 10	Lini	4@ 6
Gummi		Lini, gr'd. bbl. 234	3@ 6
Acacia, 1st pld ..	@ 65	Lobelia	75@ 80
Acacia, 2nd pld ..	@ 45	Pharlaris Cana'n ..	5@ 6
Acacia, 3rd pld ..	@ 35	Rapa	7@ 9
Acacia, sifted sts ..	@ 28	Sinapis Alba	7@ 9
Acacia, po	45@ 65	Sinapis Nigra	9@ 10
Aloe, Barb	12@ 14	Spiritus	
Aloe, Cape	@ 25	Frumenti W D ..	2 00@ 2 50
Aloe, Socotri	@ 45	Frumenti	25@ 30
Ammoniac	55@ 60	Juniperis Co O T ..	65@ 70
Asafoetida	35@ 40	Juniperis Co	1 75@ 3 50
Benzoinum	50@ 55	Saccharum N E ..	90@ 2 10
Catechu, 1s	@ 13	Sot Vini Galli ..	1 75@ 6 50
Catechu, 1/2s	@ 14	Vini Oporto	1 25@ 2 00
Catechu, 1/4s	@ 16	Vina Alba	1 25@ 2 00
Camphorae	81@ 85	Sponges	
Euphorbium	@ 40	Florida Sheep's wl	3 00@ 3 50
Galbanum	@ 1 00	Nassau sheep's wl	3 50@ 3 75
Gamboge	25@ 35	Velvet extra shps'	@ 2 00
Gualacum	@ 35	Extra yellow shps'	@ 1 25
Kino	@ 45	Grass sheep's wl,	@ 1 25
Mastic	@ 60	carriage	@ 1 00
Myrrh	@ 50	Hard, slate use ..	@ 1 40
Opil	3 00@ 3 30	Yellow Reef, for	@ 1 40
Shellac	60@ 65	Syrups	
Shellac, bleached ..	65@ 70	Acacia	@ 50
Tragacanth	70@ 1 00	Aurant Cortex ..	@ 50
Herba		Zingiber	@ 50
Absinthium oz pk ..	25	Ipecac	@ 50
Eupatorium oz pk ..	25	Peri Iod	@ 50
Lobelia	25	Rhei Arom	@ 50
Majorum	25	Smilax Off's	50@ 60
Mentha Pip oz pk ..	23	Senega	@ 50
Mentha Ver oz pk ..	25	Scilla	@ 50
Rue	25	Scilla Co	@ 50
Tanacetum V	22	Tolutan	@ 50
Thymus V oz pk ..	25	Prunus virg	@ 50
Magnesia		Paints	
Calcined, Pat	55@ 60	Red Venetian	1 1/2@ 2 @ 3
Carbonate, Pat	18@ 20	Ochre, yel Mars ..	2 @ 4
Carbonate K-M	18@ 20	Ochre, yel Ber	2 @ 3
Carbonate	18@ 20	Putty, commer'l ..	2 1/2@ 3
Oleum		Putty, strictly pr ..	2 1/2@ 3
Absinthium	4 90@ 5 00	Vermilion, Prime ..	@ 15
Amygdalae, Dulc ..	50@ 60	American	13@ 15
Amygdalae, Ama ..	80@ 85	Vermilion, Eng ..	75@ 80
Anisi	1 75@ 1 85	Green, Paris	14@ 18
Aurant Cortex	2 20@ 2 40	Green, Peninsular ..	13@ 16
Bergamini	2 85@ 3 25	Lead, red	6 3/4@ 7
Cajiputi	85@ 90	Lead, white	6 3/4@ 7
Caryophylli	1 40@ 1 50	Whiting, white S'n ..	@ 90
Cedar	50@ 60	Whiting, Gilders' ..	@ 95
Chenopadii	@ 2 25	White, Paris Am'r ..	@ 1 25
Cinnamoni	1 10@ 1 20	Whit'g Paris Eng ..	@ 1 40
Citronella	50@ 60	Universal Prep'd ..	10@ 1 20
Conium Mac	80@ 90	Varnishes	
Copaiba	1 15@ 1 25	No 1 Turp Coach ..	1 10@ 1 20
Cubebae	1 20@ 1 30	Extra Turp	1 60@ 1 70
		Coach Body	2 75@ 3 00
		No 1 Turp Furn ..	1 00@ 1 10
		Extra T Damar ..	1 55@ 1 60
		Jap Dryer No 1 T ..	70@

Freezable Goods

Now is the time to stock

Mineral Waters
Liquid Foods
Malt Extracts
Butter Colors
Toilet Waters
Hair Preparations
Inks, Etc.

Hazeltine & Perkins
Drug Co.
Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED		DECLINED	
Index to Markets		Index to Markets	
By Columns		By Columns	
A		1	
Axle Grease		AXLE GREASE	
Bath Brick		Baked Beans	
Brooms		Columbia Brand	
Brushes		1 lb. can per doz.	
Butter Color		3 lb. can per doz.	
C		BATH BRICK	
Confections		American	
Candles		English	
Canned Goods		BROOMS	
Carbon Oils		No. 1 Carpet	
Catsup		No. 2 Carpet	
Cheese		No. 3 Carpet	
Chewing Gum		No. 4 Carpet	
Chicory		Parlor Gem	
Chocolate		Common Whisk	
Clothes Lines		Fancy Whisk	
Cocoa		Warehouse	
Cocoa Nut		BRUSHES	
Cocoa Shells		Solid Back, 8 in	
Coffee		Solid Back, 11 in	
Crackers		Pointed Ends	
D		Stove	
Dried Fruits		No. 3	
Farinaceous Goods		No. 2	
Fish and Oysters		No. 1	
Fishing Tackle		Shoe	
Flavoring Extracts		No. 8	
Fly Paper		No. 7	
Fresh Meats		No. 4	
Fruits		No. 3	
G		No. 1	
Gelatin		Butter Color	
Grain Bags		W. R. & Co.'s, 15c size	
Grains and Flour		W. R. & Co.'s, 25c size	
H		CANDLES	
Herbs		Electric Light, 8s	
Hides and Pelts		Electric Light, 16s	
Indigo		Paraffine, 6s	
J		Paraffine, 12s	
Jelly		Wicking	
Licorice		CANNED GOODS	
Lye		Apples	
M		3 lb. Standards	
Meat Extracts		Gals. Standards	
Molasses		Blackberries	
Mustard		Standards	
N		Beans	
Nuts		Baked	
O		Red Kidney	
Olives		String	
P		Wax	
Pickles		Blueberries	
Playing Cards		Standard	
Potash		Gallon	
Provisions		Brook Trout	
R		2 lb. cans, Spiced	
Rice		Clams	
S		Little Neck, 1 lb. 1.00	
Salad Dressing		Little Neck, 2 lb.	
Saleratus		Clam Bouillon	
Salt Soda		Burnham's, 1/2 pt.	
Salt Fish		Burnham's, pts	
Seeds		Burnham's, qts	
Shoe Blacking		Cherries	
Snuff		Red Standards	
Soap		White	
Soda		Fair	
Spices		Good	
Starch		Fancy	
Sugar		French Peas	
Syrups		Sur Extra Fine	
T		Extra Fine	
Tea		Fine	
Tobacco		Moyen	
Twine		Gooseberries	
V		Standard	
Vinegar		Hominy	
Washing Powder		Lobster	
Wicking		Star, 1/2 lb.	
Woodenware		Star, 1 lb.	
Wrapping Paper		Picnic Tails	
Y		Mackerel	
Yeast cake		Mustard, 1 lb.	
		Mustard, 2 lb.	
		Soused, 1 lb.	
		Soused, 2 lb.	
		Tomato, 1 lb.	
		Tomato, 2 lb.	
		Mushrooms	
		Hotels	
		Buttons	
		Oysters	
		Cove, 1 lb.	
		Cove, 2 lb.	
		Cove, 1 lb. Oval	
		Peaches	
		Pie	
		Yellow	
		Standard	
		Fancy	
		Peas	
		Marrowfat	
		Early June	
		Early June Sifted	

3		4		5	
Cotton Windsor		Lemon Biscuit Square. 8		Linen Lines	
50 ft.	1.30	Lemon Wafer 16		Small	20
60 ft.	1.44	Lemon Snaps 12		Medium	40
70 ft.	1.80	Lemon Gems 10		Large	64
80 ft.	2.00	Lem Yen 10		Poles	
Cotton Braided		Marshmallow 16		Bamboo, 14 ft., pr ds.. 64	
40 ft.	95	Marshmallow Cream 16		Bamboo, 10 ft., pr ds.. 40	
50 ft.	1.35	Marshmallow Walnut 16		Bamboo, 18 ft., pr ds.. 60	
60 ft.	1.65	Mary Ann 10		FLAVORING EXTRACTS	
Galvanized Wire		Malaga 10		Foot & Jenks	
No. 20, each 100 ft long.1.90		Mich Coco Fsd honey.12		Coleman's Van. Lem.	
No. 19, each 100 ft long.2.10		Milk Biscuit 8		2oz. Panel1.20 75	
COCOA		Mich Frosted Honey 12		3oz. Taper2.00 1.60	
Baker's	38	Mixed Picnic 11 1/2		No. 4 Rich. Blake.2.00 1.50	
Cleveland	41	Molasses Cakes, Solo'd 8		Jennings	
Colonial, 1/4s	25	Moss Jelly Bar 12		Terpeness Lemon	
Colonial, 1/2s	33	Muskegon Branch, Iced 10		No. 2 D. C. pr dz75	
Epps	42	Newton 12		No. 4 D. C. pr dz1.54	
Huyler	45	Oatmeal Crackers 8		No. 6 D. C. pr dz2.00	
Van Houten, 1/4s	12	Orange Slice 16		Taper D. C. pr dz1.50	
Van Houten, 1/2s	20	Penny Assorted Cakes 10		Mexican Vanilla	
Van Houten, 1s	72	Pilot Bread 7		No. 2 D. C. pr dz1.20	
Webb	41	Pineapple Honey 15		No. 4 D. C. pr dz2.00	
Wilbur, 1/4s	41	Ping Pong 9		No. 6 D. C. pr dz3.00	
Wilbur, 1/2s	42	Pretzels, hand made 8		Taper D. C. pr dz2.00	
COCOANUT		Pretzeltes, hand m'd 8		GELATINE	
Dunham's 1/4s	26	Pretzeltes, mch. m'd 7		Knox's Sparkling, dz. 1.20	
Dunham's 1/2s & 1/4s.	26 1/2	Reverse 14		Knox's Sparkling, gro. 14.00	
Dunham's 1/4s	27	Rube Sears 8		Knox's Acidu'd, doz. 1.20	
Dunham's 1/2s	28	Scotch Cookies 16		Knox's Acidu'd, gro. 14.00	
Bulk	13	Snowdrops 16		Oxford	
COCOA SHELLS		Spiced Sugar Tops 8		Plymouth Rock 1.20	
20 lb. bags	2 1/2	Sugar Cakes, scalloped 8		Nelson's 1.50	
Less quantity	3	Sugar Squares 8		Cox's, 2 qt. size 1.61	
Pound packages	4	Sultanas 15		Cox's, 1 qt. size 1.10	
COFFEE		Spiced Gingers 8		GRAIN BAGS	
Rio		Urchins 10		Amoskeag, 100 in b's. 15	
Common.	11 1/2	Vienna Crimp 8		Amoskeag, less than b. 15 1/4	
Fair.	13	Vanilla Wafer 16		GRAINS AND FLOUR	
Choice	15	Waverly 16		Wheat	
Fancy	18	Zanzibar 9		Old Wheat	
Santos		CREAM TARTAR		No. 1 White1.10	
Common.	12	Barrels or drums29		No. 2 Red1.10	
Fair.	13 1/2	Boxes30		Winter Wheat Flour	
Choice	15	Square cans32		Local Brands	
Fancy	18	Fancy caddies35		Patents6.40	
Peaberry	18	DRIED FRUITS		Second Patents6.00	
Maracalbo		Apples		Straight5.80	
Fair.	15	Sundried5 1/2 @ 7		Second Straight5.40	
Choice	18	Evaporated5 1/2 @ 7		Clear4.80	
Mexican		California Prunes		Graham5.50	
Choice	16 1/2	100-125 25lb. boxes. @ 3 1/2		Buckwheat5.25	
Fancy	19	90-100 25 lb. bxs. @ 4		Rye4.20	
Guatemala		80-90 25 lb. bxs. @ 4 1/2		Subject to usual cash discount.	
Choice	15	70-80 25 lb. bxs. @ 5		Flour in bbls., 25c per	
Java		60-70 25lb. boxes. @ 6		hbl. additional.	
African	12	50-60 25 lb. bxs. @ 6 1/2		Warden Grocer Co.'s Brand	
Fancy African	17	40-50 25 lb. bxs. @ 7 1/2		Quaker, paper5.80	
O. G.	25	30-40 25 lb. bxs. @ 7		Quaker, cloth6.00	
P. G.	31	1/2c less in b. cases		Spring Wheat Flour	
Mocha		Citron		Pillsbury's Best, 1/4s6.40	
Arabian	21	Currants @ 15		Pillsbury's Best, 1/2s6.30	
Package		Imp'd. 1lb. pkg. @ 7 1/2		Pillsbury's Best, 1/4s6.20	
New York Basis.		Imported bulk6 1/2 @ 7		Lemon & Wheeler Co.'s	
Arbuckle.	13.50	Peel		Brand	
Dillworth	13.00	Lemon American12		Wingold, 1/4s6.75	
Jersey	13.50	Orange American12		Wingold, 1/2s6.65	
Lion	13.50	Raisins		Wingold, 3/4s6.55	
McLaughlin's XXXX		London Layers 3 cr 1.90		Warden Grocer Co.'s Brand	
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.		London Layers 3 cr 1.90		Ceresota, 1/4s6.70	
		Stet. Cal. prunes 2.25		Ceresota, 1/2s6.60	
		Loose Muscatels, 2 cr. 5		Ceresota, 3/4s6.60	
		Loose Muscatels, 4 cr. 6		Ceresota, 1/4s6.50	
		Loose Muscatels, 4 cr. 6		Warden Grocer Co.'s Brand	
		L. M. Seeded, 1 lb. 6 1/2 @ 7 1/2		Laurel, 1/4s, cloth6.60	
		L. M. Seeded, 1/2 lb 5 @ 6		Laurel, 1/2s, cloth6.50	
		Sultanas, bulk. 8		Laurel, 1/4s & 1/2s paper 6.40	
		Sultanas, package. 8 1/2		Laurel, 1/2s6.40	
Extract		FARINACEOUS GOODS		Meal	
Holland, 1/2 gro boxes. 95		Beans		Bolted2.90	
Felix, 1/2 gross1.15		Dried Lima6		Golden Granulated.3.00	
Hummel's foll, 1/2 gro. 85		Med. Hd. 1 c'd2.00 @ 2.10		Feed and Millstuffs	
Hummel's tin, 1/2 gro. 1.43		Brown Holland2.50		St. Car Feed screened 23.00	
CRACKERS		24 lb. packages1.75		No. 1 Corn and Oats 23.00	
National Biscuit Company's		Bulk, per 100 lbs.3.00		Corn Meal, coarse.....23.00	
Brands		Hominy		Oil Meal18.00	
Butter		Flake, 50 lb. sack1.00		Winter wheat bran 19.00	
Seymour Butters6		Pearl, 200 lb. sack4.00		Winter wheat mid'ngs 22.00	
N Y Butters6		Pearl 100 lb. sack2.00		Cow feed21.00	
Salted Butters6		Maccaroni and Vermicelli		Oats	
Family Butters6		Domestic, 10 lb. box60		Car lots33 1/2	
Soda		Imported, 25 lb. box2.50		Corn	
N B C Sodas6		Pearl Barley		Hay	
Select8		Common2.60		No. 1 timothy car lots 10.50	
Saratoga Flakes13		Chester2.75		No. 1 timothy ton lots 12.50	
Oyster		Empire3.50		HERBS	
Round Oysters6		Peas		Sage16	
Square Oysters6		Green, Wisconsin, bu. 1.25		Hops15	
Faust7 1/2		Green, Scotch, bu. 1.35		Laurel Leaves15	
Argo7		Split, lb.1.25		Senna Leaves25	
Extra Farina7 1/2		Rolled Oats		INDIGO	
Sweet Goods		Rolled Avena, bbls4.25		Madras, 5 lb. boxes .. 66	
Animals10		Stet. Cal. 10lb. sacks 2.10		S. F., 2, 3, 5 lb. boxes.. 66	
Assorted Cake10		Monarch, bbl.4.00		JELLY	
Bagley Gems8		Monarch, 10lb. sacks 1.90		5lb. palls, per doz1.70	
Belle Rose16		Quaker, cases3.10		15lb. palls33	
Bent's Water16		Sago		30lb. palls65	
Butter Thn13		East India4		Pure36	
Chocolate Drops16		German, sacks3 1/2		Calabria23	
Coke Bar10		German, broken pkg 4		Sicily14	
Cococanut Taffy12		Flake, 110lb. sacks4 1/2		Root11	
Cinnamon Bar9		Pearl, 130lb. sacks4		LYE	
Coffee Cake, N. B. C. 10		Pearl, 24 lb. pkgs.6		Condensed 3 dz1.60	
Coffee Cake, Iced10		Cracked, bulk3 1/2		Condensed, 4 dz3.00	
Cococanut Macaroons 13		24 2 lb. packages2.50		MEAT EXTRACTS	
Cracknels16		FISHING TACKLE		Armour's, 2 oz4.45	
Currant Fruit10		1/2 to 1 in6		Armour's 4 oz8.26	
Chocolate Dainty16		1 1/4 to 2 in9		Liebig's, Chicago, 2 oz 2.75	
Cartwheels9		1 2 1/2 to 2 in11		Liebig's, Chicago, 4 oz 5.50	
Dixie Coffee10		3 in15		Liebig's, Imported 2 oz 4.50	
Fluted Cococanut10		Cotton Lines		Liebig's, Imported 4 oz 8.50	
Frosted Creams8		No. 1, 10 feet5		MOLASSES	
Ginger Gems8		No. 2, 15 feet7		New Orleans	
Ginger Snaps, N B C 7		No. 3, 15 feet9		Fancy Open Kettle40	
Grandma Sandwich10		No. 4, 15 feet10		Choice35	
Graham Crackers8		No. 5, 15 feet11		Fair26	
Honey Fingers, Iced. 12		No. 6, 15 feet12		Good22	
Honey Jumbles12		No. 7, 15 feet15		Half Pint, 2c extra	
Iced Happy Family11		No. 8, 15 feet19		MINTCE MEAL	
Iced Honey Crumpet10		No. 9, 15 feet20		Columbia, per case,2.75	
Imperials8					
Indiana Belle15					
Jersey Lunch8					
Lady Fingers12					
Lady Fingers, hand md 25					

6	7	8	9	10	11
MUSTARD Horse Radish, 1 dz 1 75 Horse Radish, 2 dz 3 50 Bayle's Celery, 1 dz 3 00 OLIVES Bulk, 1 gal. kegs 1 00 Bulk, 3 gal. kegs 95 Bulk, 5 gal. kegs 90 Manzanilla, 7 oz 80 Queen, pints 2 25 Queen, 19 oz 4 50 Queen, 28 oz 7 00 Stuffed, 5 oz 90 Stuffed, 8 oz 1 45 Stuffed, 10 oz 2 30 PIPES Clay, No. 216 1 70 Clay, T. D., full count 65 Cob, " " 85 PICKLES Medium Barrels, 1,200 count 6 50 Half bbls., 600 count 3 75 Small Barrels, 2,400 count 8 00 Half bbls., 1,200 count 4 75 PLAYING CARDS No. 90, Steamboat 85 No. 15, Rival, assorted 1 20 No. 20, Rover enameled 1 75 No. 572, Special 1 75 No. 98, Golf, satin finish 2 00 No. 808, Bicycle 2 00 No. 632, Tourist whist 2 25 POTASH 48 cans in case 4 00 Babbitt's 4 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess 13 00 Back fat 15 00 Fat back, 600 count 35 Short cut 14 00 Pig 18 00 Bean 12 50 Brisket 16 50 Clear Family 12 50 Dry Salt Meats Bellies 9 S P Bellies 9 3/4 Extra Short 8 3/4 Smoked Meats Hams, 12 lb. average 10 1/2 Hams, 14 lb. average 10 1/2 Hams, 16 lb. average 10 1/2 Hams, 29 lb. average 10 1/2 Skinned Hams 11 Ham, dried beef sets 13 3/4 Shoulders, (N. Y. cut) 11 Bacon, clear 11 @ 12 California Boiled Ham 12 Boiled Hams 16 1/2 Berlin Ham pr'd 8 Mince Ham 10 Lard Compound 6 Pure 8 1/2 50 lb. tubs, advance 3 1/2 50 lb. tubs, advance 3 1/2 50 lb. tubs, advance 3 1/2 20 lb. pails, advance 3 1/2 10 lb. pails, advance 3 1/2 5 lb. pails, advance 3 1/2 Sausages Bologna 5 1/2 Liver 6 1/2 Frankfort 7 1/2 Pork 8 Veal 8 Tongue 8 1/2 Headcheese 6 1/2 Beef Extra Mess 9 50 Boneless 10 50 Rump, new 10 50 Pig's Feet 1/2 bbls. 1 10 1/4 bbls., 40 lbs. 1 80 1/4 bbls. 3 75 1 bbls. 7 75 Tripe Kits, 15 lbs 70 1/4 bbls., 40 lbs. 1 65 1/4 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 26 Beef rounds, set 15 Beef middles, set 45 Sheep, per bundle 70 Uncolored Butterine Solid, dairy 20 Rolls, dairy 10 1/2 @ 11 1/2 Canned Meats Corned beef, 2 2 50 Corned beef, 14 17 50 Roast beef, 2 @ 2 50 Potted ham, 1/4 45 Potted ham, 1/2 85 Deviled ham, 1/4 45 Deviled ham, 1/2 85 Potted tongue, 1/4 45 Potted tongue, 1/2 85 RICE Screenings @ 2 1/4 Fair Japan @ 3 1/4 Choice Japan @ 4 Imported Japan @ 4 1/4 Fair Louisiana hd. @ 4 1/4 Choice La. hd. @ 5 1/4 Fancy La. hd. @ 5 1/4 Camellia Flower @ 6 1/4 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz 4 50 Durkee's, small, 2 doz 5 25 Snider's, large, 1 doz 5 25 Snider's, small, 2 doz 1 35 SALERATUS Packed 60 lbs. in box Arm and Hammer 3 15	MUSTARD Deland's 3 00 Dwight's Cow 3 15 Swami 2 10 L. F. 3 00 Wyandotte, 100 lbs 3 00 SALT SODA Granulated, bbls 85 Granulated, 100 lb cases 1 00 Lump, bbls. 75 Lump, 14 lb. kegs 95 SALT Common Grades 100 3 lb. sacks 1 95 60 5 lb. sacks 1 85 28 10 lb. sacks 1 75 5 lb. sacks 30 25 lb. sacks 15 warsaw 25 lb. dairy in drill bags 40 25 lb. dairy in drill bags 20 Solar Rock 25 lb. sacks 22 Common Granulated, fine 80 Medium fine 85 SALT FISH Cod Large Whole @ 6 1/2 Small Whole @ 6 Strips or bricks, 7 1/2 @ 10 Halibut @ 3 1/2 Herring 14 1/2 Holland 15 White Hoop, bbls 25 @ 9 25 White Hoop, 1/2 bbl 25 @ 5 00 White hoop, keg 57 @ 70 White hoop mchs 75 Norwegian 3 60 Round, 100 lbs 3 60 Round, 40 lbs 2 00 Scales 18 Trout No. 1, 100 lbs. 7 50 No. 1, 40 lbs. 3 25 No. 1, 10 lbs. 90 No. 1, 8 lbs. 75 Mackerel Mess, 100 lbs 13 00 Mess, 40 lbs 5 70 Mess, 10 lbs 60 Mess, 8 lbs 1 34 No. 1, 100 lbs. 11 50 No. 1, 40 lbs. 5 10 No. 1, 10 lbs 1 50 No. 1, 8 lbs 1 25 Whitefish No. 1 No. 2 Fam 100 lbs. 8 50 3 50 50 lbs. 4 50 2 10 10 lbs. 1 00 22 8 lbs 82 44 SEEDS Anise 15 Canary, Smyrna 7 1/2 Caraway 8 Cardamom, Malabar 1 00 Celery 10 Hemp, Russian 4 Mixed Bird 4 Mustard, white 8 Poppy 8 Rattle 4 1/2 Cattle Bone 25 SHOE BLACKING Handy Box, large, 3 dz 2 50 Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85 SNUFF Scotch, in bladders 27 Taccaboy, in jars 27 SOAP Central City Soap Co. Jaxon 2 85 Boro Naptha 4 00 Johnson Soap Co. Ajax 1 85 Badger 3 15 Borax 3 40 Calumet Family 2 35 China, large cakes 5 75 China, small cakes 3 75 Etna, 9 oz 2 10 Etna, 8 oz 2 30 Etna, 6 oz 2 10 Galvanic 4 05 Mary Ann 2 35 Mottled German 2 25 New Era 2 45 Scotch Family 2 30 cakes 3 30 Scotch Family, 100 cakes 3 80 Weldon 2 85 Assorted Toilet, 50 car- tons 3 85 Assorted Toilet, 100 cartons 7 50 Cocoa Bar, 6 oz 2 25 Cocoa Bar, 10 oz 2 25 Saratoga Castle 3 50 Palm Olive, toilet 4 00 Palm Olive, bath 10 50 Palm Olive, bath 11 00 Rose Bouquet 3 40 J. S. Kirk & Co. American Family 4 05 Dusky Diamond, 50 8oz 2 85 Dusky D'nd., 100 6oz 3 75 Jap Rose 3 10 Savon Imperial 3 10 Satinet, oval 2 85 Snowberry 4 00 Lautz Bros. & Co. Pig Acme 4 00 Big Master 4 00	Snow Boy Pd'r 100 pk 4 00 Marselles 4 00 Procter & Gamble Co. Lenox 2 85 Ivory, 6 oz 4 00 Ivory, 10 oz 6 75 Star 3 10 A. B. Wrisley Good Cheer 4 00 Old Country 3 40 Soap Powders Central City Soap Co. Jackson, 16 oz 2 40 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 00 Kirkoline, 24 lb. 3 90 Pearline 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'Clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gross lots 4 50 Sapolio, single boxes 2 25 Sapolio, hand 2 25 Scouring Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken 40 Cassia, Saigon, in rolls 55 Cloves, Amboyna 22 Cloves, Zanzibar 20 Mace 55 Nutmegs, 75-80 45 Nutmegs, 105-10 35 Nutmegs, 115-20 35 Pepper, Singapore, blk 15 Pepper, Singp. white 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 48 Cloves, Zanzibar 23 Ginger, African 15 Ginger, Cochín 18 Ginger, Jamaica 25 Mustard 65 Pepper, Singapore, blk 17 Pepper, Singp. white 18 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 1 lb. packages 4 @ 5 3 lb. packages 4 1/2 6 lb. packages 4 1/2 40 and 50 lb. boxes 3 @ 3 1/2 Barrels @ 3 Common Corn 20 lb. packages 5 40 lb. packages 4 1/2 @ 7 SYRUPS Corn Barrels 22 Half Barrels 24 20 lb cans 1/4 oz in case 1 55 10 lb cans 1/2 oz in case 1 50 5 lb cans 2 1/2 oz in case 1 55 2 1/2 lb cans 2 dz in case 1 70 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 33 Basket-fired, fancy 43 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 12 @ 14 Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 23 English Breakfast Medium 20 Choice 40	India Ceylon, choice 82 Fancy 63 TOBACCO Fine Cut Cadillac 54 Sweet Loma 33 Hiawatha, 5 lb. pails 56 Hiawatha, 10 lb. pails 54 Telegram 29 Pay Car 31 Prairie Rose 49 Protection 40 Sweet Burley 42 Tiger 40 Plug Red Cross 31 Falo 37 Kyo 35 Hiawatha 31 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head 7 oz 47 Spear Head 14 2-3 oz 44 Jolly Twist 55 Old Honesty 43 Toddy 34 J. T. 38 Piper Heidsieck 66 Boot Jack 80 Black Standard 40 Cadillac 38 Forge 30 Nickel Twist 50 Smoking Sweet Core 34 Flat Car 32 Great Navy 32 Warpath 26 Bamboo, 16 oz 25 I X L, 5 lb 27 I X L, 16 oz, pails 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 40 Kiln Dried 21 Duke's Mixture 39 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 2-3 oz 39 Yum Yum, 1 lb. pails 40 Cream 38 Corn Cake, 2 1/2 oz 24 Corn Cake, 1 lb 22 Plover Boy, 1 2-3 oz 39 Plover Boy, 3 1/2 oz 39 Peerless, 3 1/2 oz 35 Peerless, 1 2-3 oz 35 Air Brake 36 Can Hook 30 Country Club 32-34 Forex-XXX 28 Good Indian 23 Self Binder 20 Silver Foam 34 TWINE Cotton, 3 ply 22 Cotton, 4 ply 22 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium 20 Wool, 1 lb. balls 6 1/2 VINEGAR Malt White Wine, 40 gr 8 Malt White Wine, 80 gr 11 Pure Cider, B & B 11 Pure Cider, Red Star 11 Pure Cider, Robinson 10 Pure Cider, Silver 10 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels, wide band 1 00 Bushels, wide band 1 25 Market 35 Splint, large 6 00 Splint, medium 5 00 Splint, small 4 00 Willow, Clothes, large 7 25 Willow, Clothes, med m 6 00 Willow, Clothes, small 5 50 Bradley Butter Boxes 2 lb. size, 24 in case 72 3 lb. size, 16 in case 68 5 lb. size, 12 in case 63 10 lb. size, 6 in case 60 Butter Plates No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45 No. 3 Oval, 250 in crate 50 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal. each 2 40 Barrel, 10 gal. each 2 55 Barrel 15 gal each 2 70 Clothes Pins Round head, 5 gross bx 55 Oval head, 5 gross bx 75 Egg Crates Humpty Dumpty 2 40 No. 1 complete 32 No. 2 complete 18 Faucets Cork lined, 8 in 65 Cork lined, 9 in 75 Cork lined, 10 in 85 Cedar, 8 in 55 Mop Sticks Trojan spring 90 Eclipse patent spring 85 No. 1 patent brush holder 75 12th cotton mop heads 25 Ideal No. 7 90	Pails 2-hoop Standard 1 60 3-hoop Standard 1 75 2-wire, Cable 1 70 3-wire, Cable 1 90 Cedar, all red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 65 Rat, wood 80 Rat, spring 75 Tubs 20-in., Standard, No. 1 7 00 18-in., Standard, No. 2 6 00 16-in., Standard, No. 3 5 00 20-in., Cable, No. 1 7 50 18-in., Cable, No. 2 6 50 16-in., Cable, No. 3 5 50 No. 1 Fibre 10 80 No. 2 Fibre 9 45 No. 3 Fibre 8 55 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Single Peerless 2 25 Single Peerless 2 50 Northern Queen 2 50 Double Duplex 3 00 Good Luck 2 75 Universal 2 25 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter 75 13 in. Butter 1 15 15 in. Butter 2 00 17 in. Butter 3 25 19 in. Butter 4 75 Assorted 13-15-17 2 25 Assorted 15-17-19 3 25 WRAPPING PAPER Common Straw 1 1/4 Fibre Manila, white 2 1/4 Fibre Manila, colored 4 No. 1 Manila 4 Cream Manila 4 Butcher's Manila 2 1/4 Wax Butter, short cut 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz 1 15 Sunlight, 3 doz 1 00 Sunlight, 1 1/2 doz 50 Yeast Foam, 3 doz 1 15 Yeast Cream, 3 doz 1 00 Yeast Foam, 1 1/2 doz 58 FRESH FISH Jumbo Whitefish 11 @ 12 No. 1 Whitefish @ 9 Trout @ 9 1/2 Black Bass 10 @ 11 Bluefish 11 @ 12 Live Lobster @ 22 Boiled Lobster @ 23 Cod @ 12 1/2 Haddock @ 8 No. Pickrel @ 9 Pike @ 7 Perch, dressed @ 7 Smoked White @ 12 1/2 Cold Snapper @ 14 Col. River Salmon 13 @ 14 Mackerel 14 @ 15 OYSTERS Cans F H Counts Per can Extra Selects 28 Selects 23 Perfection Standards 22 Anchors 20 Standards 18 Favorites 17 Bulk Oysters. F H Counts 1 75 Extra Selects 1 60 Selects 1 50 Perfection Standards 1 20 Plain Standards 1 15 Clams 1 25 Shell Goods Clams Per 100 Oysters 1 25 HIDES AND PELTS Hides Green No. 1 9 Green No. 2 8 Cured No. 1 10 1/2 Cured No. 2 9 1/2 Calfskins, green No. 1 12 Calfskins, green No. 2 10 1/2 Calfskins, cured No. 1 13 1/2 Calfskins, cured No. 2 12 Steer Hides, 60 1/2s over 10 1/2 Pelts Old Wool 15 @ 1 50 Lamb 25 @ 80 Shearings 25 @ 80 Tallow No. 1 @ 4 1/2 No. 2 @ 3 1/2 bo, Roasted @	Wool Washed, fine @ Unwashed, medium 22 @ 27 Unwashed, fine 14 @ 20 Washed, medium @ 32 CONFECTIONS Stick Candy Standard 7 1/2 Standard H. H. 7 1/2 Standard Twist 8 Cut Leaf 9 Jumbo, 32 lb. 7 1/2 Extra H. H. 9 Boston Cream 10 Old Time Sugar stick 30 lb. case 12 Mixed Candy Grocers 6 Competition 7 Special 7 1/2 Conserve 7 1/2 Royal 8 1/2 Ribbon 9 Broken 8 Cut Leaf 9 English Rock 9 Kindergarten 8 1/2 Bon Ton Cream 8 1/2 French Cream 9 Star 11 Hand made Cream 14 1/2 Premio Cream mixed 12 1/2 Fancy-In Pails O F Honeydew Drop 10 Gypsy Hearts 14 Coco Bon Bons 12 Fudge Squares 12 Peanut Squares 9 Sugared Peanuts 11 Salted Peanuts 11 Starlight Kisses 10 San Blas Goodies 12 Lozenges, plain 10 Lozenges, printed 10 Champion Chocolate 11 Eclipse Chocolates 11 Quintette Chocolates 12 Champion Gum Drops 9 Moss Drops 9 Lemon Sours 9 Imperial 9 Ital. Cream Opera 12 Ital. Cream Bon Bons 12 20 lb. pails 12 Molasses Chews, 15 lb. cases 12 Golden Waffles 12 Fancy-In 5 lb. Boxes Lemon Sours 50 Peppermint Drops 60 Chocolate Drops 60 H. M. Choc. Drops 85 H. M. Choc. Lt. and Dark No. 12 1 01 Brilliant Gums, Cryst. 60 A. A. Licorice Drops 90 Lozenges, plain 55 Lozenges, printed 60 Imperial 55 Mottos 60 Cream Bar 55 Molasses Bar 55 Hand Made Cr'ms. 80 @ 90 Cream Buttons, Pep. and Wintergreen 65 String Rock 60 Wintergreen Berries 55 Old Time Assorted, 25 lb. case 2 50 Buster Brown Goodies 30 lb. case 3 25 Up-to-Date Assmt, 32 lb. case 3 50 Kalamazoo Specialties Hanselman Candy Co Chocolate Maize 18 Gold Medal Chocolate Almonds 18 Chocolate Nugatines 18 Quadruple Chocolate 15 Violet Cream Cakes, bx 90 Gold Medal Creams, pails 13 1/2 Pop Corn Dandy Smack, 24s 65 Dandy Smack, 100s 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack 3 00 Pop Corn Balls, 200s 1 30 NUTS Whole Almonds, Tarragona 15 Almonds, Ivica 15 Almonds, California sft shelled, new 15 @ 16 Brazil @ 2 Filberts 12 Walnuts, soft shelled 12 Walnuts, new Chili 12 Table Nuts, fancy 13 Pecans, Med. Large 11 Pecans, Jumbos 12 Hickory Nuts per bu. Ohio new 1 75 Cocoanuts 4 Chestnut, New York State, per bu 5 00 Shelled Spanish Peanuts 6 1/2 @ 7 Pecan Halves 28 Walnut Halves 28 Filbert Ments 25 Alicante Almonds 33 Jordan Almonds 47 Peanuts Fancy, H. P. Suns 5 1/2 Fancy, H. P. Suns 5 1/2 Roasted @ 7 1/4 Choice H. P. J. b @ 6 bo, Roasted @

SPECIAL PRICE CURRENT

AXLE GREASE



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

BAKING POWDER

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



BLUING

Arctic 4 oz ovals, p gro 4 00
Arctic 8 oz ovals, p gro 6 00
Arctic 16 oz ro'd, p gro 9 00

BREAKFAST FOOD

Walsh-DeRoo So's Brands



Sunlight Flakes
Per case \$4 00

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

CIGARS

S.C.W.
G. J. Johnson Cigar Co.'s bd
Less than 500 \$3 00
500 or more \$2 00
4,000 or more \$1 00

COCOANUT

Baker's Brazil Shredded



70 1/2 lb pkg, per case. 2 60
35 1/2 lb pkg, per case. 2 60
18 1/2 lb pkg, per case. 2 60
18 1/2 lb pkg, per case. 2 60

FRESH MEATS

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

Pork

Dressed 5 1/2 @ 5 3/4
Loins @ 8 1/2
Boston Buts @ 7 1/2
Shoulders @ 7 1/2
Leaf Lard @ 7 3/4

Mutton

Carcass 5 @ 5 1/2
Lamb's 8 @ 8
Carcass 5 1/2 @ 8

Karo
CORN SYRUP

24 10c cans 1 34
12 25c cans 2 20
6 50c cans 3 20

COFFEE

Roasted
Dwinell-Wright Co.'s Bds



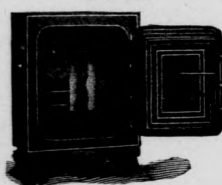
White House, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
Tip Top, M & J, 1 lb.
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Sag-
inaw; Meisel & Goeschel
Bay City; Godsmark, Du-
rand & Co., Battle Creek
Fiebach Co., Toledo.



CONDENSED MILK

4 doz. in case
Gall 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
W. O. R. Plainw'd Mich.

SOAP

Leaver 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. 3 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

A Catalogue That
Is Without a Rival

There are something like 85,000 com-
mercial institutions in the country that
issue catalogues of some sort. They are
all trade-getters—some of them are success-
ful and some are not.

Ours is a successful one. In fact it is
THE successful one.

It sells more goods than any other three
catalogues or any 400 traveling salesmen
in the country.

It lists the largest line of general mer-
chandise in the world.

It is the most concise and best illustrated
catalogue gotten up by any American
wholesale house.

It is the only representative of the larg-
est house in the world that does business
entirely by catalogue.

It quotes but one price to all and that is
the lowest.

Its prices are guaranteed and do not
change until another catalogue is issued.

It never misrepresents. You can bank
on what it tells you about the goods it
offers—our reputation is back of it.

It enables you to select your goods
according to your own best judgment and
with much more satisfaction than you can
from the flesh-and-blood salesman, who
is always endeavoring to pad his orders
and work off his firm's dead stock.

Ask for catalogue J.

BUTLER BROTHERS

Wholesalers of Everything—
By Catalogue Only.

New York Chicago St. Louis

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



This is a picture of ANDREW
B. SPINNEY, M. D. the only
Dr. Spinney in this country. He
has had forty-eight years experi-
ence in the study and practice of
medicine, two years Prof. in
the medical college, ten years in
sanitarium work and he never
fails in his diagnosis. He gives
special attention to throat and
lung diseases making some
wonderful cures. Also all forms
of nervous diseases, epilepsy, St.
Vitus dance, paralysis, etc. He
never fails to cure piles.

There is nothing known that
he does not use for private diseases of both sexes,
and by his own special methods he cures where
others fail. If you would like an opinion of your
case and what it will cost to cure you, write out
all your symptoms enclosing stamp for your reply.
ANDREW B. SPINNEY, M. D.
Prop. Reed City Sanitarium, Reed City, Mich.

A MEAN JOB
Taking Inventory

Send now for description of our inven-
tory Blanks and rem vable covers.

They will help you.

BARLOW BROS., Grand Rapids, Mich.

We
can fill
your
order
promptly
now
for any
amount
of any
kind of
calendars.
Remember,
we
are the
largest
calendar
builders
in
this
section
of the
country.

Tradesman Company
Grand Rapids
Mich.

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

General merchandise store in small town South Dakota; profitable trade of \$35,000 yearly; business established 25 years; cause of sale ill health. Stock about \$10,000 at invoice—part cash. Strictest investigation invited. Good lease or will sell store building. Austin Business Broker, Sioux Falls, S. D. 35

Bakery for sale Northern Michigan. City of 12,000. Two stores, strictly up-to-date. Three rigs, large shipping trade. Run day and night. Invoice \$1,000. For particulars address No. 34, care Michigan Tradesman. 24

For Sale—Stock of general merchandise in good country town 500 population. Splendid good farming country, 25 miles from Saginaw, Mich. Stock \$5,000 (more or less) in the very best condition. One of the best country stores to be found anywhere, doing a good paying business. Can reduce stock to suit purchaser if necessary. No trades or no auctioneers. Address No. 33, care Michigan Tradesman. 33

For Sale—\$5,000 stock general merchandise. Country store located in oil field, doing big business. Want to retire. Address No. 28, care Michigan Tradesman. 28

Splendid opportunity to purchase fine quarter sawed oak refrigerator and display counter. Enquire A. R. Hensler, Battle Creek, Mich. 29

For Sale—Fresh stock groceries, located in best shop town in Southern Michigan. Good trade location. Other business. Address No. 32, care Michigan Tradesman. 32

For Sale or Trade—One 12 horse power engine and one Champion hay press, all complete. Nearly new. Address Lock Box 24, Lowell, Mich. 36

We can sell your property for cash and do it quickly. We have offices in 800 towns and cities. We have thousands of buyers monthly. We sell \$15,000,000 worth of property yearly. We can sell your store, your stock of goods, your mill, your mine, your factory, your farm, in fact, property of any kind, any price, anywhere. We want to do business for you and can convince you that we know our business. Write to-day for our plans. Do it now. If you want to buy any kind of property write us your wants and we will take pleasure in filling them. Address Central Association, LaGrange, Ind. 37

Will Sell—A good flouring mill and business in live town, fine location, 13 miles to nearest mill, Northern Indiana. Now making \$100 per month. Can be easily doubled. Price right. Might exchange for up-to-date stock merchandise or good farm. A. W. Howe, Dansville, Mich. 13

Groceries—A No. 1 clean stock. Good cash business. Best town in the State. Owner wishes to change business. Address Lock Box 24, Hart, Mich. 11

For Sale—Stock of dry goods, fixtures, lease. Best location in Dayton, Ohio, or will sell lease and fixtures without stock. Location suitable for any kind of business. Atlas Dry Goods Co., Dayton, Ohio. 14

Wanted—Experienced laundryman with \$2,000 cash to take half interest in steam laundry and manage the same. Address Snow Flake Laundry, Lebanon, Ohio. 16

Offer For Sale—The well-known Dibble House property of Flint, Mich. Owned and operated by the present owners for over twenty years. This hotel has been remodeled and kept up-to-date; is doing business at full capacity of the house. It is situated on a corner lot and paved streets, being centrally located one block from opera house, two blocks from city hall and two blocks from postoffice. Hotel is a three-story brick of fine construction; it has 35 rooms and a seating capacity in the dining room of 120. Would consider part exchange for other property. Address C. B. Dibble, Proprietor, Flint, Mich. 15

For Sale—Good paying stock of general merchandise. Invoice \$5,000. Best location in town of 1,100. Good reason for selling. Price right. Clarence G. Stevens, Flushing, Mich. 21

For Sale—Summer resort. Beautiful lake, hotel, bowling alley. Choice lots, 20 acres. All or any portion of the property on easy terms. Full description on application. H. W. Hagerman, Sturgis, Mich. 23

For Sale—A good clean stock of hardware with tin shop in connection in a town of 1,500 population. Good surrounding farming country. A bargain for the right man. Address A. K. 7, Michigan Tradesman, Grand Rapids, Mich. 17

Wanted—To buy clean stock general merchandise. Give full particulars. Address No. 999, care Michigan Tradesman. 999

For Sale—\$4,500 stock of groceries and meats. Illinois town of 8,000. Doing profitable business of \$45,000 a year. Good location. Address No. 998, care Michigan Tradesman. 998

For Sale—Furniture store and new home—net profits \$100 to \$160 per month. Part time given if desired. Located in small manufacturing town—Central Michigan. No competition. Address for particulars, 426 W. 7th, Traverse City, Mich. 19

Wanted—Good location for hardware store. Will buy stock or put in new one. Northern Michigan preferred. Address with full particulars, Box 102, Webberville, Mich. 4

For Sale—Shoe store, all new goods. Location the best. Write or see John Gysie, Columbus, Indiana. 976

For Sale—Clean and complete general stock inventorying about \$6,000, located at Silverwood. Old established business, enjoying a profitable and gradually increasing patronage. There is no better farming community in Michigan than this part of Tuscola county. This is an excellent opportunity for the right man, because I find it impossible to conduct two stores. I. S. Berman, Kingston, Mich. 997

For Sale—Good paying restaurant in town of 8,000 inhabitants. For particulars address Lock Box 84, Cadillac, Mich. 983

For Sale—A clean new stock of clothing, shoes and furnishings in a hustling town of 1,300. Two good factories and a prosperous farming country. Trade last year over \$15,000 cash. Stock will invoice about \$9,000. Ill health the cause of selling and must be sold quick. Cash deal. Address No. 161, care Michigan Tradesman. 961

For Sale For Cash Only—Stock of general merchandise with fixtures. Established ten years. Good country trade. Reason for selling, other business. Don't write unless you mean business. C. F. Hosmer, Mattawan, Mich. 959

200 Ferrets For Sale—Best stock. Write for price. Lewis DeKleine, Jamestown, Mich. 936

For Sale—Stock of hardware, paints and wall paper, invoicing \$1,500. Town 600 population, surrounded by best farming country in the State. Best of reasons for selling. Address No. 969, care Michigan Tradesman. 969

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—Shoe stock, invoicing \$3,000. Splendid opening in good city. Best of reasons for selling. Address No. 955, care Michigan Tradesman. 955

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

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

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

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—20 shares of 1st preferred stock of Great Northern Portland Cement Co. stock for \$1,200. Address Lock Box 265, Grand Ledge, Mich. 835

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—Foundry and cider mill. Everything in running order. First class location. Harrison & Moran, Chelsea, Mich. 945

Wanted—To buy stock of general merchandise from \$5,000 to \$25,000 for cash. Address No. 89, care Michigan Tradesman. 89

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 blower and tools. Shafting, pulleys, belting. All practically new. Original cost over \$1,200. Will sell for \$600. Address B-E Manufacturing Co., 50 Masonic Temple, Davenport, Iowa. 537

POSITIONS WANTED.

Wanted—Position as clerk in general or grocery store. Six years experience. Best of references. Address S. Hamilton, Ithaca, Mich. 8

Wanted—Position as experienced salesman in general store or hardware. Would buy interest. Address No. 3, care Michigan Tradesman. 3

Wanted—Position in grocery or general store by experienced salesman. Address Box 71, Nashville, Mich. 987

Wanted—Position as salesman in retail hardware store. Have had ten years' experience. Address Box 367, Kalkaska, Mich. 466

HELP WANTED.

Wanted—An experienced salesman in a clothing, hat, cap and furnishing goods store. An American, unmarried, of good address, a good salesman and stock-keeper, who is apt in decoration and window trimming, a bright, genial, active worker. Address, giving references stating salary expected, experience, etc., Hamilton Clothing Co., Traverse City, Mich. 38

Wanted—A first-class salesman to solicit orders from established trade. Side line or salary. Address Caledonia Chemical Co., Caledonia, N. Y. 18

AUCTIONEERS AND TRADERS

Special and Auction Sale Facts—We sell the stock. We get you every dollar your stock is worth. A record of thirteen years that stands pre-eminent. We do not tell you one thing and do another. Our reputation is at stake, therefore good service. We are instructors of merchandise selling at Jones' College of Auctioneering at Davenport, Iowa, therefore we must be thoroughly competent. Look us up there as well as the hundreds of merchants for whom we have sold. Our free advertising system saves you many a dollar. Write us, we can lift the burden. The A. W. Thomas Auction Co., 477 Wabash Ave., Chicago. 30

H. C. Ferry & Co., the hustling auctioneers. Stocks closed out or reduced anywhere in the United States. New methods, original ideas, long experience, hundreds of merchants to refer to. We have never failed to please. Write for terms, particulars and dates. 1414-16 Wabash Ave., Chicago. Reference, Dun's Mercantile Agency. 872

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

J. L. McKennan & Co., the Hoosier Hustlers—the noted merchandise auctioneers—carry the largest book of reference of any firm in the United States. Now sending stock for F. S. Gold, Stromsburg, Neb. 27

MISCELLANEOUS.

Smallpox Sure Cure—In from three to five days. Leaves no marks. Perfectly harmless. Send 25 cents for particulars and recipe. Florentine Supply Co., 108 Shelby St., New Albany, Ind. 31

Brother Merchant—Your hands make you a living, but brains make you money. A postal card to Box 353, Crown Point, Ind., brings you brainy news. 26

Wanted—Everyone troubled with Asthma to send 15 cents for a sample bottle of Asthma Remedy. It has never failed to give relief. Address W. S. Widerfelt, Florence, Colorado. 363

To Exchange—80 acre farm 3½ miles southeast of Lowell, 60 acres improved, 5 acres timber and 10 acres orchard land, fair house and 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

Let Us Act as Your Factory

That is our business. We make nothing of our own for sale. You can make more money selling your product than trying to learn the manufacturing business. "Manufacturing is a Science." You can't afford to experiment. We will furnish exact cost of production. No more pay rolls to worry over. Our plan is unique. Try it. Address

MICHIGAN NOVELTY WORKS

Cor. Burdick and Rose, Kalamazoo, Mich.

Modern Money Making Methods



J. S. TAYLOR



F. M. SMITH

Absolutely Perfect Satisfaction Guaranteed

"Merchants" wishing to reduce or close out entirely their stocks, our up-to-date methods of advertising and selling are unequalled. We leave no "odds and ends," it costs you nothing to ascertain this fact; write us at once for particulars and dates. TAYLOR & SMITH, 53 River St., Chicago. "Bank references."

TRADESMAN ITEMIZED LEDGERS

SIZE—8 1/2 x 14.
THREE COLUMNS.

2 Quires, 160 pages... \$2 50
3 Quires, 240 pages... 2 50
4 Quires, 320 pages... 3 00
5 Quires, 400 pages... 3 50
6 Quires, 480 pages... 4 00

INVOICE RECORD OR BILL BOOK

So double pages, registers 2,850
invoices \$2 00

Tradesman Company
Grand Rapids, Mich.

Detailed Review of the Grain Market.

The wheat market the past week has suffered quite a material drop in price, the May and December options selling at 4@6c per bushel less than one week ago. Cash wheat, however, has not followed the option as closely as might have been expected. The demand for choice milling wheat has been very good at the decline and, in fact, this demand has had a tendency to turn markets for the better. Receipts of wheat in the West continue liberal, running considerably stronger than last year, but as the Eastern States generally are comparatively bare of both wheat and flour, the offerings are all absorbed from week to week without overloading the buyers.

Corn is beginning to move more freely and the new corn is improving in quality each day, but a little cold, snappy weather is needed to put corn in condition for milling. The future market is being discounted quite sharply. December shipment corn is offered at from 3@5c below spot shipment for new corn, and new corn to-day is practically 10c per bushel below old. We anticipate liberal receipts within the next ten days or two weeks.

Oats are quiet, with May options selling at about 1/2c per bushel discount for the week, with cash oats practically unchanged. Receipts have been light and hardly equal to the demand.

Millstuffs have been dragging rather heavily the past month, but we are now approaching a season where the demand for bran and middlings will be more urgent from dairymen, and we look for markets to pick up at least \$1 per ton within the next month; in fact, the heavy storms in the New England States the past ten days have had a tendency to increase the demand for feeds and at slightly higher prices.

L. Fred Peabody.

The Boys Behind the Counter.

Plainwell—Clarence Knapp, who has had three years' experience in a Chicago drug store, has taken a clerkship with J. R. Schoonmaker.

Shelby—H. M. Elliott completed his twelfth year as clerk for W. H. Shirts last Saturday and has been longer in continual service with one concern than any other clerk in Shelby. H. J. Goodenrath has been clerking for a longer period, but recently made a change of location. J. C. Hickok, with A. J. Rankin, is Mr. Elliott's closest rival, having been in that store nine years.

Kalamazoo—J. F. Boelio has resigned his position as salesman at the M. N. Lehner hardware store to take a more lucrative position in Saginaw.

Petoskey—Clyde E. VanWormer, who has been with S. Rosenthal & Sons of Petoskey for the past three years, has taken a position with R. H. Fyfe & Co., of Detroit.

Dowagiac—A. M. Weir, formerly salesman at Rowe & Canfield's, has gone to Denver, Colorado. Failing health caused him to adopt a more congenial climate. He does not know

whether he will remain in Denver or go to New Mexico or Arizona. He is an expert window trimmer, formerly following his trade at Gilmore's. Kalamazoo, and he expects to follow the same work in the West.

Portland—Eston Smith has gone to Detroit to work in the retail grocery store of Miller & Gray. Besides having a thorough knowledge of the grocery business, Mr. Smith is an unusually tasty window dresser.

Allegan—The Grange store has engaged R. E. Davison, of Hopkins Station, to take charge of its hardware department, thus filling the vacancy caused by the retirement of I. A. Brown, who resigned to engage in the hardware business on his own account.

One of the interesting personages in the next Congress will be General J. Warren Keifer, of Ohio, who has just been elected to the House of Representatives. He will not be a stranger there, for some twenty years ago he was speaker of that body and occupied a prominent position in public affairs. General Keifer is a veteran of two wars and although advanced in years is yet a striking personality. His retirement from Congress was due to a clash with the legislative correspondents at Washington. On several important occasions General Keifer filled the press gallery with his friends to the exclusion of the correspondents. The war between the speaker and the newspaper men proceeded until he charged one of them with lobbying for a certain claim and attempting to bribe him. An investigation was ordered and the charge was disproved. The odium attached to Keifer was sufficient to put him out of Congress immediately and he has remained in oblivion until now. He will probably be very kind to the newspaper men this time, remembering what happened to him when he tackled them before.

Rev. Dr. Parkhurst, of New York, has pounced upon what he calls a piece of fiction in the immortal Declaration of Independence. The statement that "governments derive their just powers from the consent of the governed" he declares false. "One of the reasons," he says, "why we have to have governments is that there are so many people who refuse their assent to government. That is why we have criminal courts and jails, and if all the people in this town who in one form or another are refusing their assent to government were to be shut up, the jails required would be so numerous as almost to crowd upon the residential portions." This is an interesting but not wholly correct commentary. In this country the government does derive its powers from the consent of a majority if not all of the governed. It will not be until the millennium that all will consent or even submit to government of any kind.

Folly pins her bells on many a man, even while he is bragging that she is beneath him.

Review of the Hardware Market.

Pig Iron—With the exception of a fair volume of orders placed by consumers in the Middle West the pig iron market was rather quiet last week. Eastern foundrymen, manufacturers and steel makers appeared to have covered their more immediate wants, but were anxious to make contracts for forward deliveries. Most furnacemen, on the other hand, were not desirous of accepting this class of business as they expect another big advance in prices within the next sixty days which they believe will carry values close to \$18 and possibly \$19 per ton. No. 2 Eastern Pennsylvania foundry grades are now bringing \$15.75 and \$16 at the furnace, while No. 2 Alabama brands are being held firmly at \$13.50. Eastern basic is offered at \$15.25 and Southern at \$13.50. Bessemer is selling in small tonnages at \$15. In the absence of large transactions in domestic iron many producers are becoming interested in the possibility of importing Scotch, English and German grades at a moderate profit as soon as domestic prices make an additional advance of \$1 per ton. Owing to the extremely low ocean freight rates now being offered by several of the largest trans-Atlantic steamship lines it is expected that operations in foreign iron will reach larger proportions this winter than at any time since the boom of two years ago.

Bar Iron—Is selling well at the advance of \$2 per ton announced by the Eastern Bar Iron Association last Wednesday and a similar advance is expected in bolts and nuts within the next few weeks. Old material is very scarce and more firmly held by all dealers with the prospect of further advances in values. The Rock Island Railroad recently sold about 1,800 tons of scrap iron and steel at prices which made new high levels for the year.

Steel—Structural beams, angles and shapes are being taken in heavy tonnages by the numerous construction companies in the East and West at the old quotations which were reaffirmed by the Structural Material Association last Thursday. The interest of the principal railroads throughout the country is now centered upon the approaching conference of the Steel Rail Association, to be held about the middle of next month, for the purpose of fixing prices for 1905. Although the belief is becoming general that this pool will be compelled eventually to reduce its official quotation from \$28 to \$26 a ton, the leading members have so far succeeded in deferring action upon the question in the hope that further advances in all finished products may make it possible for them to maintain values at present high levels.

Copper—While the demand of European and Asiatic consumers is of a more conservative character, being limited to January, February and March deliveries, the domestic demand is reaching excellent proportions. Electric power and lighting companies and many of the largest

electrical equipment manufacturers are attempting to cover requirements in the first quarter of next year, and as most producers are not anxious to dispose freely of their prospective output at present quotations, the undertone of the market is growing decidedly firmer. A few local dealers are holding their spot offerings of lake at 15c and even 15 1/4c, but the largest producers continue to maintain prices on this grade at 14.87 1/2c, while they offer to sell electrolytic at 14.75c and casting at 14.62 1/2c. Talk of 16c and even 17c copper before the end of the year is still prevalent in the local market and it is predicted in some quarters that prices will reach 20c within four months.

Wire Nails—Leading manufacturers, including the American Steel & Wire Co., are now holding prices on wire nails for spot delivery at the advance of \$2 per ton or 10c per hundredweight announced last Tuesday and are generally refusing to book any orders for shipments beyond the end of this month, as they expect another advance within a few weeks. Quotations to jobbers and retailers, on a basis of f. o. b. Pittsburg, 60 days, or 2 per cent. discount for cash in 10 days, follow: Carload lots, \$1.70; less than carload lots, \$1.75; local quotations are: Single carloads, \$1.89 1/2; small lots from store, \$1.95 @2.

Cut Nails—While prices of cut nails remain unaltered on the basis of \$1.60 and \$1.65 for carload lots and less than carload lots, respectively, f. o. b. Pittsburg, it is expected that an advance equal to that in wire nails will be made at the next meeting of the Cut Nail Association scheduled for Dec. 8. Local quotations follow: Carloads on dock, \$1.74; less than carloads on dock, \$1.79; small lots from store, \$1.85.

Barb Wire—Despite the recent advance of \$2 per ton in the prices of barb wire, the demand continues very heavy owing to the steady growth of fence building. Quotations, on a basis of f. o. b. Pittsburg, 60 days or 2 per cent. discount for cash in 10 days, follow:

Painted Galv.
Jobbers, carload lots....\$1 85 \$2 15
Retailers, carload lots....1 90 2 20
Retailers, less than car-
load lots.....2 00 2 30

Smooth Wire—Is selling well at the recent advance. Quotations, on a basis of f. o. b. Pittsburg, 60 days or 2 per cent. discount for cash in 10 days, follow: Jobbers, carloads, \$1.55; retailers, carloads, \$1.60. The above prices are for base number, 6 to 9. The other numbers of plain and galvanized wire take the usual advances.

BUSINESS CHANCES.

For Sale—Boilers 1 to 125 H. P., tanks all sizes. Address John Crowley, Jackson, Mich. 40

For Sale—A good paying feed business, including corn meal mill. Will sell or lease property. Address Leidy S. Depue, Washington, D. C. 39

POSITIONS WANTED.

Wanted—Position as clothing salesman. Several years' experience and the best of references. Address Clothing, care Michigan Tradesman. 24